

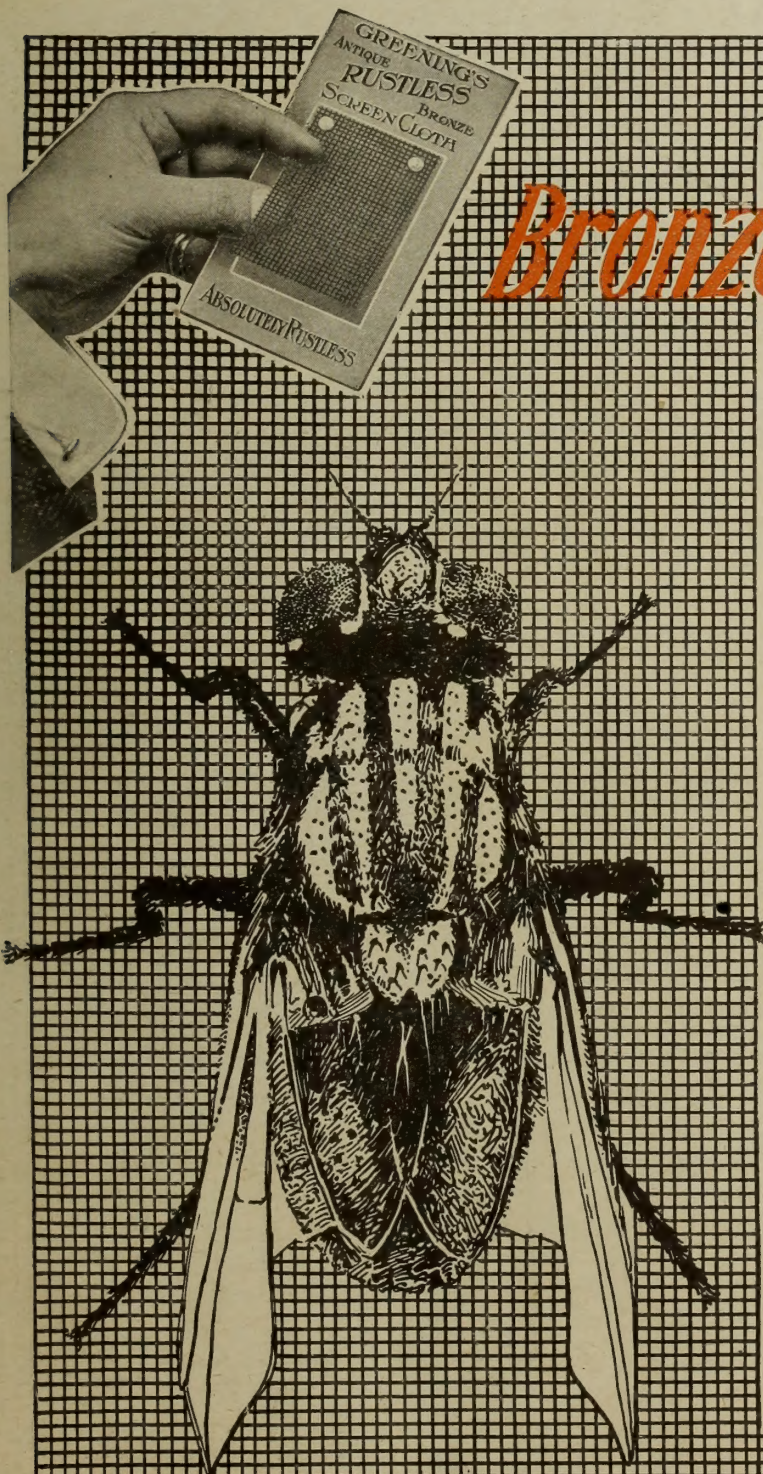
HARDWARE AND METAL

Vol. XXIX
No. 13

PUBLISHED EVERY SATURDAY SINCE 1888

March 31
1917

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



Bronze Screen Cloth

**SAND SCREEN
CLOTH**

**REGALVANIZED
CLOTH**

DOG CHAINS

TIE OUT CHAINS

**WIRE
ROPE**

The Greening Quality creates a big demand wherever sold, and the retailer's profit on each turnover is most desirable.

Write for full particulars and prices.

**The B. Greening
Wire Co., Limited**

HAMILTON, ONT.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.

TRADE



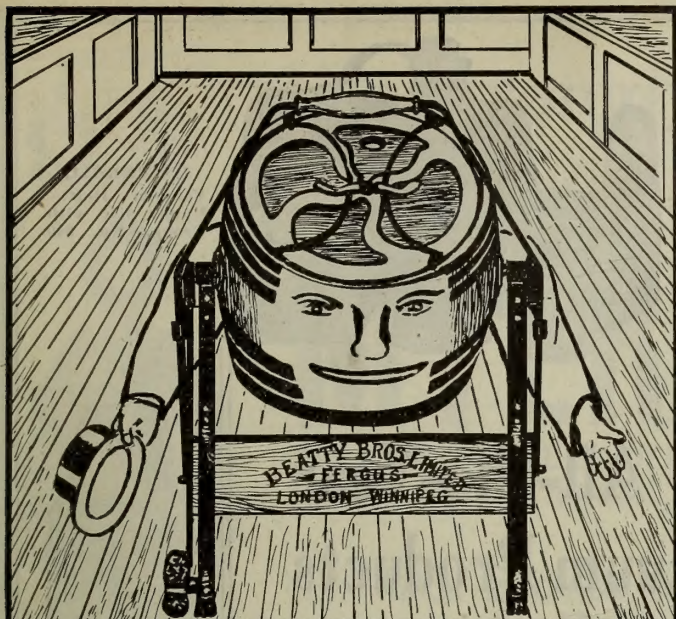
MARK

WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL



Sells Itself

The Daisy Churn sells itself. The handsome, golden-oak finish, neat frame and correct hand-made barrels attract customers at once. The Daisy Churn will do you credit. It actually adds to the appearance of your store.

and Stays Sold

It satisfies the most exacting customers. They like the bow lever which applies power evenly to both sides, so the churn doesn't creep over the floor. They like the open construction of the frame which permits a pail to be set close for draining off the buttermilk. They like the wide, comfortable treadle for the foot. They like it because it works so easily. They like it for a dozen other advantages which other churns haven't got.

If you haven't sold the Daisy, order this year. It's the best selling churn made.

Beatty Bros., Ltd.

Head Offices: — Fergus, Ontario

Winnipeg, Manitoba; Edmonton, Alberta;
Montreal, Quebec; St. John, New Brunswick

BT
Daisy Churn

P. & W. Co. SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

**Pratt & Whitney Company
of Canada, Limited**

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of
Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH"
CUTLERY & PLATE

"KEEN"
RAZORS

GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

BT
Regd A.D 1681

"BUTLER"
1768

ART
1861

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.

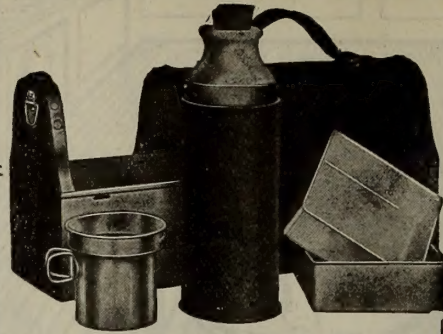
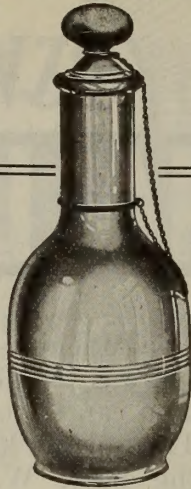
CANADIAN REPRESENTATIVE

G. A. MARSHALL

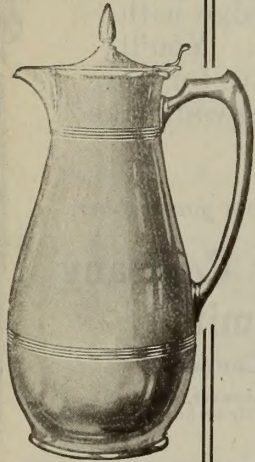
70 Lombard Street, Toronto

**UNIVERSAL
Vacuum Carafe**

No. 1822, with metal top
No. 2888, with glass top



**UNIVERSAL
Vacuum Bottle.
Lunch Kit with
Trays, No. 320**



**UNIVERSAL
Vacuum Tankard
No. 842
Quart size.**

An All-the-Year Demand for Vacuum Products

The growth of public experience in the possibilities of the Vacuum Bottle and the rapidly increasing list of purposes for which it may be used, have brought forcibly to the front the importance of the Vacuum Bottle as an all-the-year-round selling proposition.

UNIVERSAL Vacuum Bottles

Where cool drinks are desired in summer, steaming hot drinks are doubly necessary in winter.

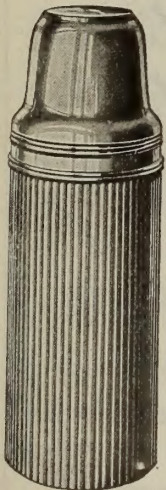
From the man who carries a Universal Bottle in his lunch kit to the woman who serves her friends from dainty vacuum vessels, the Universal bottle at any season is an accepted staple necessity.

In considering your stock for Spring, don't forget that the full meed of public approval has been shown by the vastly increased demand for Universal Vacuum Bottles and accessories.

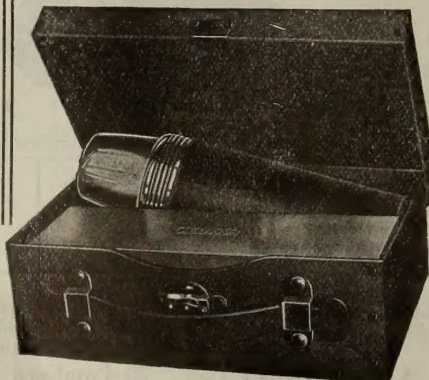
Landers, Frary & Clark

NEW BRITAIN, CONN.

A. Macfarlane & Co., Montreal
Canadian Representatives

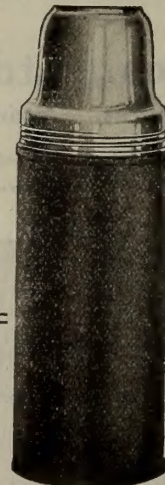


**UNIVERSAL
Vacuum Bottle
Corrugated
Nickel Case.
No. 91, Pint
No. 92, Quart**



**UNIVERSAL
School Lunch Set
No. 3070, with pint
size Vacuum Bottle.**

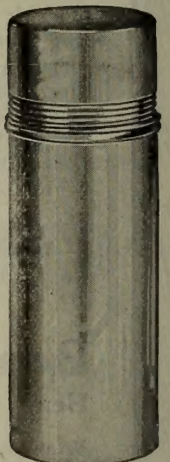
UNIVERSAL



**UNIVERSAL
Vacuum Bottle
No. 21, Pint
No. 22, Quart.**



**UNIVERSAL
Vacuum Bottle
Nickel Plated
No. 81, Pint.
No. 82, Quart.**



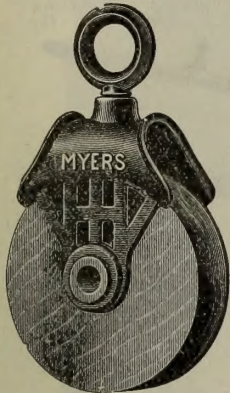
**UNIVERSAL
Vacuum Food
Jar
No. 811, Pint
No. 812, Quart.**

If interested, tear out this page and keep with letters to be answered.

Take off your hat to The Myers!
BEST PUMP ON EARTH.



Take off your hat to The Myers!
BEST PUMP ON EARTH.



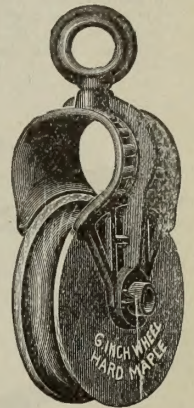
WOOD WHEEL; IRON
FRAME

We Strongly Recommend
Placing Orders for

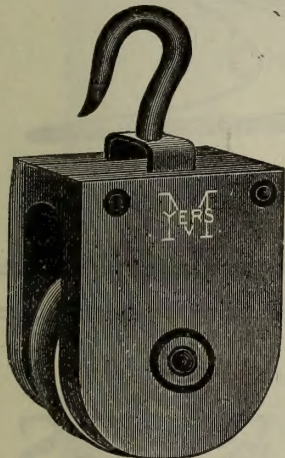
**MYERS HAY
TOOLS**

PULLEYS, UNLOADERS, FORKS, HAY
FIXTURES, TRACKS, SLINGS, RACK CLAMPS

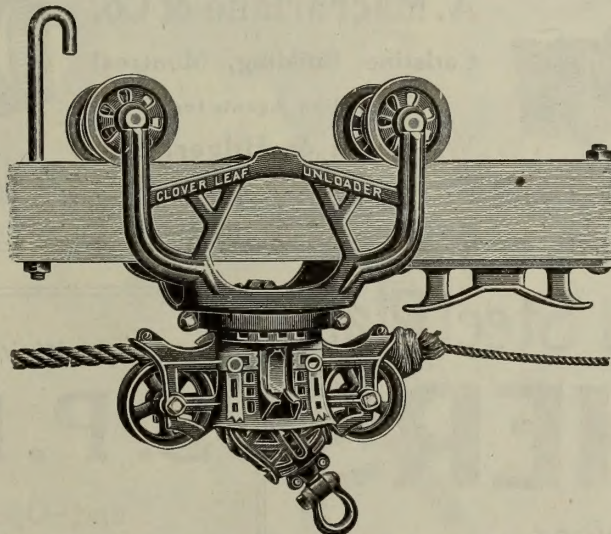
Our Stocks are Complete but
the Demand is Heavy



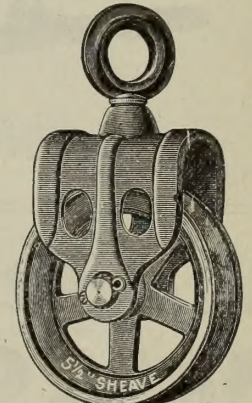
KNOT PASSING
Iron Frame; Wood
Wheel



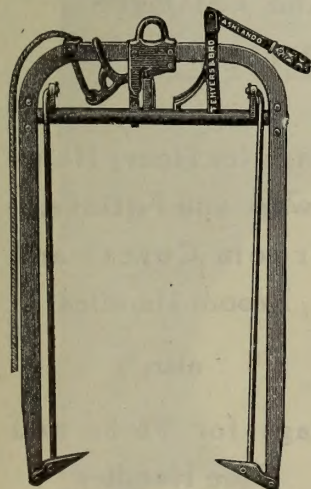
WOOD FRAME; WOOD
WHEEL
With Wrought Steel Straps



WE STOCK BOTH STEEL AND WOOD TRACK HANGERS.



IRON FRAME; IRON
WHEEL



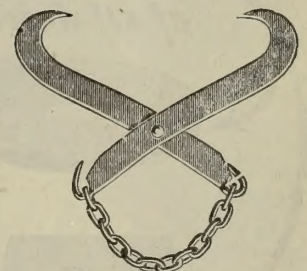
MYERS LOCK LEVER

**LEWIS BROS.,
LIMITED
Montreal**

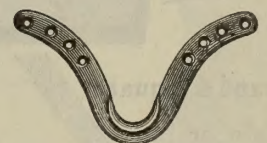
EXCLUSIVE AGENTS FOR PROVINCE
OF QUEBEC

EVERYTHING IN HARDWARE

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING,
PAINTS and GLASS



RAFTER GRAPPLES



RAFTER BRACKETS

Take off your hat to The Myers!
BEST PUMP ON EARTH.



Take off your hat to The Myers!
BEST PUMP ON EARTH.



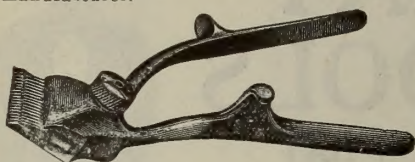
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

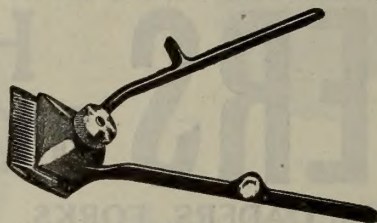
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

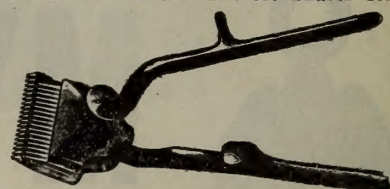
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for board and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



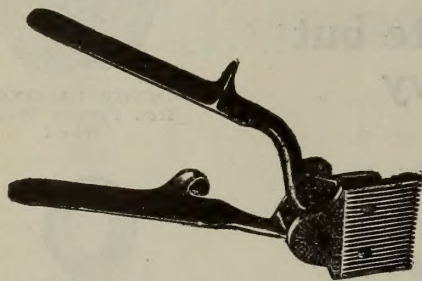
STANDARD No. 0, No. 1 and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

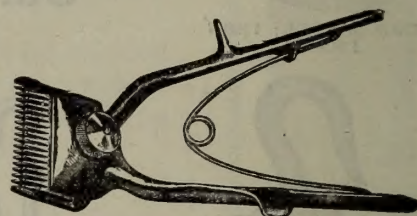
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

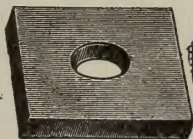
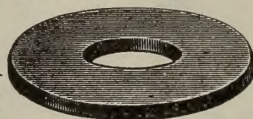
New York City



CADET
with visible spring, retailing at about \$1.00.

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square
Plain or
Galvanized

Annealed
Rivet Burrs.
Felloe Plates.
Sheared and
Punched Plates.
Malleable Washers
and Cast Iron Washers.

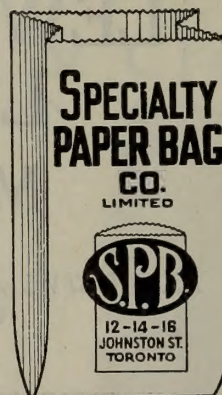
Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.

Write for samples of

S. P. B. BAGS

and Open End Catalogue
ENVELOPES



Bags for Heavy Hard-
ware and Fittings,
Broom Covers and
Broom Handles

also

Bags for Forks and
Hoe Handles

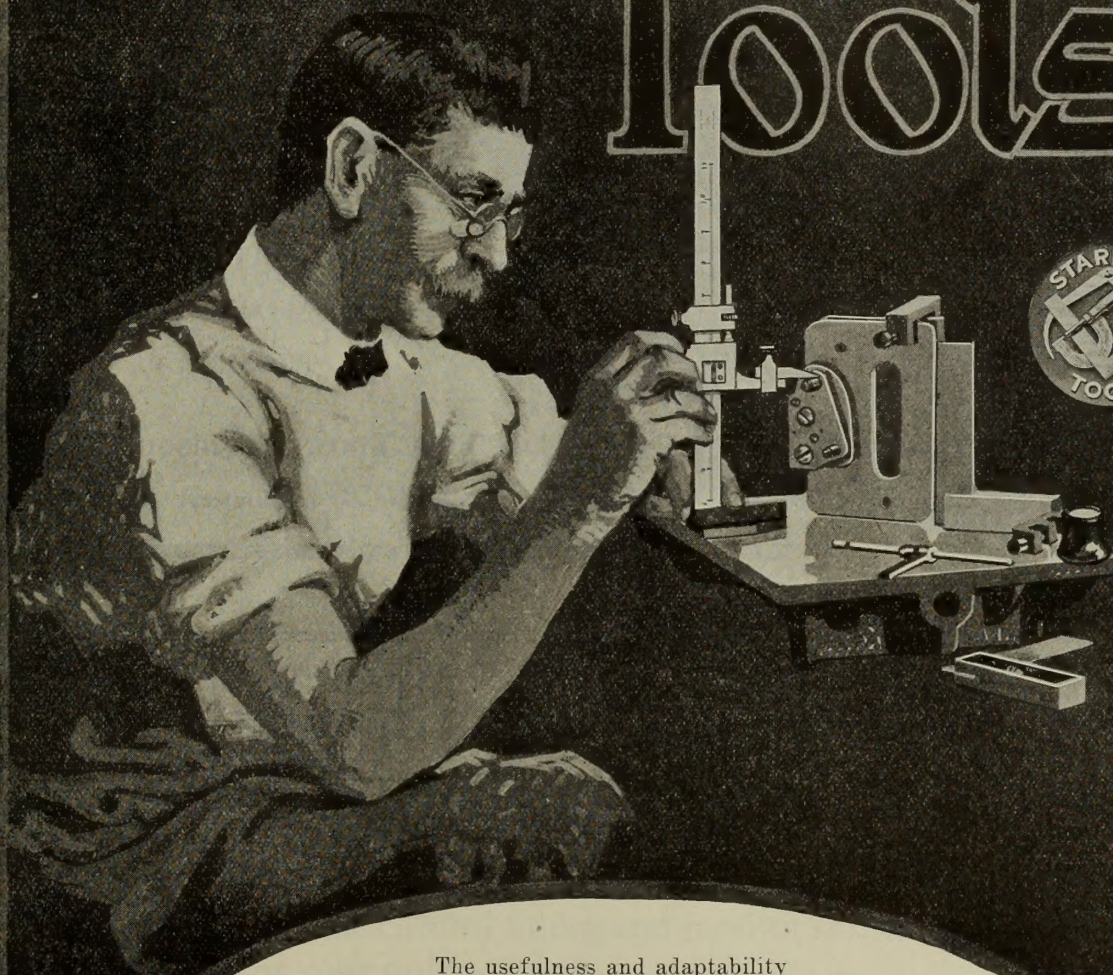
Specialty Paper Bag Co., Ltd.

Department M.

12-14-16 Johnston Street, Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

Starrett Tools



The usefulness and adaptability of Starrett Tools wherever practical accuracy is required, assures the mechanic of accurate guidance in checking up the progress of his work. These fine precision instruments are recognized as the standards for accurate measuring.

Tool salesmen should study the Starrett catalog No. 21MA, and become familiar with all the talking points and numbers of the various tools. A complete knowledge of the 2100 sizes and styles of these high-grade measuring instruments will be of assistance to the clerk in helping the machinist in his selection.

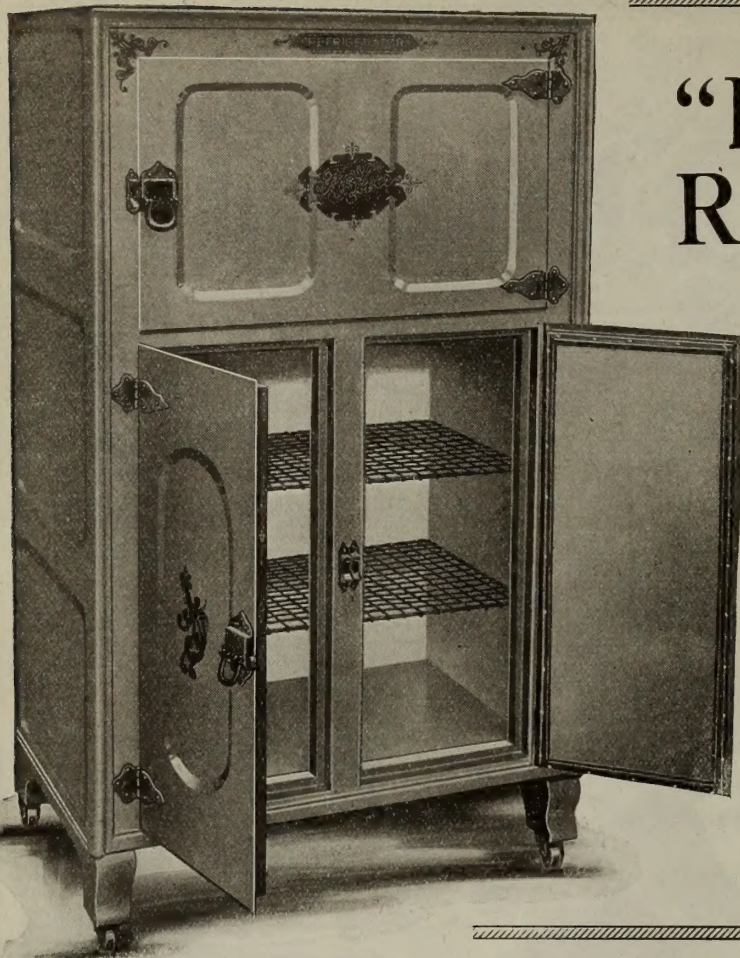
The L. S. Starrett Co., Athol, Mass.

*The World's Greatest
Toolmakers*

42-644



If interested, tear out this page and keep with letters to be answered.



"Frost River" Refrigerators

Made entirely of Sheet Steel

GALVANIZED

Will last a life-time

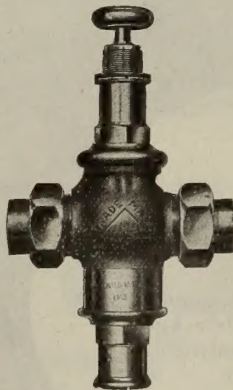
THE MOST SANITARY
REFRIGERATORS MADE
AND ARE THE VERY
ACME OF CLEANLINESS.

MADE IN THREE DIFFER-
ENT SIZES. WRITE FOR
PRICES TO-DAY. ORDERS
WILL BE SHIPPED
PROMPTLY.

The Thos. Davidson Mfg. Co.
Limited
Toronto Montreal Winnipeg



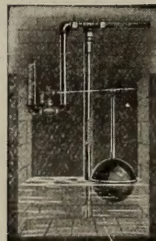
Boiler Mountings, Steam Specialties, Engineers and Plumbers' Supplies



J.M.T. REDUCING VALVE

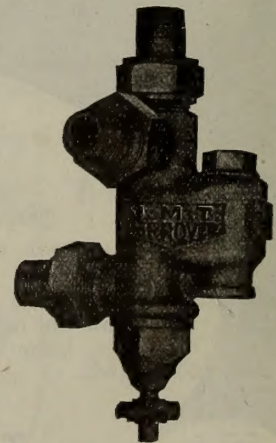
Will not equalize, is extremely sensitive and will maintain a steady reduced pressure regardless of the variation of the initial pressure.

Made in sizes $\frac{1}{2}$ " to 6".



MORRISON AUTOMATIC CELLAR DRAINER

Automatically drains flooded areas by means of water jet. These machines have been in use for four years without requiring the slightest attention.



J.M.T. IMPROVED INJECTOR

Operates successfully on steam pressures from 20 to 220 lbs. per sq. inch. 4 to 400 horse-power.

Made in sizes $\frac{3}{8}$ in. to 2 in.

The James Morrison Brass Manufacturing Co., Limited

93-97 Adelaide Street West, Toronto, Ontario, Canada

The Special Spring Issue
of
HOWLAND'S
Monthly Bulletin

WILL BE OUT THIS WEEK

If you are not on our mailing list to receive a copy, drop us a card, to-day, for one.

It is the best and most complete double number we have issued, and is brimful of seasonable lines.

The "HOWLAND SERVICE" is prompt and efficient, and our Bulletin will facilitate the careful filling and prompt shipment of your orders.

H. S. HOWLAND, SONS & CO.
WHOLESALE HARDWARE LIMITED
TORONTO



If interested, tear out this page and keep with letters to be answered.



No. 92



PLUG Clusters

Two outlets from a single socket.

These plug clusters give an extra socket without extra wiring, and are very serviceable for attaching household electrical devices, such as portable lamps, flatirons, fans, etc.

Standard finish in brushed brass.

Quick and very profitable sellers.

FACTORY PRODUCTS LIMITED

Toronto, Ontario.

ADAMSON Vulcanizers

Model "U"

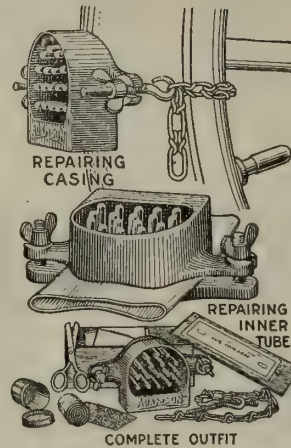
FOR TUBES AND CASINGS

The tire is repaired without deflating or removing it from the car.

Absolutely Automatic

Place the patch—attach the Vulcanizer, put in gasoline—light it. No further attention required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it.

A Practical Vulcanizing Outfit complete with repair gum ready for instant use.



Model "U"

Mailing weight 4 lbs.

\$3.00

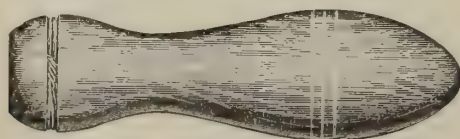
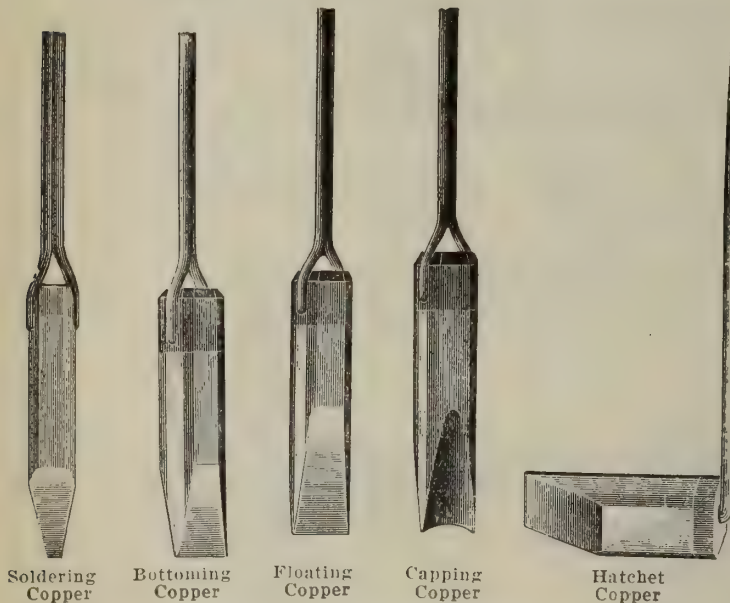
Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.

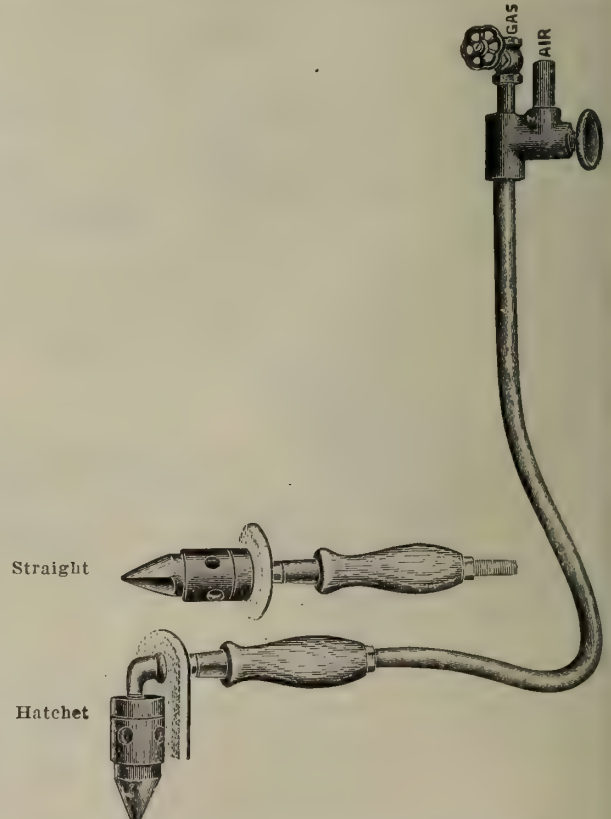
HAMILTON, CANADA

Soldering Coppers



Soldering Copper Handles

Gas Soldering or Heating Coppers



The Brown, Boggs Co., Limited, Hamilton, Ont.

Manufacturers of Tinsmiths' and Heavy Sheet Metal Working Machinery, Presses, Dies, etc.

If interested, tear out this page and keep with letters to be answered.



Quality Service

INDISPENSABLE LINKS
In the Successful Business Chain

Throughout our entire organization, we recognize and adhere to the highest standards of **QUALITY** and **SERVICE**. And upon this—in the future as in the past—the expansion and prosperity of our business depend.

IN OUR MILLS AND FACTORIES

Quality

IN OUR SALES DEPARTMENTS

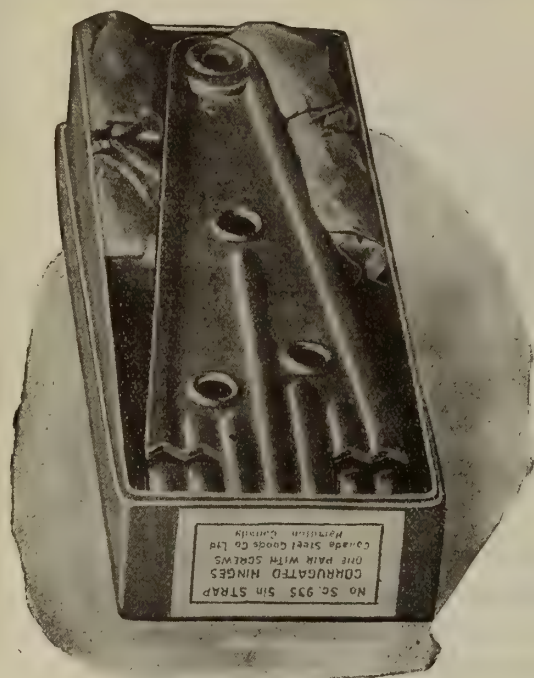
Service

Believing **QUALITY** and **SERVICE** are the indispensable links between producer and consumer, we employ their combined strength to conserve and complete our relationship with all users of Steel and Iron products.

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON

MONTREAL



No. SC 935

Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609

Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

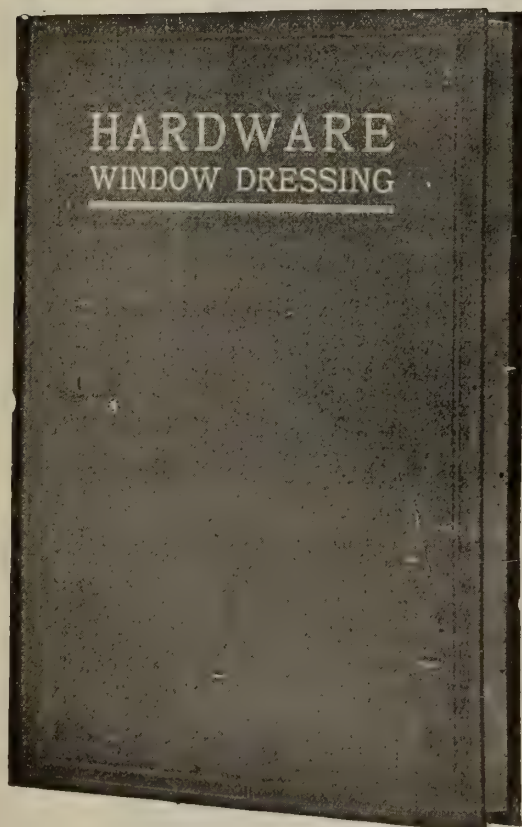
Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada



You May Become a Practical Window Dresser for \$2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

Price \$2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-153 University Ave., Toronto



Municipal Pier A, Los Angeles Harbor
Siding, Skylight Frames and Ventilators of Armco Iron

For Modern Commerce and Industry

Architects and engineers are more and more applying foresight to problems of industrial construction. Do you wish to keep down repair bills and maintenance costs,—to insure long life and minimum replacements,—to make the buildings increase the dividends by saving in operating expenses? Then use Armco Iron.

ARMCO IRON Resists Rust

This embodiment of modern industrial science is an important factor in all classes of buildings. For roofing and siding, for valleys, gutters, down spouting and metal lath, for tanks (water, oil or gasoline), and for all architectural and engineering purposes calling for lasting sheet or plate metal, Armco Iron is rapidly replacing other materials.

The American Rolling Mill Company Middletown, Ohio.



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

Armco Iron Blue Annealed Sheets and Tank Plate, Black, Galvanized, Polished and Special Finish Sheets, Roofing, Pipe and Metal Lath.

Branch Offices at New York, Chicago, Cincinnati, Pittsburgh, Atlanta, Cleveland, Washington, Detroit, St. Louis and San Francisco.

If interested, tear out this page and keep with letters to be answered.



Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

Order Yours Now Be Prepared

Each of the three Freezers, **LIGHTNING, GEM or BLIZZARD**, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.



They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.

This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.
PHILADELPHIA - PA.

Toncan Metal News

Vol. 1. No. 8

Published In the Interest
of Better Sheet Metal

March, 1917

LARGE COPPER SMELTERS USE TONCAN METAL

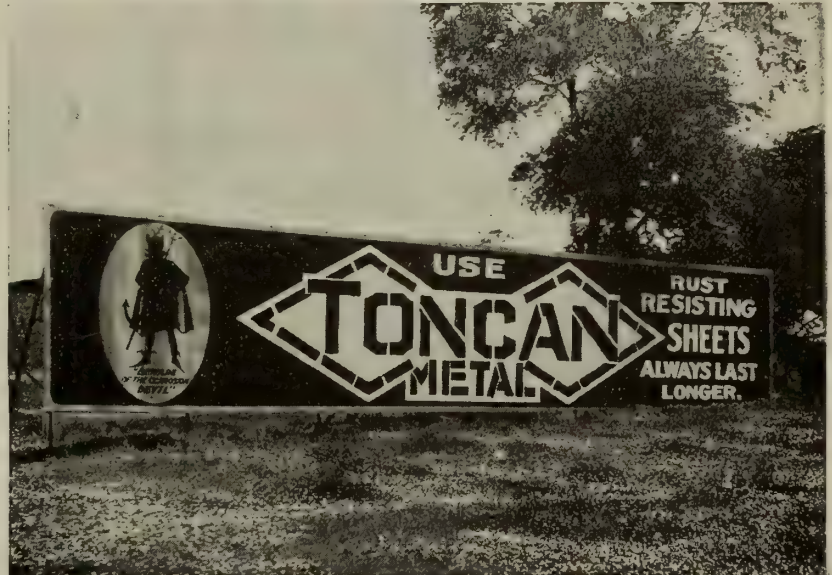
**Concentrator, Ore Bunkers and
Residences Covered With
Toncan Metal**

About 100,000 square feet of Toncan Metal Roofing were used to cover buildings owned by The Britannia Mining & Smelting Co., Britannia, B.C., the second largest copper producer in Canada.

Concentrator, ore bunkers and even some of the homes in the town of Britannia are covered with Toncan Metal Roofing. The severe conditions constantly present in the vicinity of a copper refinery, together with the natural moisture and "salt air" from the ocean, form a combination of corrosive influences difficult for ordinary roofing to combat. Hence Toncan Metal was selected. It is corrosion-resisting.

There was another reason for the selection of Toncan Metal, namely: its fire-resisting properties. Toncan Metal cannot burn. It is the safest roofing material made. And this fact is recognized by insurance companies to the extent that they reduce the basis rate of insurance on buildings covered with Toncan Metal.

By the past performance of any material its efficiency may be safely judged. Toncan Metal has been in use for years on thousands of buildings in all sections of the globe, and each installation is a testimonial to its splendid corrosion-resisting properties.



ANSWERS TO QUESTIONS

A. D. L.:—No; Toncan Metal does not depend on the galvanized coating for its durability. The base metal itself is durable.

R. W. V.:—Yes; Toncan Metal Sheets can be procured plain black, i.e., not galvanized. Prominent jobbers everywhere carry them in stock.

G. D. G.:—An accelerated test is not necessary to prove the durability of Toncan Metal. The test of actual service is far more satisfactory. You will receive a copy of the "Evidence Book" containing photographs of buildings and places where Toncan Metal has been in service for years.

Write for the "Evidence Book"
The Pedlar People, Limited
 OSHAWA, ONT. Canadian Distributors
The Stark Rolling Mill Co.
 CANTON, OHIO. Sole Makers

NEW USES CREATED FOR SHEET METAL

**Toncan Metal Supersedes
More Expensive Materials**

Commodities and structures which were heretofore made of wood, tile, stone and concrete are now being made from Toncan Metal Sheets at a greatly reduced cost.

Toncan Metal Sheets can be used for these purposes because of their corrosion-resisting properties, and consequent ability to endure conditions which would rapidly destroy ordinary steel and iron sheets. The moderate cost of Toncan Metal Sheets is, of course, another reason for their adaptability to a variety of uses.

Take, for example, Culverts. Although it is true that they had been made to a limited extent from galvanized steel sheets, the advent of Toncan Metal increased the use of corrugated culverts ten fold.

Consider the advantages of a Corrugated Culvert made from Toncan Metal Sheets. It is (first) corrosion-resisting; (second) strong, yet light; (third) convenient to ship and haul; (fourth) can be installed without the use of derricks or special machinery; (fifth) moderate in cost.

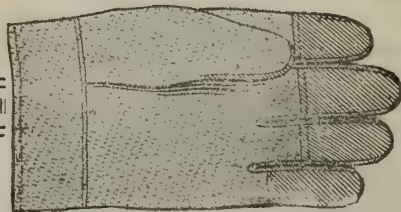
What Toncan Metal has done for Culverts it has also done for tanks, lath, silos, grain bins, grain elevators, etc.



View of Britannia, B. C., showing Concentrator, Ore Bunkers, etc., in background

TAPATCO COTTON GLOVES

REGISTERED BRAND TRADE MARK



Sell Without Effort

These Cotton Gloves are their own salesmen and it is a delight to many dealers the way they sell. TAPATCO Cotton Gloves are serviceable gloves—made to stand wear—hard wear—at the same time their appearance is pleasing—Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

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Order through your jobber.

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CHATHAM, ONTARIO

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You will make new friends for your store by selling "MENDETS"—the simple repairing utility for mending leaky vessels, rubber bags and tires without rivets or solder "Mendets" brings a nice profit for you.

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THAT GIVE
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TORONTO

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MAILED FREE.

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Montreal

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We Make
**BABBITT
METALS**

**EVERYTHING
FOR THE
PLUMBER**
THE
CANADA METAL CO.
LIMITED
TORONTO

If interested, tear out this page and keep with letters to be answered.

W. A. Fraser has come back

YOU remember W. A.

Fraser, the brilliant Canadian author of "Mooswa," "Thoroughbreds," "Blood

Lilies," and other good stories of India and Canada? Latterly Mr. Fraser's literary activity has been in repose, but now he has arranged to provide **MacLean's Magazine** with a brand new series of short stories, the first of which, "A WANDERING MUMMY," is a fine tale of the Canadian West, with an East Indian strand woven into it. It appears in the April **MacLean's**.

Canada is producing some very good short-story writers—new ones that is. We have Stringer, McFarlane, Sullivan, Leacock, Miss Laut, Roberts, Seton, Parker, O'Higgins, Patullo, L. M. Montgomery, et al, of international fame; and a new lot breaking into the greater light. One of these newer writers is

Hopkins Moorhouse, who is "coming strong." Mr. Moorhouse is a Manitoban, and to the April **MACLEAN's** he contributes *The Centre of Gravity*, "corking good stuff," to use the language of the Editor. This is the first of a series of stories featuring Andy Doolin, a "character," keeper of a saloon. These stories are of the boom days in British Columbia's gold mining history, days when Jim Crotty, Dutch McGee, and The Parson, desperadoes all, made life a catchy thing and stirring.

Mary Gaunt, a new contributor to **MACLEAN's**, has in the April Number a short story, *At the Arrow Forks*, a tale of the Yukon. Miss Gaunt is a British woman who knows her Canada well—from sojourn, visit and study.

James B. Hendryx is a well-known writer whose 90,000-word serial story begins in the April **MACLEAN's**, *The Gun-Brand*, is of the Peace River Country, and is of gun-runners, Indians, whiskey, a Hudson's Bay Company post, voyageurs, and a dream of a girl.

Agnes C. Laut, H. F. Gadsby and W. A. Craick are contributors to the April **MACLEAN's**. Each contributes a special article of great and immediate interest. For example, **MISS AGNES C. LAUT**, a wonderful woman, writes of the war situation as found in the United States, and in its relation to Canada. **H. F. GADSBY** writes of the Canadian Senate—a judicial article on a subject of ever-growing political interest. **W. A. CRAICK'S** contribution is *Motor Roads of Canada*, and is concerned with motor-touring in Canada. His article is well illustrated.

Now, these are just a part of the contents of

MACLEAN'S

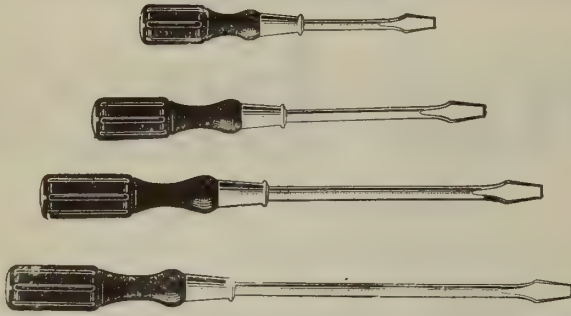
THEY suffice, however, to give you a good idea of the distinctive Canadian character and appeal of **MACLEAN's**, and to let you and others see that in **MACLEAN's** one gets his money's worth and more, whether it be mere entertainment that is sought, or something informative, stimulating and timely concerning Canada life, interests, thought and politics.

for April

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Agents*

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Unsurpassed for **strength** and **durability**.
Blade, Shank and Head are of one
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IN CANADA.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



1835

1917

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We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

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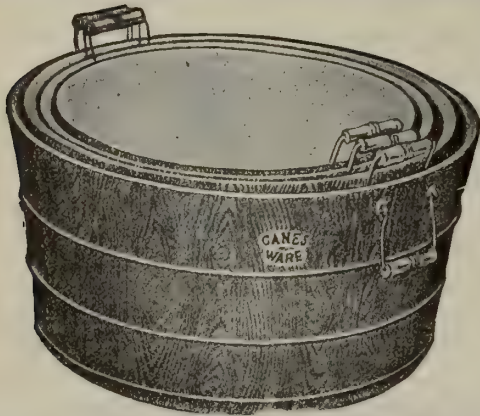
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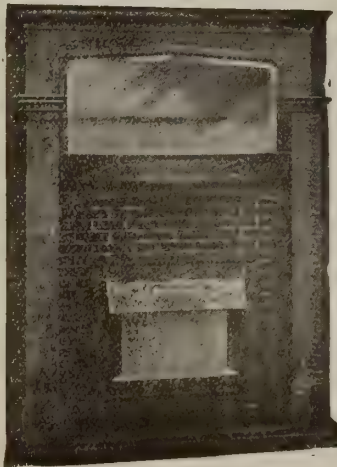
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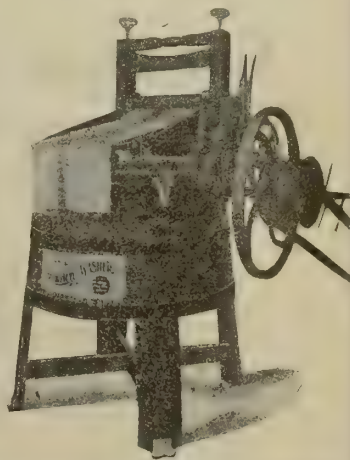
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THIS "LONDON" NO. 4 Family Power Washer

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Investigate the "London" Line of Washing Machines—a machine for every home—Hand, water, gasoline and electric power. Write for particulars.



**The London
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London, Ontario

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Your constant effort to increase trade is by holding old customers and gaining new. To retain the old you must give them service and sell goods that will please and satisfy. There must be no "come back" because of dissatisfaction.

That is why you can pin your faith to Dominion Rubber System products. Their qualities are of the kind that give absolute satisfaction. We stand back of our products with a warranty that they are free from imperfection in workmanship. That protects you and your customers, and ensures their good-will which is the best argument for your bigger business and increased profits.

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX.

TORONTO, MARCH 31, 1917

No. 12

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CHIEF OFFICES:

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The repairs to our factory necessitated by the fire which damaged it, are now completed. Our facilities for the production of O-Cedar Polish Mops are back to normal—we, therefore, announce "deliveries as usual," and remind the Trade that it is now possible to replenish stocks.

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Limited**

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**O-Cedar
Polish**
(MADE IN CANADA)



THERE is nothing about a new home or garage in which its owner takes as much pride and pleasure as the convenience and perfection of the equipment.

**STANLEY
GARAGE
HARDWARE**

is the perfect equipment for garage doors, and you can depend upon it to give permanent satisfaction.

The Hinges, Latches and Bolts are designed especially to meet garage requirements and are so well adapted to their purpose that they will sell to garage builders almost on sight.

The Stanley Garage Door Holder 1774, pictured above, prevents garage doors from slamming as the car goes in or out. A pull on the chain releases the catch so that the door can close.

If you wish to know more about Stanley Garage Hardware and how we help you to sell it, write us to-day and ask for Booklet R-35.

The Stanley Works
New Britain, Conn., U.S.A.

Canadian Representatives: A. Macfarlane & Co.,
Coristine Bldg., Montreal

If interested, tear out this page and keep with letters to be answered.

Organized Opposition to Knowles Bill

Retailers, Manufacturers and Wholesalers Claim M. O. Houses Are Boosting Knowles' Bill—Prominent Lawyer Explains What is Meant by Combine—Suggests That Test Case be Made in Courts.

THE article entitled, "should manufacturers make prices," which appeared in the March 17 issue of **HARDWARE AND METAL** has been widely discussed during the past two weeks. Manufacturers, wholesalers and retailers alike, are interested in the question, and judging by the many comments heard, the subject has awakened a greater degree of interest than any matter which has come up during recent years. Interest in the question has been accentuated by the recent activities of the Minister of Labor, and the High Cost of Living Commissioner, and also the attempts being put forth to have the Knowles Bill made law, all of which have been described in detail in previous issues of **HARDWARE AND METAL**. It is intimated that the Knowles Bill is being fathered by "Mail Order House" interests and that if it goes through it will work incalculable harm to many manufacturers and wholesalers, and disorganize business to a very great extent. **HARDWARE AND METAL** has received some interesting letters on the subject, one of which is reproduced on this page.

Manufacturers and wholesalers, some of whom needed considerable prodding before awakening, are now taking steps to head off the proposed legislation. Some meetings are being held in camera, while others are publicly announced and representatives of all branches of trade are invited to be present.

A gathering of wholesalers, manufacturers, and representatives of the Dominion Board of the Retail Merchants' Association, met in Toronto on invitation of the latter association.

After a day's discussion of matters pertaining to the high cost of living investigation, the wholesalers and manufacturers present pledged themselves to support the Retail Merchants' Association in any action they should take in urging the appointment of an Inland

Trade Commission, and in challenging the activities of the Minister of Labor and his subordinates in their investigation under the powers they claimed were delegated to them by the Order-in-Council, and also in using every effort to defeat the Knowles Bill, which aims to make all forms of trade agreements illegal. The representatives of the gathering unanimously agreed not only to support with the weight of their opinion, but with whatever financial aid may be necessary.

E. M. Trowern, the Dominion Secretary of the R. M. A., in presenting the

case for the retailers, spoke of an interview he had had with the Minister of Labor, who had asked him if there was such a thing as a contract selling plan. Mr. Trowern admitted that there was, and provided him with blank agreements of certain companies now doing business on such a plan.

"On the head of the High Cost of Living investigation," Continued Mr. Trowern, "which is not an investigation, but a persecution, comes Mr. Knowles, of Moose Jaw, who claims the powers of the Order-in-Council are not sufficient, and has proposed a

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CONNECTING ALL DEPARTMENTS.
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WHOLESALE

HARDWARE MERCHANTS.

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SUBJECT TO CHANGE IN TARIFF, STRIKE,
ACCIDENTS OR OTHER CAUSES BEYOND
OUR CONTROL.

41, 43, 45, 47 & 49 Dock St.

Saint John, N.B.

11-17

Editor, **HARDWARE AND METAL**,
Toronto, Ontario.

Dear Sir,—I was very much interested in your article "Should manufacturers make prices?"

I do not think a better illustration of the benefit of fixed prices to all concerned can be brought home to the mind of the law makers than the published statement of Minister White in the floating of the last War Loan, "that any broker who split his commission would be removed from the list." No doubt Minister White's motive in fixing the rate of commission was to enable him to enlist the full energies of the machinery at the brokers command, so that he would get the maximum sales at the minimum cost to the country and the buyers, which is identical with the object of any manufacturer in marketing his products.

It is also an admission that Minister White does not take much stock in the argument we hear so often about cutting out the middle man, for if there ever was anything that could be marketed direct it would be these war loans. The price was a bargain, the loan was well advertised, for everyone who reads a paper knows of it, then there was the patriotic appeal to further push the sale.

Notwithstanding all this the Minister rightly recognized that the bulk of the investors could only be reached through the regular channel, the dealers. "Now if not, why not?"

Yours truly,
F. A. FOSTER.

bill making all setting of prices illegal. In all this there has been no effort to find out how all this legislation will effect the merchant.

"There is a sinister influence behind all this and I will tell you what it is. It is the influence of the mail order house. For 20 years the Retail Merchants' Association have stood for honest trading; the mail order houses have not done so."

M. O. Houses Killing Small Retailers

Horace Chevrier, Winnipeg, President of the Retail Merchants' Association, urged another side of the question. He told of the way the mail order houses were drying up activities of the smaller communities. "In the West, in places where there were formerly seven or eight stores, now there are only three or four," he stated. The communities where the community store exists are doomed, unless we find some way of meeting this menace. The mail order houses are a ruthless, unscrupulous organization; they are after a centralization, irrespective of what it may mean to any one. I have seen scores of manufacturers grow up, prosper a few years, and then disappear because they depended on the trade of the mail order houses.

"A few years ago it was the catalogue houses who, by devious methods, carefully disguised, urged the introduction of the parcel post. The manufacturer and wholesaler were not aware of the danger and you and we have suffered from it ever since. Now, by devious and tortuous methods the mail order houses are again taking advantage of the atmosphere of enquiry that prevails by reason of the High Cost of Living. Taking advantage of this they have not appealed to commerce to investigate commerce, but for the Department of Labor to become the henchman of the mail order houses.

"Unless we face this question we will have to pay the price of apathy.

"In facing this question we must oppose ourselves to the Knowles Bill, the Order-in-Council, and the High Cost of Living investigation, and we must fight for the appointment of the Inland Trade Commission. We must justify the righteousness of the contract selling plan.

"The burden of the fight stated the speaker, rests upon the retail merchant. Why? Because the weapons seem to have been given into our hands. We are more closely in touch with the people at large; we are able to influence them from coast to coast through our organization which you with your less direct influence could not possibly do. We have the arms and we have the men, your contribution to this campaign must be the munitions. Only with this co-operation can we succeed, and protect trade and commerce from

RESOLUTIONS PLEDGING SUPPORT OF MANUFACTURERS AND WHOLESALE- SALERS.

A meeting of manufacturers, wholesalers and retailers, here assembled to-day are of the opinion:

1. *That it is a mistake for the Department of Labor to disturb the present method of internal commerce, namely, manufacturers selling through wholesaler and retailer, and on to the public by the contract selling plan.*

2. *The best interests of the consumer, as well as of all sections of the trade engaged in supplying his needs will be served by maintaining this custom of trade.*

Therefore be it resolved that we pledge ourselves to support the Retail Merchants' Association of Canada incorporated, by every means in our power in their endeavor to have an Inland Trade Commission appointed, and in their efforts to have the public and Parliament shown the unwisdom of the Department of Labor's methods in connection with the high cost of living legislation.

It being understood that they consult with the joint committee of Manufacturers, wholesalers and Retailers appointed in Ottawa, when such assistance shall be deemed necessary.

the heaviest yoke that has ever been put upon it."

In the discussion that followed, one wholesale grocer, spoke of an interview he had with Mr. O'Connor, H. C. of L. Commissioner, on the question of the equalized sugar rate. Mr. O'Connor had stated to him, that they had not started out with any intention of antagonizing the wholesaler, but now that the wholesaler had proved antagonistic, it was the intention of the Department to beat the wholesaler to his knees.

Mr. O'Connor agreed that the method of distributing sugar was the most economical, and that 25c a hundred was not a high charge, but why, he asked, did you not make it legal? Now is it or is it not legal? asked the wholesaler. If it is not, you have on your trail a man who says he is going to beat you to your knees, and who has a good job that he is anxious to keep, and will therefore have an added incentive for his activities."

Manufacturer a Criminal

"I came here to find out if I am a criminal or not," stated a manufacturer, "But in our discussion, let us justify the method in which we do business before the public without any dragging in of political questions.

"I defy any man to prove that dealing through the wholesaler is not a pro-

per method. It is not possible for us to have agents in every community. The wholesaler is our agent. Is there anything criminal in that? We are charged with being criminal because we have a fixed price, but how otherwise could we do justice to our customers? Let us do all in our power to justify the holding of these agreements to the public."

Several speakers urged the need of greater co-operation on the part of the wholesalers, manufacturers and the trade in general. It was openly hinted that the Ottawa officials were vote hunting and were creating a big hullabaloo to make them stronger with the public for the next election.

A Solicitor's Opinion

F. B. Johnson, a prominent Toronto lawyer was the next speaker.

"I have never, after 40 years at the bar," stated Mr. Johnston, "read letters couched in such terms as some of the letters received by wholesalers, from the Minister of Labor and Mr. O'Connor. I believe that this department should act judicially, they are acting as a prosecution. They have taken the standpoint that you are all criminals, and have stated in plain language that the wholesale dealers are criminals and subject to punishment under the Order-in-Council. If the investigation is undertaken in that spirit, you need not expect any particular aid in your difficulties.

"For that reason, Mr. G. Lynch Staunton agreed with me that it was time to test the matter. It can easily be done, by letting them take action against some one party. If the case turns against you, you can change your methods of business.

Your method of doing business is not a matter decided last month; it was decided after the experience and careful consideration of 25 years.

"After reading some of the letters from Ottawa, I came to the conclusion that we had a man running this business who could not look beyond the pin point of his own vision.

"In thinking over the matter the other day, I thought—It would appear that we have in Canada a Czar who attempts to exercise more power than the Czar of Russia. The next day I read in the paper that the Russian Czar was no more. You have individually a duty to yourselves to perform; to make an honest, lawful living. But if you are willing to be compelled to sacrifice your business and lose money thereby, because someone's interpretation of the law differs from yours, then you are not doing your duty to yourself.

Are Wholesalers Costs Too High?

"When I hear some of these men
(Continued on page 33.)

Playing Up One Idea in Spring and Summer Ads

YOU HAVE SUMMER COMFORT
WHEN YOU USE A

NEW Perfection Oil Cook STOVE



No Smoke No Smeel
Lights almost instantly, ready for full work in a minute. Flame regulates up or down and "stays put," will last for years.

For Toast or Roast
Boil or Broil
Bake or Fry

There is no other stove that is as quick and as handy as the

NEW PERFECTION OIL COOK STOVE
We carry 2, 3, and 4 Burner Stoves in Stock.

See These Stoves and Get Our Prices

PETERBORO HARDWARE CO
LIMITED

SPRING TIME IS GARDEN TIME
and you can make a Better Garden
if you use Good

GARDEN TOOLS

We Have Them and at Prices that will Surprise you

GARDEN SPADES Special—A splendid Spade for garden purposes with medium long handle, price 50c	GARDEN HOES Made from select quality of steel, price 25, 40 and 45c
GARDEN LAWN RAKES We carry a large variety to choose from at very low prices. Priced at 25, 35, 45 and 60c	SPADING FORKS Very strong, made from best steel, guaranteed in every way price \$1.00
GARDEN TROWELS Handy little tools for transplanting etc. price 10, 15 and 25c	CHILD'S GARDEN SETS Spade, Rake and Hoe, priced 40c and \$1.50 Spade only, price 60c

GARDEN BARROWS
These wheelbarrows are specially made for city use. They are well made, light and strong. See them.

It's Fun to Garden When You Have Our Garden Tools

PETERBORO HARDWARE CO
LIMITED

CALL FOR THE HORSE



Clipping in the early spring is recommended by leading veterinarians—clipping improves the health of a horse, makes him feel better, work better and increases his value. Hand Clippers 1.25 to 2.50.

Before and after clipping use a good Curry Comb. Price 15c, 15c20c and 25c.

Horse Tooth Rasps. Price 1.25 and 1.75.

Floats for Rasps. Price 35c.

HORSE BRUSHES
We carry a large assortment including dandy corn brushes. Priced from 15 to 50c.


Wire Dandy Brushes. Price 1.25

SPECIAL FOR SATURDAY
While they last a brush same as illustrated. Good value at 65c for 25c.

If you want good hardware at low prices try us.

PETERBORO HARDWARE CO
LIMITED

Preserving Time is Now at Hand—We have
PRESERVING KETTLES AND COOKING UTENSILS
THAT WILL SUIT EVERYBODY




PRESERVING KETTLES. Price 30c to \$1.85.



CHERRY STONERS
Price 15c



UNIVERSAL FOOD CHOPPERS
Three Sizes.
\$1.25
\$1.75
\$2.50



FRUIT FUNNELS
Price 25c and 35c

A Call will convince you we have Utensils for Every Purpose.

PETERBORO HARDWARE CO
LIMITED

DAIRY SUPPLIES

SUCH as Milk Pails, Milk Cans, Milk Pans, Milk Strainers, Creamery Cans, Churns, Butter Prints, Butter Ladders, Butter Bowls, etc., are to be had at this store at a price to suit every purchaser.

SEE OUR "Wrico" Anti-Rust Dairy Pails and Straining Pails



Exceedingly strong, with rim, heavy steel ears, firmly rivetted on, 1/2 in. Ball & varnished wood handle.

These ANTI-RUST PAIS are wonderful value. Last for years. We have DAIRY PAIS from..... 25c up

IF YOU ARE IN NEED OF DAIRY SUPPLIES, YOU WILL NOT MISS IT BY GIVING US A CALL

PETERBORO HARDWARE CO
LIMITED

Grate Fires



Are a real home joy at this season and are much enhanced by attractive fire-place furnishings. Our showing is extensive, and novel designs beautifully finished are a feature.

Fire Sets
Finished in dead black, rich gilt and brushed brass. Priced at 6.50, 6.00, 6.99 & 5.50.

Brass Coal Hods
Finished in brushed brass and rich gilt. Priced 6.50 & 6.00

Wrought iron, brass trimmed, price 7.00.

A visit of inspection to this store involves no obligation to make a purchase. Come and see the many useful and beautiful "Vassar" Gifts we offer.

Small Grates 28 inches wide \$1.50 30 inches wide \$1.75

30 inches wide 12 inch 12 inch 12 inch

PETERBORO HARDWARE CO
LIMITED

These ads. of the Peterboro' Hardware Co. illustrate the theory of this firm that it is more effective to concentrate on a single line or one idea in their daily ads. than to spread the ad. over a variety of articles. For instance, the first one is limited to the "Summer Comfort" from an Oil Stove; the second makes "Garden Tools" the most prominent idea, noting seven down below. The third is for farm trade chiefly. Hand Clippers and Brushes for the house in early spring. Next, in the lower row comes goods for Preserving Time; in the fourth, "Dairy Supplies" are given the chief display, and in the sixth, Fire Sets and Brass Coal Hods for Grate Fires.

It will be noticed that some "catch line" is used usually to introduce the article that is being advertised; some seasonable remark, or reference to the use of the articles noted in the body of the ad., something that appeals to the reader as a suitable idea both for himself and for the season. The Peterboro Hardware Co.'s ads. are eminently "seasonable."

Note also the use of illustrations. In most there is either one or two cuts, on the theory that the illustration carries an appeal to the eye even before the printed words are caught. How much brighter and more likely to secure attention these illustrated ads. are than even the well laid out ad. on "GARDEN TOOLS."

Note also the constant use of prices for everything that is shown, and, another important factor, the descriptive matter, going into detail on the goods themselves.

A uniform type for the name of the firm—to which the public will become accustomed, and be able to "spot" the ad. at once on a page, is considered another essential.

Among other subjects that were taken up last year by this Peterboro firm for Spring and Summer were: Demonstration of a line of varnish for three days in the store, April 13, 14 and 15, with a coupon in a 3-column ad. good for a 20-cent can of varnish; and also, a large ad. of "What you will need this summer," showing cuts of a hammock, screen door, lawn mower, etc.

Did the Association Do Its Share?

Reply to Past President's Letter re Paint Case — Western Ontario Hardwareman
Claims Officers do Not Practise What They Preach — City
Retailer Makes Suggestions.

IN the March 17th issue of **HARDWARE AND METAL** was published a letter from Past President Carter, of the Ontario Retail Hardware and Stove Dealers' Association, replying to a letter from Morris Phillips, which had appeared in a previous issue. Mr. Carter stated that he thought an explanation should be forthcoming, enlightening the members and officers of the Association as to where the officers of the Association were lacking in gumption in handling the Eaton paint case. A reply from Mr. Phillips follows:

Toronto, March 22, 1917.

Editor **HARDWARE AND METAL**,
University Avenue, Toronto.

Dear Sir,—I notice in last week's issue of your paper an article written by Past President Carter, in which he refers to my letter which appeared in your previous issue, and where he desires further enlightenment on my statement that the Ontario Retail Hardware and Stove Dealers' Association was lacking in gumption in handling the Eaton paint case.

Now, Mr. Editor, I think that your paper has already given a very comprehensive report of this matter, but possibly Mr. Carter is not aware of the fact that when the advertisement of the T. Eaton Co., Limited, which appeared in the Toronto papers, advertising the pure paint at 33c a quart, was brought to the attention of the Association, they showed a very great indifference to taking any action whatever in the matter. Feeling that this matter was one of vital importance to every retail merchant, and recognizing the fact that the Retail Merchants' Association of Canada had secured Dominion legislation, making false advertising a criminal offence, I requested that the organization co-operate with us in bringing this case to the attention of the Crown Attorney.

A meeting was called at the head office of the Retail Merchants' Association, where representatives of our Association were present, and after the R.M.A. had decided to prosecute the case, Mr. W. F. MacPherson, secretary of the Ontario Retail Hardware and Stove Dealers' Association, stated that our organization would assist in defraying the cost of prosecution to the extent of \$25 (not sufficient to cover the "retaining fee"), and which, I understand, has not yet been paid, and the matter was left to the Retail Merchants' Asso-

LETTERS RE ASSOCIATION.

These columns, as stated in previous issues, are open to contributions upon Association matters. It is understood that the views expressed are those of the contributors, and do not necessarily imply editorial endorsement. Names of writers will be withheld if desired, but name of writer must accompany correspondence as an evidence of good faith.—EDITOR.

ciation, who immediately swore out the information, and charged the Eaton Company with violating the False Advertising Act. Heavy expense was entailed in the prosecution, necessitating the chief analyst of the Dominion being subpoenaed to appear at the trial, and also one of his assistants at a second hearing, and during the different stages of the case in the Toronto Police Court, not a single member of our Association was present, with the exception of myself. If the Association is going to be of any service or assistance to its members, surely this was one of its functions. But instead of lending any moral or financial support to the Retail Merchants' Association in this particular case, no seeming interest was taken by the Ontario Retail Hardware and Stove Dealers' Association. There seems to be an idea in the minds of several of the executive officers that important matters of this nature are too big for the Association to tackle, and this fact is further exemplified in the letter appearing in last week's issue of **HARDWARE AND METAL**, signed "Member," in which he states that at the recent convention the important matter of the mail order competition was entirely shelved, and that discussion on this great and momentous question was shut off.

I receive and read other trade papers, and I think I bespeak the sentiments of a large proportion of retail hardware men when I say there is no matter of greater importance to all classes of trade than the one which was not discussed at the convention. I receive literature from the Retail Merchants' Association, and they boldly come out, and openly attack the unfair methods of the mail order houses, and I understand the Government have recently introduced legislation, which is playing still further into the hands of these mail order houses, and which is being vigor-

ously attacked by the Retail Merchants' Association of Canada.

I am interested in the letter signed Mr. T. N. Nash, of Wellington, in which he states there are too many knockers instead of boosters in the Association. My idea in taking part in this open discussion must be interpreted in the way in which I intend it to be—that every "Knock" means a "Boost," which will ultimately be for the betterment and the placing of our organization on a higher plane.

Thanking you for the space in your valuable paper, and with continued good wishes,

Sincerely yours,
MORRIS PHILLIPS.

* * *

From Western Ontario.

The Editor **HARDWARE AND METAL**,
Toronto.

Dear Sir,—We have read thoughtfully your articles about the Association, and our thoughts and experiences are a little different than any so far expressed.

We have noticed that people from near the country store like to go to the nearby village to trade; the villagers like to go to the nearest town; the townsfolk to the nearest city; the city people to some nearby larger city, etc., but never the reverse. Who ever heard of a man from Toronto or ten miles from Toronto going five miles in the opposite direction to deal at some small town? Never! People like to deal in the larger towns and cities, even if they do not get a better price. They think the large stores have the big bargains. It's human nature.

We are in a small town of less than 2,000, situated about eleven miles south of the city of Chatham. Nearly all the farmers four miles north of us (but seven from Chatham) deal in the city. They hardly ever come to us. We seldom or ever get a chance to sell a dollar's worth to any farmer near the city, but Saturdays our farmers like to visit the city. They go there from all sides of us. We believe this is a common experience.

In the 24th February issue of **HARDWARE AND METAL** we notice in the report of the hardware convention one speaker at the convention advised us all to "get the price." Do all the officers get the price? Or do they do it when at the convention only?

In the city referred to above is a

hardware conducted by a prominent officer of the convention. He quoted a customer of ours an 18 x 30 W.E. sink \$4 during the last week of October. Our customer showed us his quotation in the merchant's own writing. Now, when sinks were \$3.20 wholesale they usually retailed for \$4.50. Then early last summer they advanced to \$4 (and freight), yet late last fall he quoted our customer \$4, when the price should have been \$5.

The same merchant advertised in the daily papers automobile skates last December for the regular price, but offered a jack knife with each pair sold; the dearer the skates, the better the knife! Last summer he advertised binder twine in the daily papers at exactly wholesale prices. What a mistake! Wouldn't he be glad to have that twine now!

Do many hot air merchants attend these conventions? Do the speakers tell us how to run a business successfully and then go home and cut and slash, especially when they get another merchant's customer?

Yours truly,

HARDWAREMAN.

* * *

From a City Merchant

Editor HARDWARE AND METAL,

Toronto, Canada.

Dear Sir,—We have been greatly interested in letters re the Retail Hardware Association, which have appeared in your paper during the past three or four weeks. We are glad that steps are being taken to place the Association on a more business-like basis. One letter particularly interested us. It was from Secretary Macpherson of the Association, in which he refers to the city merchants. We happen to be included among the merchants of one of the larger cities, and we are not now members of the Association, but we would be, if we felt that we could benefit by attending the conventions. The following is an extract from Secretary Macpherson's letter:

"I was told the other day that the reason why the hardware dealers in a certain city held aloof from the Association was because the Association had not stopped the wholesalers selling goods at retail. I remarked that these dealers had evidently forgotten the adage, 'The Lord helps those who help themselves.' Now, the city stores are the ones who suffer most from this unfair practice. Have they tried to help themselves? Just look at the membership figures at the close of the year 1916: Toronto 18, Ottawa 5, London 0, Peterboro 2, Hamilton 9, and Guelph 1. I think the city dealers have not looked at the question in the proper light. I further think that with a numerically strong Association this question could be satisfactorily dealt with and the city dealers who suf-

fer most would have the support of the balance of the membership in correcting this injustice. Then, again, by attending the convention they would have a voice in the management and conduct of the Association, which would materially assist in carrying out the objects for which we are associated. In turn, they could help the non-city members in doing away with the boxing and carting charges which have become onerous and should be included in the cost of the goods rather than a separate charge."

Secretary Macpherson states that the dealers in one city have remained out because the Association does not stop wholesalers from selling goods retail. If this is true, we think the merchants are making a serious mistake. If this were the only drawback, the retailers would have a poor excuse for not becoming members. But is this the reason? We think not. We have in our city a wholesaler selling at retail, but even at that we are showing a nice increase every year, and we are of the opinion that most of the other retailers in our city are not suffering to any great extent from the sales made by this wholesaler. We believe it is poor business on the wholesaler's part, because we buy as little as possible from him on account of him doing a retail business. The average city retailer is not suffering as much as Mr. Macpherson's letter would indicate. We are not troubled to any great extent with either boxing or cartage charges. Why should we worry about these problems? The Association has been worrying about them for eleven or twelve years without accomplishing anything. If the Association can't do anything in the matter, why not drop it and spend the time discussing something else? Then there is the question of concessions or extra discounts. We think we are getting pretty nearly everything that is going in the way of extra 5 or 10 per cent. discounts. Wouldn't we be pikers to go to the convention and spill the beans? First thing we knew we would find our concessions cut off. The average city merchant, outside of Toronto, perhaps, is not worrying half as much as some Association officers believe. We are not greatly interested in the few little questions that have been hashed and rehashed for years without getting anywhere. We can get along nicely without the Association as it is conducted at present. But we could not afford to get along without it, if it gave something worth while. What you want to do, Mr. Secretary, is to place something on your programme that will interest the city merchant. Secure some speakers who are recognized authorities in the science of constructive business building. You can find them right here in Canada, and you can secure their services almost gratis. Give us something

worth while, and we will join your Association, and attend your convention. We want to hear from men who have made a success in a big way—men who will tell us something, and who will inspire us to go home and try to do bigger things ourselves. Give us a real programme and announce it well in advance. Then when convention time comes, carry out your convention according to schedule, and you will soon find that the city merchant will come in and take an active part. You will also find that many of the small town merchants are big merchants, and will be just as much interested as the city merchant in the broader aspects of business. We would be glad to send at least two men each year to hear good live business men (not necessarily retailers) give their views on business building. Provision could also be made for certain discussions on subjects of particular interest to the small town dealer. Produce the goods, Mr. Secretary, and you will get the support of the city merchants.

Very truly yours,

CITY MERCHANT.



DECREASED TIN PRODUCTION

The New York Metal Exchange has issued its annual statement of tin statistics. The figures are of more than usual interest in view of the expectation that peace will be a factor in promoting a better market for the metal. It is reported in the statistics that the world output last year amounted to 117,250 tons, as contrasted with 121,800 tons in 1915 and 107,000 tons in 1914. Included in the world's production are 4,300 tons, the production by American refiners, who for the first time are converting ores into refined tin, using the electrolytic process. Shipments from the Straits Settlements fell off last year to 61,600 tons, as against 66,500 tons in 1915. Australian and African shipments were larger, as were also the Banka sales in Holland and the Billiton sales in Java. Chinese shipments and output of English tin were smaller. It is figured that the world deliveries amounted to 112,377 tons last year, as against 118,906 tons in 1915. The United States took the enormous total of 60,016 tons last year, as contrasted with 50,387 tons in 1915.



TAKES OVER BOWES, JAMIESON COMPANY

Hamilton, Ont.—The business of Bowes, Jamieson, Ltd., which is being wound up, has been taken over by the Garland Stove and Foundry Co., under the management of J. W. Jamieson, formerly with Bowes, Jamieson, Ltd. The new company has taken over all patterns, repairs, etc., of the Bowes, Jamieson Co.

Retailers Meet in New Brunswick

Urge That Catalogs be Treated as Ordinary Mail Matter — Endorse Daylight Saving Plan—In Favor of Inland Trade Commission — Address on Cost of Doing Business.

THERE was a representative attendance of retailers from all parts of the province at the third annual convention of the New Brunswick Retail Merchants' Association held at St. John, N.B. Some of the matters dealt with were: The retailer's part in community development, the approbation evil, net profits and business costs, bureaus of information and the daylight saving plan. There was representative attendance from all parts of the province.

The convention was opened with addresses of welcome by the Mayor, president of the Board of Trade, and president of the St. John branch, with replies by the vice-president, W. G. DeWolfe, of St. Stephen, in the absence of the president. After the transaction of routine business the Dominion president, Horace Chevrier, of Winnipeg, was called on for an address on "Co-operation in Community Development."

Mr. Chevrier's idea of community betterment was based chiefly upon the ability of the merchants to get together, to save the community, and carrying it to the highest point of efficiency and development.

"Don't look upon your competitor as an enemy," said the speaker, "because, if you do you will have a community where dislike, distrust and ill feeling will grow, and that means community decay. Co-operate, boost, unite all the time; that is community betterment. Then you will all share results from making your surroundings bigger, better, and more profitable."

Upwards of 200 sat down to the banquet in the evening. In the absence of W. B. Bishop, who was to propose the toast to the Retail Merchants' Association of Canada, T. H. Estabrooks made the proposal. Mr. Estabrooks said the men of the association should acquaint those who did not belong to it with its purposes and its aim, and teach them

as well as the general public how greater profits could be derived and conditions improved generally.

Mr. Chevrier responded to the toast. In beginning, he described the Dominion Board at length. The speaker then turned to the work of the local board. He said it should remove such things as would jeopardize the merchant and those about him. "Each board should have 'clean up' campaigns," declared Mr. Chevrier, "for it is only by removing the objectionable features that one can hope to improve community conditions. It should not overlook education, Ontario, largely because of the work of its provincial retail merchants' associations, has agreed to pay two-thirds of the cost of maintaining a technical night school." Mr. Chevier also advanced a bureau of information, commercial libraries, and other means that might tend to educate the people along commercial lines."

The toast to "Our Guests" was proposed by E. L. Rising and responded to by the presidents of the Fredericton, Woodstock, St. Stephen, and Sackville branches, and by representatives of the Moncton and Newcastle branches.

Reports of Committees and Officers

The Thursday morning session opened with F. W. Daniel in the chair. The first business was the reception reports from branches. Reports were given by G. B. True and Robert Strain, Woodstock; W. G. DeWolfe, St. Stephen; C. H. Edgecombe and Howard Rogers, Fredericton, and J. W. Smith, Hampton. All told of a year of considerable activity and prospects for even better work in the future. The Provincial Secretary, Robert Reid, reported that there had been nine meetings of the executive since the convention last April.

At a meeting on April 21 the president, with the sanction of the Dominion secretary, appointed an advisory committee composed of Messrs. Skinner, Hawker, McGivern and H.

Rising, to confer with the executive. At this meeting N. C. Cameron tendered his resignation as provincial secretary, and the position was offered to and accepted by the present secretary.

A provincial rally was held on September 19 and 20 in St. John and proved successful.

A legislative committee consisting of A. Murray, F. W. Daniel, W. G. DeWolfe, A. E. McSweeney and A. O. Skinner was appointed at the meeting on October 5.

At a meeting on November 7 the Dominion secretary and treasurer were present and submitted the suggestion that the fee be raised to \$10 a year. Of this amount \$1 would go to the Dominion Board, \$4 for organization work; \$1 to the local branch and \$4 for the provincial office, the Dominion board to take over and administer the organization. This proposal was accepted.

At a meeting on January 22 it was decided to submit to the convention proposals to make the fees payable semi-annually and to appoint a special consultation committee or a business expert to aid the members.

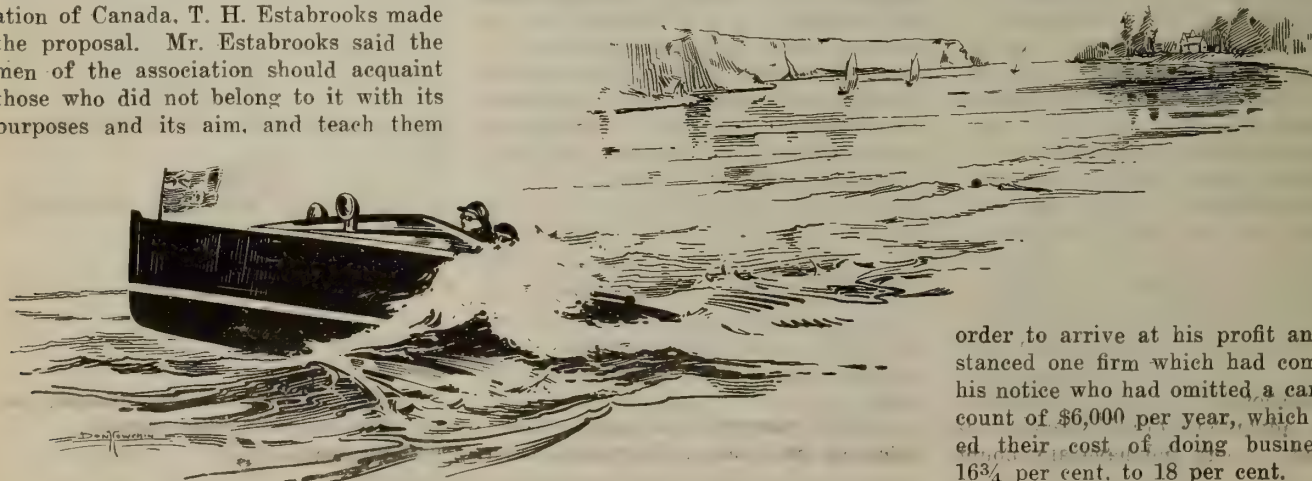
During the year the secretary had attended twenty-three meetings of local branches; had toured the province with the Dominion secretary in November; had, through the Dominion authorities, put an end to smuggling between Houlton, Me., and Woodstock; had traveled 2,908 miles; assisted in the elimination of selling by wholesalers to consumers; secured the increase of business fee for imported slaughter sales in St. John from \$20 to \$500, and in Moncton from \$100 to \$1,000, and transacted considerable other business.

Profits and Costs

E. L. Jack delivered an address on "Net Profits and Business Costs."

Mr. Jack said there were five essentials for success in business life: industry energy, persistence, imagination, and enthusiasm, and the most vital of these was enthusiasm, for without it the others were useless.

Another very vital thing to the success of any business was accuracy in figuring costs. It was necessary that everything be put in the expense account in order to arrive at the correct cost of doing business. The proprietor should include his salary in the cost in



order to arrive at his profit and he instanced one firm which had come under his notice who had omitted a cartage account of \$6,000 per year, which increased their cost of doing business from 16¾ per cent. to 18 per cent.

He then gave an illustration of the proper way to figure the selling price of an article and showed that in order to make a profit of 10 per cent. when the cost of doing business was 22 per cent., it was necessary to add 47 per cent. instead of 32, as many merchants did.

Resolutions Adopted

A resolution was presented putting the association in line with the stand taken by the Dominion Association with a view to making the daylight saving plan general throughout Canada. The meeting expressed their approval of the principles of the action thus taken, and referred the resolution to the executive to look into the details. A resolution having in view the better collection of small debts was also referred to the executive committee.

A resolution was adopted that the Provincial Government be asked to amend the law relating to landlords and tenants, and to provide that goods held by tenants under a lien, should be protected from seizure under a distress warrant.

A resolution was adopted expressing agreement with the plan to have established a Dominion Board of Trade and Commerce, as well as a bureau for the retailers, wholesalers and manufacturers under the Department of Trade and Commerce of Canada.

A resolution was passed favoring the legislation adopted against the use of trading stamps, also in favor of the legislation secured dealing with false advertising. In the latter case the members of the association were asked to forward to provincial headquarters any advertisement of this nature which comes under their notice.

It was also resolved that some plan be devised having in view the more free circulation of currency in the home town, and that the association co-operate in assisting merchants to develop their business.

The association went on record as against the proposed legislation which would prohibit a manufacturer from placing a selling price on his articles. The resolution expressed the opinion that such legislation would be unfair alike to the manufacturer, the dealer and the public.

A resolution called attention to the fact that postmasters are in the habit of receiving from outside houses many catalogues for distribution within their respective zones and that by this means the senders of catalogues saved postage. The resolution asked that all such catalogues be treated as ordinary mail matter.

A resolution calling upon the members to take advantage of the services of the freight expert and have any doubt-

ful freight bills sent to him for examination, was also adopted.

A resolution was adopted requesting the Dominion Board to look into the railways in Toronto, Montreal and other upper provincial cities, collecting the freight from manufacturers, wholesalers, etc., and charging for this service on the freight bills, as merchants claim the shippers should pay the cartage.

Adjournment was made without any place being decided upon for the holding of the next convention. The matter was left to the executive.

Election of Officers

A vote of thanks was tendered Mr. Jack at the close of his address.

The treasurer's report showed receipts of \$4,805.22 and expenditures of \$4,803.01, leaving a balance of \$2.21 on hand. The auditors reported having examined the books and found them correct.

The election of officers resulted as follows:—Alexander Murray, Fredericton, hon. president; A. O. Skinner, president; F. W. Daniel, 1st vice-president; W. G. DeWolfe, St. Stephen, 2nd vice-president; A. A. McIntyre, treasurer.



BRIGHT OUTLOOK IN ST. JOHN, N.B.

St. John, N.B.—Various new circumstances combine to give promise of an unusually busy and profitable summer for the hardware trade in and around St. John. In the first place general conditions are good and the hardware men will get their share of what money is in circulation.

The city will be unusually prosperous this summer as a result of very heavy shipments for Russian Government which will be handled through this port, and here the hardware men will profit directly through the sale of stores to the steamers.

The construction of a \$1,000,000 shipbuilding plant for the erection of wooden oil-engine-propelled craft is now practically a certainty; all that remains to be done is to decide which of the several sites offering around the harbor is best suited for the purpose. Hardware men who remember stories of what wooden shipbuilding meant to their line of business in former years are eagerly looking forward for a share in this revival.

Surveys are being made at Courtenay Bay and, it is understood, this is preparatory to calling for new tenders, for the dredging, wharf-building and completion of the drydock, each separately. Until work on this big contract was practically suspended, it had been an important factor in the business of the city.

Another construction project of considerable importance, for which tenders

will be called at an early date, is the extension of the Negrohead breakwater to Partridge Island at the mouth of the harbor. It is expected that work will be completed and the "west channel" closed before next winter.

A change which promises to be profitable to the hardware trade is the transfer of the street railway company, with exclusive franchise for that and also electric lighting and heating and the supply of gas, to a new and energetic concern, the New Brunswick Power Company. The new owners already have announced a substantial reduction in rates for electric lighting and power, which will have a tendency to stimulate the sale of fixtures in these lines. The company also has imported experts to improve the gas supply and will carry on campaign for increased use of gas ranges, heaters, etc.

The civic waterworks department is to carry out two important pieces of renewal work this summer. The pipe was bought last year but the incidentals alone will be worth while, the estimated cost of pig lead, for which tenders are being called, is between \$4,000 and \$5,000.

All these things seem to point to an unusually busy and prosperous season at St. John.

The daylight saving plan will become effective in St. John again at midnight, of Sunday, April 29.

Major Morris Fisher who went overseas in command of 58th battery has reached the front in command of the 82nd. His brother, Captain Donald Fisher, is now in Florida, recovering from effects of gas and wounds. Both are sons of W. S. Fisher, of Emerson & Fisher, Ltd., St. John.

A branch of the Canadian Division of the Aerial League of the British Empire, has been formed in Charlottetown, P.E.I., with object of securing air communication with the mainland. It is the ambition of the promoters to manufacture the airplanes on the island.



What Was Under the Table?—She was a sweet little girl, and her behaviour at table was always perfect, but one evening, when she had been allowed to stop up to supper to share the good things put before uncle and auntie, she suddenly interrupted the conversation. "Daddy, you and mother can't guess what I have under the table?"

Then, after the manner of parents who like to please their children, they guessed all kinds of things, but without success. So they said:

"We give it up. Tell us."

Whereupon the kiddie, drawing her face up into a grimace, replied:

"A tummie-ache!"

Arguments for Using Three Butts

What Carpenters and Builders Think of the "Three Butt" Idea—Prizes Were Offered for Best Reasons for Hanging all Doors on Three Butts — Three Butts Give Better Satisfaction All Round.

By A. H. Dessau, Advertising Manager, The Stanley Works.

EDITOR'S NOTE.—The accompanying article should prove of exceptional interest to every retail hardware merchant and his sales staff. Almost every hardware merchant at some time or other has had complaints from customers regarding butts wearing down, screws pulling out, latches refusing to work, etc. In this article many splendid reasons are given in support of the argument that three butts should be used on every door. In selling three butts for each door the hardware merchant eliminates danger of future complaints, makes a better satisfied customer, and incidentally increases his sales and profits.

IN order to help builders' hardware dealers sell three butts for every door, the Stanley Works of New Britain, Conn., recently conducted a "Three Butt" prize contest. Fifty dollars in prizes were offered for the best reasons for hanging all doors on three butts.

The idea behind this contest was to get the contractors and builders throughout the country thinking of reasons for hanging all doors on three butts. It would be easy for them to think of reasons, and in the course of their thinking they would persuade themselves that all doors should be hung on three butts—and when a man has persuaded himself of something he is usually convinced.

More than seven hundred builders and contractors entered this contest. It is fair to assume that where one contractor put his three butt ideas on paper and sent them in, at least ten thought of good reasons for hanging doors on three butts, but did not go to the trouble of entering the competition. On this basis it can be fairly assumed that many thousands of contractors and builders throughout the country have persuaded themselves that the right way to hang a door is on three butts, and if builders' hardware merchants will follow up this lead, they ought to be able to increase considerably their butt business.

It was the unanimous opinion of the carpenters and contractors who submitted articles in the contest that there is no more important part of the house than its doors. Their proper hanging is a job worthy of the most skilled builder.

A wealth of information about hanging doors and the use of three butts for every door was received, and in the course of the competition some very interesting data were collected.

One contestant wrote that he had investigated seventeen houses, with a total of one hundred fifty-two doors hung on two butts. With but few exceptions the doors had warped to such an extent that

the finish was worn either at the top and bottom of the jamb, or at the centre of the jamb. In eighty-nine cases the door had rubbed the stop at the centre, while in forty-three cases they had rubbed at either the top or the bottom. Seventy-six doors were sprung so badly that they would not shut easily, and twenty-three would not latch as they should.

The judges had a long and difficult task to review each article carefully and to award the prizes. The following articles won the first, second and third prizes respectively:

Reasons for Hanging All Doors on Three Butts by Winner of First Prize

The third or centre butt will hold the butt edge of the door in alignment, and to a great extent will prevent the door from warping.

The centre butt prevents the door from striking or interfering with the door-stop, if used, or the edge of the rabbet, if door-jamb is rabbeted, when the door has a tendency to bow or warp toward the door-stop or the centre of the door-jamb.

The centre butt will hold the butt edge of the door flush with the casing edge of the door-jamb if the door has a tendency to warp away from the door-stop or the edge of the rabbet of the door-jamb.

If a door is hung on two butts only, each butt carries one-half of the load or the weight of the door; but when a door is hung on three butts, each butt carries approximately one-third of the load or weight of the door, and the strain and wear of each butt is decreased. The butts, door-jamb, and doors will have a longer life, and cause less trouble to the operators of the door.

When three butts are used, more screws are driven into the door-jamb and the door. This greatly relieves the strain on the screws, the wood in the door jamb, and in the door, which is an important factor. Often this lumber is used in door-jamb and the screws have not sufficient stock or lumber to hold them thoroughly. In such cases short screws have to be used, which frequently cause trouble.

When three butts are used the top butt can be set nearer the top of the door, thereby lessening the leverage of the door pulling away from the door-jamb.

When three butts are used, the lower butt can be set lower, thereby preventing the door hugging the door-jamb near the bottom of the door.

When three butts are used, the top edge of the door remains in line with the head-jamb,

and the bottom edge of the door is parallel with edges of threshold. The top and bottom of door cannot be thrown out of line by the door warping or bowing on the butt edge of the door, as it is firmly held in place by the centre butt. The bottom and top edges of the door cannot get out of line. This affects the lock edge of door and causes it to remain straighter preventing trouble with the lock.

When three butts are used there are more horizontal bearings in butts to receive the vertical downward thrust of the load and the horizontal movement or wear on the knuckles of the butts when the door is opened and closed. By having more horizontal bearings in the butts it takes much longer to wear out the bearings of the butts, than if only two butts are used. If bearings are badly worn the position of door will be lower and cause trouble with lock and door dragging on threshold or floor and the doors will creak.

Reasons for Using Three Butts by Winner of Second Prize

The principal reason for the advisability—and I claim necessity—of using three butts to a door, lies in the fact that all doors will not only shrink and swell, but also have a tendency to warp under varying conditions of atmosphere and temperature.

Especially is this true where wide differences of temperature on opposite sides of the doors, particularly outside ones, make strenuous demands upon their stability and serviceableness.

Inside doors, especially bed-room doors—since people have learned the value of fresh air,—and doors hung near registers and radiators are also very liable to spring or warp, and then there are doors that warp seemingly out of pure "cussedness," although the real reason probably is that improperly seasoned materials were used in their construction.

When there is a difference of temperature on opposite sides of a door, it is an unalterable law of physics that the cooler side will contract and the warmer side expand, causing the centre of the door to bow or spring toward the warmer side, unless prevented by a stronger force.

When a door is hung on two butts, the top and bottom are securely held in place, but the centre is left free to spring in or out as it pleases. If it springs away from the stop, an unsightly crack between the stop and the door, plus an extra stress on the butts by reason of their being out of alignment is about the total extent of the damage, but if the door happens to spring toward the stop, there is a very different story to be told.

In the incipient stages, the centre of the door will bind against the stop, and the door will refuse to be closed by a gentle swing, but must be taken by the knob and firmly pulled into place. That the finish of the door where it rubs the stop is ruined, goes without saying.

As the door continues to spring, its corner will catch against the edge of the stop, and shortly we have a beautifully splintered stop and door-corner to repay us for our economical foresight in using but two butts! That isn't all. Every time that door is closed there is a heavy tension imposed upon the butts by reason of the leverage of the door acting with the stop as a fulcrum. Some idea

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A Plot Against the Muskrat



Novel yet practical display of game traps by Kingan Hardware Co., Peterboro, Ont.

HOW would you like to be the muskrat?" might be the local parody on the Coal Man or the Ice Man these days. His fate has been sealed, or we might better say, clutched, or snapped, already, if hardware men can do it. They are after him with their windows and he has a very poor show with a foe like the display that is shown above. It is a deadly weapon upon the imagination of the small boy, the Indian grown up and even the white man trapper.

And why, the muskrat; why is a campaign against this little fur-bearing animal thought worth while just now?

"Peterborough is in one of the most important muskrat areas in Canada," **HARDWARE AND METAL** was told. "Along the Otonabee River and Rice Lake they are caught by thousands, and they say"—this with a proud inflection—"that the Rice Lake rats can't be beaten anywhere."

Some trappers this year will net \$200, \$300, even \$400, for the prices paid for skins have been soaring and are now near the dollar mark. Furs are up all over the world, and the Rice Lake rats are now being converted, in Canada and the States, into the finest quality Hudson Seal! It should even make them proud to be caught.

The manager of the Kingan Hardware Co., Mr. Latimer, referred to this window with an apology at-

tached. There had been no time to work it up. **HARDWARE AND METAL** has no intentions of passing on that apology to its readers: the window does not deserve it; it is a cleverly designed "nature study" with strong life-like features, a first-class selling display.

There is a tank of water, with wooden sides, a rustic bridge and a boy walking across with a load of traps swung across his shoulder—dividing attention with a muskrat perched in front of a real stump, about to set his forefoot in an open trap, while two others spiked to the stump, run along the broken-off ligaments. At the right hand side, as a balance to the bridge group on the left is a cedar bough with stuffed squirrels seen in the branches—extending the idea of trapping from the muskrat alone. Along the top at the back is a row of traps hanging down, one by one, in contrast to the boy's grouped load, with balsam boughs entwined along the railing.

The maker's lithos with apt wording clinch the selling appeal of the window.

Along the line of seasonable trims this window will hold a high place. The average conception of a trap window is a tame affair, without any attempt to create what is known as a "selling atmosphere." It might show a pile of traps: more likely than not the traps would be only one of a dozen or so lines that divided the attention of the passer-by. And by that much the strength of

the selling appeal would be weakened.

In this particular case not only is the whole trim focused on a single line, but the traps are provided with a natural environment; in other words, as in some of the most effective merchandise displays, there is a linking up of the merchandise and the use that should be made of the articles shown.

It is the same theory that would provide a tennis net to be set up in a window where racquets and balls and shoes were to be shown; a tent and camp stove when hunting or camping merchandise was being offered as the tempting bait; or, as **HARDWARE AND METAL** noticed last winter, a flooring of mirror glass (quicksilver and all) for a display of skates and hockey sticks, and some cotton batting, and snow powder sprinkled over it, to make the "snow" edge for the "ice" the more realistic.

A window of this rather unusual type—where not only is the merchandise shown, but an environment created to clinch its practical and necessary character in the mind of the spectator—not only serves the purpose in increasing considerably over the average its selling power. It has a more far-reaching influence in creating prestige for the store that now and then goes out of the way to build up a striking window trim of this nature. It lifts the store for the time being—unconsciously perhaps, but

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EDITORIAL COMMENT

EDITORIAL BRIEFS

PRICE is what all men hope for—and the brave fight for.

* * *

THANK you, we thought it was rather a good number ourselves.

* * *

YES, unquestionably, it would be more to the point if the Cubans raised less Cain and more Cane.

* * *

IF ALL fixed selling agreements were made illegal, it would mean a hardship to the retailer in many respects.

* * *

WHEN you accept goods on consignment, make sure that the agreement is shipshape, waterproof and sound.

* * *

INCREASE the dividends that you draw from your display space by making every available square inch of display space *work*.

* * *

"BUSINESS as usual" as a visible slogan was perhaps a national mistake; but it was responsible for maintaining our prosperity.

* * *

THERE is a hardware firm in Chicago known as Henry & Gott. This man Henry is kind of poaching on the Kaiser's preserves.

* * *

EVERY hardwareman should be a recruiter this year; gathering in recruits for the Back Yard Garden Division of the Allied forces.

* * *

INDUSTRIAL troubles are not hard to settle nowadays in Germany. If any workmen strike, they just march them all off to the front.

* * *

UNITED we stand, divided we crawl. Let Ontario hardwaremen think of this and then see what can be done to make the Association stronger.

INCREASING PRODUCTION

THE idea is taking root very firmly in Canada that one of the factors which will help most to win the war is increased production, particularly in agricultural products. We find, for instance, the Toronto Board of Trade, launching a "War Production Club," with the object of recruiting help for the farmers this summer. We find certain manufacturers offering to give each employee holidays at full pay, provided that they will spend them on a farm.

There is a tendency to get "down to cases" and to actually start a campaign to provide the farmer with the help he so sadly needs.

This is, after all, a business matter; and every business man should regard it as such. Increased production will not only go a long way toward reducing the menacingly high cost of living and to enable Canada to send more food to Great Britain, but it will prove a very potent factor in maintaining business at its present high speed of prosperity. The movement to help the farmer should have the hearty endorsement and the personal support of every merchant. Each individual merchant must decide for himself what he is in a position to do along this line. He may be able to do much or little, according to the position he happens to be in. But the main point is for each man *to do what he can*.

THE SPRING CAMPAIGN

SPRING is here, a little earlier than usual, but with every evidence of an intention to stay. This is good for business. There is nothing like an early spring to get brisk business going and to make possible a steady maintenance of trade throughout the year.

To the hardwareman an early spring has a very particular significance. Springtime is the season when trade begins to "hum" in hardware, when the farmer begins his year's work and needs the bulk of his supplies, when the householder decides to paint and lays out his vegetable garden, and when the building season begins with a rush. An early spring means a longer season for all these activities and consequently a bigger demand, as well as an earlier one, for all supplies.

But an early spring sometimes catches the hardwareman unprepared. There is so much for him to do that Old Sol frequently has all the snow cleared away, and a brand new spring line of weather ready before the hardwareman has got his stock in proper shape and his spring plans laid. It is to be hoped that the present spring will find the trade generally well prepared to take full advantage of it. In this connection it might be pointed out that the spring number of *HARDWARE AND METAL*, issued last week, will be particularly handy and helpful in view of the early start of the spring. It contains articles of a highly practical description and suggestions that could be acted upon. It deserves the fullest attention of every hardwareman. If any merchant is behindhand it will suggest many short cuts to catch up.

Breaking News of a Cash System

Nova Scotia Merchant Plans Death Blow to Credit With Coming of Weekly Wage Payments—Wide Publicity and Same Treatment to all Recommended —
Brighton Merchants Plan to Limit Credit to Three Months,
With Three Months Note as Alternative.

On the first day of May of this year the industries upon which we depend are going to do away with the fortnightly pay system, and are going to pay their employees at the end of every week. Or, in other words, the weekly pay system will come into effect.

It is my desire, under the above circumstances, to start a cash business on that date, and my reason for writing you is that you might give me some advice as to the best way to advertise and let my customers know of my intentions.

I have been doing business in this town for the past five years, under the Credit system, and have come to the conclusion that now is the proper time to get away from it.

Any information you can give will be greatly appreciated. Awaiting your reply, I am,

Yours truly,

_____, Nova Scotia.

HERE comes the old, old problem before us again, changing over from the baneful credit to the helpful cash. Fortunately this Nova Scotia merchant has a very timely reason for inaugurating the new regime, as the employers in the town are paying their employees every week, so that they have no excuse for running accounts. In some railway centres monthly bills are necessary, so that the merchant is forced to do at least a 30-day credit business.

Avoiding Offence

The problem that seems to loom the biggest of all in such a case is the avoidance of offence in refusing further credit. There is a fear that the customer who has calmly ordered every purchase "charged," or took it for granted that it wasn't even necessary to refer to the matter, would consider a mention of a cash settlement as a personal affront, and would disdainfully refuse to deal any more with "such a store."

As a matter of fact this theory has not worked out in any great percentage of cases to the detriment of the store. It is essential, of course, that wide spread publicity be given to the change, so that no customer will feel that any discrimination has been made in her case. Or to apply to the old proverb, "What is sauce for the goose is sauce for the gander."

So the basis of any innovation of this nature must be a general announcement and the same treatment to all. These two points will take most of the "sting" away from any who are rather susceptible on the point of being "slow pay."

A Quebec Store's Experience

A large store in Quebec recently changed over to a strictly cash business in a district where the most of its trade

Change of Terms of Credit to Customers

The wave of Rising Costs in these unprecedented times compels us to shorten our terms of Credit. During the past six years my customers have been given twelve months Credit, thus compelling me to finance for more than my share.

On October 1st, 1916, all accounts now standing will be due, and must be paid within 30 days thereof, namely, November 1st.

After October 1st no account must stand longer than three months, and must then be settled either by cash or note, and no note will be accepted for a longer term than three months, so that no two accounts will overlap. Cash settlement preferred.

Accounts will be due as follows:

*Accounts running between —
October 1st and December 31st, due January 2nd.*

January 2nd and March 31st, due April 1st.

April 1st and June 30th, due July 2nd.

July 2nd and September 30th, due October 1st.

Thanking you for past favours, and trusting the foregoing will be to our mutual advantage.

I remain,

Yours respectfully,

J. H. FRISE,

Brighton, Ont.

was done with prosperous farmers, who were "good" for all the accounts that were sent them, but slow in settling, simply because they had done things that way for a generation. The advertisements and other announcements of No More Credit came as a mild sort of thunderclap, but they survived. The head of the store, in describing the experience of himself and his brother,

stated that only a single customer actually announced that he wouldn't deal any more with them—out of pique—but one month later back his wife came, and has dealt there ever since. The business did drop off the first month, but the second it was up to the mark again, and actually increased after that, for the partners were careful to explain that the ready cash enabled them to buy to advantage, and this was passed on to their customers. This idea was emphasized, week after week, in the ads. as well.

Carrying Over \$15,000 on Their Books

We have in mind a group of stores in a medium-sized Ontario town, where there is a large rural business, and where one merchant carries credit of \$15,000 to \$16,000, some of it for almost a year.

Present Time is Auspicious

We believe that the present time is unusually opportune for a change in the credit system, as people have been accustomed to having precedents "smashed," just as if a precedent had not something of a sacred character about it. And more precedents will be tossed aside before the war is over. A merchant can bring forward a line of argument now, of all times, that will prove persuasive. He can explain that goods cost far more to the merchant now, and, therefore, he himself requires a far larger sum to "carry" the customers on his books than in former years.

He can point out that the manufacturers and jobbers are insisting on accounts being taken care of when they are due; that very frequently a merchant cannot buy certain articles at all unless he has the cash to pay for them. And he can bring home once again the argument that now, more than ever, ready cash would enable him to secure values that he would pass on to his customers. With the change from the fortnightly to the weekly system of pay, our Nova Scotia merchant has the best of reasons for bringing a cash system into operation.

Brighton Merchant Waited Two Years

It is a rather interesting coincidence that we have just received a letter from a merchant in Brighton, Ont., J. H. Frise, who, while not adopting an actually cash-on-delivery basis, has cut down a system of 12 to 18 months', and

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EVENTS IN THE TRADE

Fire Losses

Montreal.—The Asbestos Product Co., was slightly damaged by fire.

To Larger Quarters

St. Johns, Newfoundland.—The Neyle Hardware has removed to larger premises.

Obituary

Orangeville.—Mr. L. Wideman, who had been in the hardware business in Charleston for ten years has died in Dundalk.

Toronto.—Fred Horwood, for the last twenty years an employee of the Toronto Hardware Manufacturing Co., is dead at the age of forty-five years.

Simcoe.—Captain A. H. Paulin, whose death in England, following an operation for appendicitis is just recorded, had been a resident of Simcoe for 23 years and was engaged in the plumbing and hardware business prior to enlisting.

Industrial Notes

Brantford.—The Cockshutt Plow Co., announce the lifting of the embargo on tractor plows in Canada. Many large orders on hand which were being held up, can now be proceeded with.

Ottawa.—London cable advices intimate that the shortage of tinned sheets precludes the possibility of Britain being able to supply Canadian canning firms, who will therefore have to look to the United States for their supply.

A Correction

Our attention has been called to an error which occurred in the advertisement of A. Ramsay & Son Company, in the Annual Spring Number of **HARDWARE AND METAL**. The signature appeared as follows—A. Ramsay & Son Co., Limited, Branches Toronto and Vancouver. The correct title of this firm is A. Ramsay & Son Company and it should have been stated that the Head office is located in Montreal.

Business Changes

Sarnia.—A. K. Dickson's hardware business has been sold to J. Martin.

Halifax.—The stock of the J. J. Cragg Company has been sold to A. M. Bell & Co., Limited, and the former are retiring from business.

Montreal.—The Paper & Hardware Products, Ltd., have obtained a charter.

Drinkwater, Sask.—J. A. Anderson

has closed his hardware branch at Hearne.

Lachine, Que.—La Quincaillerie Leclercs & Lalonde dissolved, has been succeeded by La Quincaillerie Lalonde.

Hamilton, Ont.—The Tate Hardware Co. has sold out.

Correction

Through a typographical error a word was omitted from the advertisement of the Victor Saw Works, Ltd., on Page 276 of the last week's issue of **HARDWARE AND METAL**. The last sentence should have read: "They are used exclusively in (many) Canadian Munition Plants." The Victor Saw Works have directed this to our attention as they do not wish to create a false impression.

Montreal Personals

President J. W. Dowling of the Hardware Association, and of Caverhill Learmont Ltd., has been slightly indisposed during the past week, and was away from business for a day or so.

P. C. Gregory of the Trimo Tools Manufacturing Co., Roxbury, Mass., U.S.A., was a business visitor to Montreal this week.

Mr. Everett of Harman and Dixon, New York, was in Montreal this week.

Dave Griffiths of the B. Greening Wire Co., Hamilton, Ontario, visited Montreal this week on business.

Remington Organize News Co.

The following announcement has been made by the Remington U.M.C. Co. of Canada:—

"We are pleased to announce that the Remington Arms Union Metallic Company, Inc., has recently organized a new Company under a Dominion Charter, which will hereafter handle its Canadian business under its corporate name, **REMINGTON U.M.C. OF CANADA, LIMITED**.

The Executive Sales Offices of this new company will be continued at Windsor, Ontario, and we suggest that all communications be addressed to this office.

Incorporations

Montreal.—Incorporation has been granted The Paper & Hardware Products, Limited, with a capital of \$49,000 to deal in paper, pulp-wood, metal workers', hardware products and supplies.

Ottawa.—J. R. Cameron, Limited, taking over the business of J. R. Cameron, has been incorporated with a capital stock of \$50,000, to carry on a general metal work business.

Toronto.—George W. Cole, Limited, has been incorporated with a stock of \$50,000. Metal working and general hardware will be the business of the company.

Toronto.—The Collier Oil, Limited, has been incorporated with a capital stock of \$2,000,000.

Ottawa.—The Canadian Wood Molybdenite Co., Limited, has been incorporated with a capital stock of \$1,000,000.

Windsor.—The Champion Spark Plug Co. of Canada, Limited, has been granted incorporation with a capital stock of \$100,000. The incorporators are Robert A. Stranahan, Frank D. Stranahan and Fordyce Barker Caswell of Toledo, and O. E. Fleming, K.C. and A. H. Foster, barrister of Windsor. This firm supplies the largest percentage of spark plugs for the auto trade of the world, and the location of a branch plant in Windsor was only secured after the solicitation of members of the industrial bureau.

Catalogues Wanted

Medicine Hat, Alta.—McPherson Bros., hardware merchants of this city, have opened a branch store at Hatton, Sask. [Post office address, Forres, Sask.] and would be glad to receive catalogues at the latter branch, from manufacturers and wholesalers.

Edmonton, Alta.—Somerville Hardware Co. would like to receive catalogues from manufacturers of knitting machines.

HARDWARE LETTER BOX

Knitting Machines

Sommerville, Ont.—Please give names of firms making knitting machines.

Dundas Knitting Machine Co., Dundas, Ont.; Georgetown Foundry & Machine Co., Georgetown, Ont.; Creelman Bros., Georgetown, Ont.; Auto-Hosiery Knitting Co., College St., Toronto.—Ed.

ARGUMENTS FOR USING THREE BUTTS

(Continued from page 28.)

of the magnitude of this stress may be obtained merely by considering that it is sufficient eventually to jerk loose several good-sized screws securely driven into hard-wood.

When the screws become loose the top of the door falls forward, so that when one attempts to close it, the lock stile strikes against the upper part of the side-jamb and binds on the threshold at the bottom. When rugs are used, a door in this shape will not swing clear but will drag and cause them to wrinkle every time the door is used.

I have seen polished floors that were disfigured by wide arcs worn down into the wood where the door had dragged. No use to try to tighten the screws. Those screws have been jerked loose and the torn fibers of the wood will no longer hold the thread securely. "Plugging" the screw-holes is a mighty short-lived make-shift. If a screw won't hold in solid wood, it certainly won't hold in a plug.

There is, however, one unfailing remedy—the third butt. By its use the centre of the door, as well as the top and bottom is held absolutely secure. It can spring neither in nor out but must stay exactly in place, thus obviating all the troubles and annoyances common to doors hung with only two butts.

Of course as long as a door remains perfectly straight, there is no reason why it won't operate nicely if hung on two butts of proper size, but who can foretell whether or not it will spring? The odds are strong that it will. Does it pay to take the chance for the sake of the few cents it costs to apply the third butt?

These are the technical reasons for using three butts. There are others. For instance, a man whose doors shortly go to rack and ruin is going to be mighty peeved when he finds that his contractor has "short-butted" him, and the things he tells the prospective home-builders among his friends won't do Mr. Carpenter the least bit of good. On the other hand, a man whose doors operate perfectly is pretty apt to brag about it, to his contractor's profit, whenever the question of doors comes up.

Again, a lot of loose and squeaky doors of the bind-on-the-stop-and-strike-on-the-jamb variety isn't going to create a very favorable impression on the mind of a prospective tenant or purchaser.

The smooth operation of doors is a positive asset to any building, and cannot be permanently obtained by using two butts per door. The third butt means door-insurance. Use it because in doing so you practice true door economy, with everlasting satisfaction to yourself and credit to your foresight. Use more butts and fewer "buts."

Reasons for Using Three Butts to Hang All Doors by Winner of Third Prize

First—Three butts make a door swing easier and smoother, since they keep the door always in line with jamb.

Second.—They protect the finish of a door and jamb as the door can be hung with the proper clearance of stop to prevent chafing and squeaking.

Third.—They preserve the door as they relieve it of a great deal of unnecessary strain, since a door will not keep its place with only two butts when there is a difference of temperature or humidity on opposite sides of the door.

Fourth.—A door on three butts is in a class by itself as to looks as well as to utility. The owner who demands three butts never gets any criticism along this line, and has a lot of satisfaction at little extra cost, and in individual cases an actual saving in total cost of labor and repair.

Fifth.—The use of three butts allows of the closer fitting of a door, which reduces the amount of cold and dust that gets in around a door hung on two butts. This also makes it more sound proof.

Sixth.—Doors hung on three butts do not settle nor sag since the weight and wear is

distributed and sagging is practically overcome.

Seventh.—The extra cost of the three butts is largely overcome in the time saved in hanging as the three butts will keep the door in place, while with two butts there is apt to be some readjustment necessary to conform to the door, which often makes considerable extra expense.

Eighth.—These same reasons are just as applicable to casement sash, cabinet doors, table leaves and chest covers, which goes to prove that for a satisfactory job one should specify and always use THREE BUTTS to hang every door.



OPPOSITION TO KNOWLES BILL

(Continued from page 22.)

swear that they are doing business at the lowest possible figure, then, if there were 50 O'Connors stating differently, I wouldn't believe one of them. If you are doing business in an expensive fashion, even if you are not profiting thereby, then you are not doing your duty by the public. You want to get some system that will reduce the handling of a commodity to the lowest possible cost, and then you want protection for putting this into operation. That system I believe you have in the equalized sugar rate.

What is a Combination?

"There is some confusion in the interpretation of the terms of the Order-in-Council. A combination or conspiracy is a union of two or more minds to do an illegal act; the mere union is nothing. To be conspiracy there must be the intention to do an illegal act. If you have joined together to limit trade, then you are doing an illegal act, but, according to the evidence, you haven't limited trade or the manufacture of a product for a moment. The union has been to lower the price. If you are right about that, then Mr. O'Connor is wrong when he says that the combination itself is an offence. The only thing you have to consider is, have you conspired to increase prices? But many reputable men have sworn that your actions have lowered rather than enhanced the price.

"My idea would be to reply to the letters from the Department at Ottawa and give them the information they have asked for. If that did not satisfy the Department of Labor, then I would fight. Have a test case and get the thing settled for all time. We will do everything in our power to get at the facts. If I were you I wouldn't get on my knees except to pray to the Lord to destroy your enemies. Until you get a decision from a balanced business mind who knows all the facts, so that there will be a co-ordination, not only between yourselves and the Government, but between yourselves and the people at large, you will never have a settled business method."

Can Manufacturers Refuse to Sell

Another legal representative of a nationally known manufacturer stated that any manufacturer had the right to

refuse to sell anyone if he so chose, and that except by confiscation, no Government could enforce the opposite opinion. "Where would you stop if this were not the case. No manufacturer would have a right to set any price. If I saw fit, I, as a manufacturer, could refuse to sell altogether. Now, I have not heard a word to-day opposed to the general principle of the Order-in-Council. All the criticism has been urged against the use of the powers by the official charged with its administration."

This lawyer deprecated the attacks made at the meeting, against the Government, and thought that this spirit was operating against the best interests of the country.

Selling Direct Cost 20 Per Cent. More

Another manufacturer selling a commodity used in every home, stated that one of his competitors at one time adopted a plan of selling direct to the retailer. This plan, the manufacturer stated, was proved to cost 20 per cent. more than by selling through the jobbers, and the manufacturer who fathomed this method failed.

"We admit," he said, "that we have certain agreements with the trade, but these agreements were made ten years or more ago."

A wholesaler then read some letters from Mr. O'Connor which he described as scurrilous. He presented a resolution pledging the support of those present to the Retail Merchants' Association in fighting the Knowles Bill, and the maladministration of the terms of Order-in-Council and in their championing of the Internal Trade Commission.

He urged strongly that assistance be given to the Retail Merchants' Association and that all wholesalers and manufacturers pledge themselves to support with financial assistance as well as every other means in their power.

Not in Favor of Fighting Departmental Stores

There was some discussion on the point of delegating all the powers to the Retail Merchants' Association. One prominent manufacturer stated that while he was thoroughly in sympathy with the aims of the gathering, he thought too much stress had been laid on the matter of opposition to the departmental stores. He thought that their association with these matters of legislation had not been proved, and personally he did not intend to stand sponsor for any attack on them, and he was sure there were many other manufacturers who thought as he did.

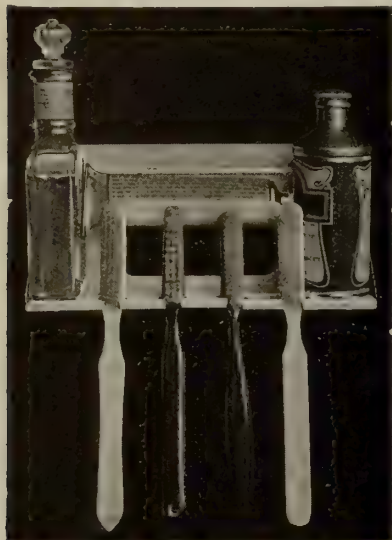
Some little discussion arose on this point. It was finally pointed out that all that was being agreed to was the items stated in the resolution. With this statement the meeting unanimously passed the resolution. The resolution passed by the meeting is reprinted in a panel on page 26.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

SANITARY TOOTH BRUSH HOLDER

The accompanying illustration shows a sanitary tooth brush holder, which is being marketed by the Safety Wire & Gas Globe Co., Columbus, Ohio. The



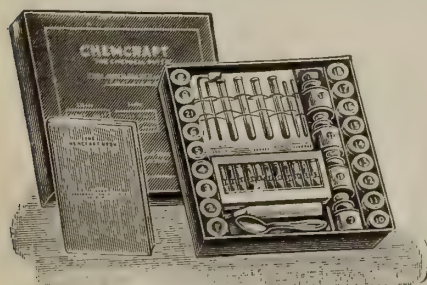
Sanitary Tooth Brush Holder.

holder is stamped out of one piece of sheet steel and, the makers state, is beautifully enameled in either gloss white or satin white.

Besides accommodating four tooth-brushes, hanging clean and sanitary, each by itself, there is room also for a can of tooth powder, a tube of tooth paste and a bottle of mouth wash.

CHEMCRAFT OUTFITS

The Porter Chemical Co., Hagerstown, Ind., offers to the trade "Chemcraft Outfits," which, it is said, fit in splendidly in a toy department. The makers claim that chemcraft opens the way to the wonderland of modern chemistry. It discloses the mysteries of chemical magic, reveals the wonderful opportunities of industrial chemistry,



Chemcraft Outfit.

and furnishes delightful entertainment for many profitable hours.

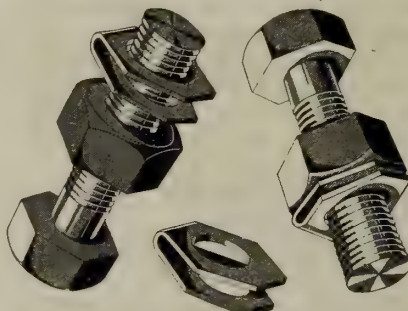
The outfit contains chemicals, apparatus and directions for doing eighty-five fascinating experiments in chemistry and chemical magic. Everything is complete, a real laboratory conveniently packed in a strong box.

The makers further state that the chemicals in Chemcraft are carefully chosen for their many uses and interesting reactions. No dangerous poisons or other harmful substances are included. Liberal amounts of each chemical, enough to repeat the experiments many times are furnished, and they will last for a long while. Additional supplies can be obtained any time at small cost.

The directions are contained in a forty-four page book, "The Chemcraft Book," which comes with each outfit.

SPRING LOCK NUT

The Spring Nut Lock Co., 608 South Dearborn St., Chicago, is offering to the trade the nut lock shown herewith. It consists simply of a steel plate punched with two holes and then bent to a U-shape so that the two holes are opposite



Spring Lock Nuts.

but slightly eccentric. This is done in a die press with two operations. When the nut lock is screwed upon the bolt, the holes are pulled into concentric position, thus causing a direct pull upon the outer leg and a push upon the leg next the nut, this force is exerted at the root of the threads. There is also a lateral force due to the compression of the U-plate when it is screwed home against the nut. This device is of general application and has been tested with satisfactory results on machinery, automobiles, locomotives and track bolts. For the automobile trade, which uses bolts with S. A. E. threads exclusively, and in which it is essential that there shall be the slightest possible protusion of bolts, the Spring

Nut Lock is made of especial thinness so that it may engage the threads of the bolts and still occupy the least possible space. For bolts for all other purposes and which are made with U. S. Standard threads the Spring Nut Lock is a trifle thicker.

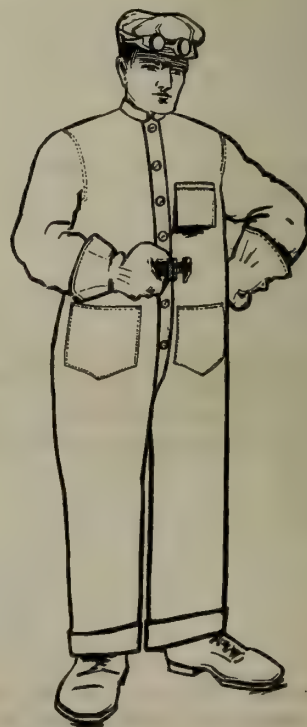
CARHARTT SAFETY-FIRST ALLOVERS

The growing tendency for owners of cars to not only run but to attend to their own machine has created a big demand for an overall that really protects all the clothes.

The garment here illustrated is a very recent development in the all-over trade. The makers state it is especially designed to meet the requirements of the autoist—large and roomy in size, very easily put on without crushing the clothes, being opened from the crotch to the neck.

One of the main features of Carhartt Safety-First Allovers is the swing pocket for holding tools which are being used. The pocket swings out as the wearer leans over, thus preventing the contents from falling out.

Prices and full information may be obtained by writing to the makers. Hamilton Carhartt Cotton Mills Limited, Toronto.



Carhartt Safety-First All-Over

WAKYTE BARREL HOIST

Among the new products recently brought out by the Wakyte Mfg. Co., 259-261 Stanley St., Winnipeg, is the Wakyte barrel hoist and truck here illustrated. The makers claim that with the device one man can easily hoist a heavy barrel to the position shown and move it to any desired position in a few minutes. They can also be used in



Wakyte Barrel Hoist

rows in the oil department, one truck to each barrel replacing the old time shelves and eliminating the great amount of labor that used to be consumed in placing and replacing barrels. The makers state that the device is inexpensive. Complete details will be mailed on request.

DUPLEX CANTILEVER SPRINGS

Duplex Cantilever Spring Co., 180 N. Dearborn St., Chicago, is marketing the duplex cantilever spring, here illustrated. The makers claim that the duplex cantilever spring system is the only design for Ford cars fully embodying the "Cantilever idea". It is said to be a complete double spring system, adding five inches to the span of present Ford springs. All springs and connections are in perfect alignment to each other, with no friction or sliding parts, allowing full and free action at all points, absorbing the slightest jar as well as the big jolts. The claim is also made that the springs



Duplex Cantilever Springs.

will stop rebounds, back-lash and side-way.

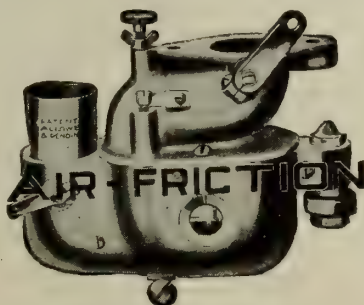
The springs are designed and constructed to correspond with the Ford equipment. The system is not made for wire wheels with wire spokes inside of brakedrum.

AIR-FRICTION CARBURETOR

The Air-Friction Carburetor Company, Dayton, Ohio, is marketing the air-friction carburetor, here illustrated. The makers state that the device successfully delivers to the cylinders of a motor a powerful gas from the lower grades of fuel, and by so doing greatly reduces the cost of operating motor. The makers in describing the operations of the device state in part as follows:—

"The fuel in entering the carburetor is filtered through a fine brass gauze screen. Passing the float needle into the float chamber it enters the nozzle stem. Then up this stem past the adjusting needle and through four small lateral openings when it is distributed between two horizontal circular surfaces. These surfaces are fifteen thousands of an inch apart, and from three to six inches in circumference (dependent on the size of the carburetor), and serve as a distributor or atomizer, presenting the fuel at the circumference in a circular film or mist at right angles to the air passing.

Surrounding the large circular film of fuel at the circumference of the nozzle, is a metal air valve or sleeve, truncated at the bottom. This valve is housed in a brass liner and is free to move upward. When the motor is at rest the liner with the valve is in its adjusted position closely surrounding the nozzle. In closing the air butterfly, a double lever is operated, pulling the liner carrying the



Air-Friction Carburetor.

truncated valve farther down around the nozzle, thus reducing the annual air opening to its minimum.

In this condition, the cranking of the motor causes a suction directly on the large fuel exposed surface, drawing into the cylinders liquid fuel, equivalent to priming, which is so necessary in starting a cold motor.

The motor now being under way, the air butterfly is released, allowing the liner or cage carrying the truncated valve to return to its adjusted position. As the throttle is opened, and the speed of the motor increased, greater suction is created and more gas demanded. To compensate this demand, air is drawn in, which striking the truncated portion of the air valve is deflected directly through the large circular film or fuel. The Air Friction against the truncated valve forces it up, thus increasing the annular

opening around the nozzle until this air opening is in absolute proportion to the throttle opening, and will deliver to the cylinders of the motor a mixture all of which has been treated by this process of mixing, and is graduated to just suit the load or speed. Further descriptive matter will be supplied by the manufacturer upon request.

STEEL FOOT SCRAPER

A new steel foot scraper is being manufactured by the Safety Wire Glass



Steel Foot Scraper.

Globe Co., Columbus, Ohio. The scraper is made of heavy sheet steel, 6 inches wide, and the makers claim will stand up under the roughest kind of use. It goes on any porch or step, wood or cement. Wood screws are provided for placing it on a wood step and japanned stove bolts for embedding in a cement step. It cleans the whole sole thoroughly; it has no sharp corners to cut or scratch the upper.

CATALOGUES AND BOOKLETS

McClary's New Catalogue.

McClary Mfg. Co. have just issued Catalogue No. 89, featuring enamelware and tin kitchen wares and other products made by the company. The catalogue consists of 324 pages and is splendidly illustrated, many of the illustrations being in colors. The many lines featured in the catalogue are departmentized in a manner that will prove to be of great convenience to merchants. The color scheme used in the catalogue is following the colors adopted by the company in their standard labels.

Household Week, April 23-28.

Unusually attractive and practical literature has been prepared for dealers by Bissell Carpet Sweeper Co., Grand Rapids, Mich., in connection with Household Labor Saving Devices week—April 23-28. One of the unusual and most pleasing features in connection with the literature, free electros, etc., prepared for the dealer's use is that it is all of a co-operative nature. It is of a general nature and at the same time includes some suggestions of Bissell Sweepers. The idea is to interest as many manufacturers as possible, who make labor-saving devices, in putting on a big campaign during the week of April 23-28. The idea is a splendid one and worthy of the support of all retailers. To those who have not received booklets, proofs of electros, window posters, etc., copies will be forwarded on request.

WHAT OTHER PAPERS SAY

PATRONAGE AND POLITICS

It has become a time-honored plank in the platform of Opposition parties in Canada—whether Dominion or Provincial, Liberal or Conservative—to advocate that the civil service be taken out of politics and the patronage system abolished. And it has become a time-honored custom for Governments—the same Governments which have been in Opposition—to maintain the ancient political custom of taking those spoils which to the victor belong. Usually it might be remarked in passing, one gains the impression that the efforts of the Opposition are more for the purpose of creating a division of the House and manufacturing campaign material, than with the sincere idea of really abolishing a system which it has countenanced in Opposition and probably will again countenance in power. The recent debate in the Ontario Legislature was merely an incident in the career of the system.

This employment of the patronage system is one of the greatest menaces to the public welfare involved in the policy of Government ownership. If a Government refuses to employ efficient methods in the services which it already controls there is no guarantee that it will do so if it controls others. In fact, the whole history of the methods of political parties is to the contrary, and they will undoubtedly continue so as long as the present system of appointing the men who run the country's business is followed.

The patronage system is only one example of the inefficient methods employed in the present administration of Canada's public business. No one could imagine the great executive heads of private enterprises choosing their employees in this way. Put these same executives in control of the Government departments and put them beyond the sordid influences of politics and the patronage system and many other examples of inefficiency will die a sudden death. Until such time as this is done, and so long as the patronage system exists, practical business men will lend their strength to oppose the mob-ridden policy of Government ownership.

SLOW-COLLECTION PROBLEMS

From American Hardware Dealers' Magazine

The National Association of Credit Men are fully justified in claiming most excellent work in the detection of fraud on part of local associations. Many cases might be cited in proof of this statement, one of which is as follows: Three bright, newly driven nails led to the exposure, in Hammond, Ind., of an attempt to cheat and defraud creditors. The investigation in this case began when the debtor wrote his creditors, to whom he owed about \$11,000, that he had become insolvent, and proposed to pay twenty-five cents on the dollar. He accompanied his offer with the certified statement of experts that 25 per cent. was all that could be hoped for out of the stock in evidence.

Suspicious that all was not right, a number of creditors employed legal advice, a petition in bankruptcy was filed, receiver appointed, who took possession and started to take an inventory. The receiver found that within the last four months the debtor had bought \$9,000 worth of high-priced goods, but that there was only about \$3,000 worth of goods of a cheap order on the shelves, and no indication that the \$9,000 worth of goods had been sold, the evidence on the books being that only cheap goods were sold.

When at work in the store, a short time after taking possession, the receiver noticed the heads of three new nails embedded in one of the bulkheads under a show window. The bulkhead was ripped open, and merchandise

worth \$5,000 found. Other goods were found in other like hidden recesses.

A search of the cellar was made, where there was a stack of boxes reaching to the ceiling. It was evident that the boxes were empty, but they resisted, and investigation showed that they were nailed together, and when removed, a door in a concrete wall was disclosed, the door leading to a cellar extending to the rear from the main cellar, in which were goods not yet removed from their packages in which they had been received.

The history of such cases would warrant the debtor fully in expecting that his twenty-five per cent. offer would have been accepted without much question. The case simply indicates that credit grantors cannot afford to accept compromise offers without most careful investigation in which they control.

PATENTS FOR STAINLESS STEEL

From the Ironmonger.

Stainless steel has never been patented in this country, although a number of Sheffield firms are manufacturing and selling it, but Mr. H. Brearley, the inventor of the material, has been granted patent rights in France, Italy, Canada, the United States, and Japan. The Firth-Brearley Stainless Steel Syndicate (Lim.), a private limited company, of which the registration was announced in *The Ironmonger* of March 3 (p. 49), has been formed for the purpose of working these patents, either by granting licences for the manufacture of the steel or by selling it direct, as may be expedient. The company is described as "steel, file, saw, and edge-tool manufacturers and merchants, and cutlery," and the directors are Mr. F. W. Best and Mr. J. W. Fawcett, who are connected with Thos. Firth & Sons, Limited, the first makers of stainless steel; Mr. H. Brearley, a director of Brown Bayleys Steel Works, Limited, and of the Rustless and Stainless Steel Co., Limited; and Mr. J. Maddocks. In the United States the material is the subject of two separate patents. The published specification of one of these shows that the inventor claims the right of applying stainless steel to the manufacture of hardened, tempered, and polished articles of manufacture, and also to hardened, tempered, and polished cutlery blades.

THE MAKING OF LINOLEUM

From Metallurgical and Chemical Engineering

The process of making linoleum was invented by Frederick Walton in England in 1860 and the product was first brought out under the name of Kamptulicon, but later received the name of linoleum. The foundation is jute burlap. For manufacturing linoleum the very best grade of cork must be used and ground very fine in a buhr mill.

The bonding material for the cork powder is what is known in the trade as cement. For this purpose linseed or other drying oils are used. The linseed oil must be of good quality. The oil is first boiled, as in paint-making, and the process of drying is facilitated by adding a small quantity of oxide of lead. From the boiling tanks the oil passes to pieces of light cotton fabric known as scrim, which hang vertically from iron bars. The oil is poured over the scrim and what adheres to the surface at a temperature of about 100 deg. Fahr. becomes hardened. This operation is repeated from time to time until there is a coating on the scrim

of sufficient thickness, when it is cut down and ground between rollers. The usual thickness of the skin on the scrim is 1/2 in. The ground oil is then mixed with resin and kauri gum until the whole mass is homogeneous and forms the cement.

The cement and cork are then mixed together, and if the linoleum is to be plain the coloring matter is added at this stage. The mixture is then rolled on the jute burlap backing, there being two cylinders to effect this operation and secure evenness of the layer. The printing of the design is done by machinery. Rising and falling color blocks are used, this motion aiding the repetition of the design. Each set of blocks has its own color and all the different colors have to be printed before the design is complete. The movement of the linoleum under the printing blocks is continuous.

THE STEEL CORPORATION'S BRIEF

From Iron Age

Although the decision of the United States Circuit Court in the Steel Corporation dissolution suit was a victory for the defendant for the reason that the court failed to sustain the allegations made by the Government and the judges united in a decree dismissing the petition, the brief which has just been filed by the corporation in the Supreme Court of the United States shows very clearly that the attorneys hope for a more decisive victory in the final decision. In the very able review of the case which they have submitted, the attorneys aim to show that some of the conclusions advanced by Judge Woolley, which he expressed in the opinion filed for himself and Judge Hunt in the Circuit Court, were not well founded. In the belief of the corporation attorneys, Judge Woolley was unduly impressed by the claim of the Government that the formation of the companies afterward acquired by the Steel Corporation was the cause of the increase in prices in 1898 and 1899, and the brief points out that this apparently was one of his principal reasons for holding that they were monopolies and were acquired by the Steel Corporation to reap the benefit supposed to flow from monopoly. The brief quotes from testimony of numerous witnesses to show that Judge Woolley's opinion on this subject was not justified.

As to various points in the testimony, an effort is made to show that Judge Woolley was in error in regard to the Gary committee meetings and the attorneys deny that the meetings raised or maintained prices "as mistakenly stated by Judge Woolley, or that they attempted so to do." In regard to the efforts of the Steel Corporation to steady the market, the brief asserts that Judge Woolley misapprehended the defendant's position when he stated that its assumption of credit in preventing extreme fluctuations was somewhat of an admission that it with others controlled prices by artificial means.

The country will await with interest the decision of the Supreme Court in this case not only as to the main points involved but also as to the methods of reaching conclusions. If the counsel succeed in so clarifying the case that the judges will be able not only to reach a unanimous decision but also to agree upon all the reasons for reaching that decision, it will indeed be a great victory for the corporation.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Hardware markets are still showing considerable activity, and during the past week many important price changes have been recorded. Among many lines which have advanced in price during the week are scales, lumbering tools, braces, cabinet and trunk locks, anvils, oakum, tinned iron, pressed or ship spikes, sheets and plates, corrugated sheets, wrought staples, shelf brackets, gasoline and coal oil, brass tubing and joints. Some makers of stoves have advanced prices about 10% on stoves and ranges. Ready-mixed paints have advanced 25c per gallon. Putty has advanced 25c per 100 lbs., and the differential between standard and pure has been changed from 80c per 100 lbs. to \$1. Winnipeg market reports this week show one of the heaviest budgets of price changes in many weeks. All wire products are decidedly firm in price, also iron pipe and wood screws. The freight congestion is easing off.

MONTREAL MARKETS

MONTREAL, March 29.—There is a 10 per cent. advance coming into force on, almost all lines of stoves and ranges from the end of the present month. Lumbering tools are up, and some lines of black and galvanized sheets show changes. Some shelf goods and some of the heavies are advanced this week, and there are predictions regarding wood screws, which have already advanced in the United States. Cabinet and trunk locks are amongst the interesting lines advanced this week. The rising tendency in iron and steel does not seem to have reached its summit yet. Apart from the advances in paint prices, which will be noted in the pages devoted to paint markets, the present week has been distinguished by several further marked upward movements in the various lines of hardware and metal goods.

Shelf Goods And The Heavies Show Changes

SHELF GOODS, ETC.—Again the week has been rather barren of changes in the lines of shelf goods affected by the general rising tendency of the markets, but there may be a number of changes in price upwards before long. Some interesting lines have registered changes this week, not all in shelf goods, but occupying the change list men, and buyers of large wholesale firms considerably in revising lists.

Brass Tubing Up

For brass tubing (closed point), following advanced prices are quoted in

Montreal:— $\frac{3}{8}$ -inch, 8c; $\frac{1}{2}$ -inch, 9c; $\frac{5}{8}$ -inch, 10c; $\frac{3}{4}$ -inch, 14c; $\frac{7}{8}$ -inch, 15c; and 1-inch, 17c.

Brass Joints

Brass joints, per 100 feet, are quoted $\frac{1}{4}$ and $\frac{1}{2}$ -inch, \$15.50; $\frac{3}{4}$ -inch, \$19.50; 1-inch, \$23; $1\frac{1}{4}$ -inch, \$35; $1\frac{1}{2}$ -inch, \$50.

Wood Screws Up in U.S.A.

It is noted by wholesalers in Montreal that wood screws have advanced by 10 per cent. over former quotations in the United States for flat-head screws, and 20 per cent. for other kinds, and the tendency is felt to have a strong bearing on the Canadian situation in this line. Present discounts here are shown in current quotations.

Scales Have Advanced

Burrows, Stewart & Milne scales and the Warren Scales Co.'s list, also other scales well known in Canadian hardware circles, have all advanced this week by changing discount to 15 per cent. off. Formerly this was 20 per cent. off.

Stanley Braces Advance

Stanley braces have advanced over the whole list by 5 to 10 per cent.

Cabinet and Trunk Locks Up

Cabinet and trunk locks (American-made mostly) have advanced on an average of 10 per cent. over the whole range of these known to the hardware trade in this country.

Meat Choppers to Advance

There is an advance coming, according to advices in wholesalers' hands, in the lines of meat choppers made by Landers, Frary & Clark, the extent of the advance not yet notified.

Vacuum Bottles Also

The same firm's lines of vacuum bottles will be advanced also by a new listing or alteration of discount to be announced shortly.

Lumbering Tools Up

Pink's lumbering tools are up again by at least 10 per cent. on all lines, and all other makes are equally advanced.

Anvils Advanced

Peter Wright anvils have advanced again. The 50-lbs. size is priced $22\frac{1}{2}$ c; 60 lbs., 22c; 70 lbs., 21c; and 80 lbs. or over, 20c per lb.

Tinned Iron Up

One firm of metal merchants in a considerable way of business has advanced tinned iron by 1c a pound this week to \$18.50 and \$19, as in current quotations under this head.

Oakum is Up

U.S. navy oakum is quoted now at 18 cents a pound, and plumbers' oakum at \$8.50 per hundred pounds.

Binder Twine Prices

May Shortly Appear

ROPE, TWINE, ETC.—No changes are reported this week in the market for ropes, twines, and cordage of the principal heavy goods classes known to the trade; but the market for Manila and sisal is very firm indeed. If anything, the tendency is towards greater firmness rather than less as regards Manila products, but advances are not immediately in sight at time of writing. The rope and cordage trade is busy at present, for demand is active in view of opening of navigation, and the approach of various spring and summer activities in constructional enterprise using cordage. Binder twine prices are expected within a few weeks now. Much depends upon the opening of the market for this product in the United States. While high prices are to be expected, there may be rather easier tendencies than conditions would warrant, but prices are practically certain to be above the record of former opening quotations.

Pressed or Ship

Spikes Advanced

NAILS, WIRE, ETC.—The market for wire and nails remains as reported upon last week, with the base price for wire nails still \$5.25 as then quoted, and for wire of various kinds as mentioned

in current quotations. Miscellaneous wire nails have been advanced in Montreal by a change of discount on the miscellaneous list to 60 per cent., instead of 65 per cent. This change took place in Toronto, as recorded last week, and was announced later in Montreal. The market for nails and the wire products is very firm. One large firm quotes pressed or ship spikes at \$5.20 base now—a considerable advance over the previous \$4.60 base price for these.

Advances in Various Lines of Sheets

Montreal

SHEETS, PLATES, ETC.—Advances have been recorded by one large firm in Apollo galvanized sheets, which have been scarce on the market for a considerable time. The new quotations are: For 16-gauge, per 100 pounds, \$7.80; 18-20-gauge, \$7.95; 22-24-gauge, \$8.15; 26-gauge, \$8.35, and 28-gauge, \$8.65; 10 $\frac{3}{4}$ oz. plates are quoted at \$9, and for case lots the price is 15c less per 100 lbs. These prices apply to such orders as are usual in the hardware business. The same firm quotes higher on black sheets, which are advanced by other firms, but not to the same extent. The higher prices quoted by the firm mentioned are 10-gauge, per 100 lbs., \$7.25; 12-gauge, \$7.35; 14-gauge, \$7.10; 16-gauge, \$7.15; 18-20-gauge, \$6.40; 22-24-gauge, \$6.45; 26-gauge, \$6.50; and 28-gauge, \$6.60. In current quotations the prices quoted by other firms are given. These are 50c higher than last week's scale of prices, and the advanced prices apply to the orders usually sent in from the hardware trade in general. For larger orders another firm quoted only 25c per hundred pounds higher than last week's quotations, and these advances only applying to gauges from 10-gauge to 20-gauge, 22 to 28-gauge being still quoted at last week's prices. For Colborne Crown galvanized plates slightly higher quotations than prevailed last week were found in one quarter as applied to gauge 26, which was quoted at \$8.75, and 28, which was quoted at \$9.10; other gauges as in current quotations, and less 25c for case lots.

Stoves and Ranges Advance Ten Per Cent.

Montreal

STOVES, RANGES, ETC.—As definitely indicated in **HARDWARE AND METAL** last week, the market for stoves and ranges has been subject to such firmness of tone that an advance was justified. The advance has taken place, or will have taken place by the time this reaches type. Ranges and stoves, heaters, etc., have undergone a 10 per cent. advance for most regular lines. There are a few exceptions to the 10 per cent.



Bernard Partridge, in. Punch.
Winged Victory.
To the Honor of Our Air Services

ratio of advance, these being one or two popular lines of lower-priced stoves, heaters, and ranges, which have been advanced only 5 per cent. Conditions in the iron and steel market generally, and in all markets for materials used in the manufacture of stoves and ranges, are responsible for the rise. The market for iron and iron products has been steadily going from firm to firmer, and the manufactured article in these lines could no longer maintain old price standards.

Iron and Steel Market Very Firm

Montreal

IRON AND STEEL.—Indications are still towards increasing firmness in the market for iron and steel, but there have been no alterations of prices upwards during the week following last report. There is increasing firmness in the market for pig iron, the Canadian price of \$43 per ton on foundry iron quoted last week showing the trend in that direction domestically. Iron pipe prices are maintaining the scale of last week's quotations still, but there is increasing doubt as to supplies of these. Boiler tubes in considerable call are firmly priced, but have not advanced as yet, though advances are not unlooked for. The prices for the usual range of bar iron and the various lines of steel remain as last week's quotations.

Common bar iron, per 100 lbs.	\$ 3.80
Refined iron, per 100 lbs.	4.05
Horseshoe iron, per 100 lbs.	3.85
Norway iron	11.00
Mild steel	4.50
Band Steel	4.50
Sleigh shoe steel	4.50
Tire steel	4.70
Toe calk steel	5.40
Mining tool steel, per lb.	0.13 $\frac{1}{2}$
Black Diamond tool steel, per lb.	0.14 $\frac{1}{2}$
Spring steel	6.25
Single reeled machinery steel	6.25

Lead and Zinc Goods Firm; Not Advanced

Montreal

LEAD, ZINC, ETC.—The market for lead and zinc products is this week steady at the firm prices of recent quotations, and the outlook is for steadiness. Demand for the lead and zinc products is not abnormal for the season, there being good activity in all the lines of the plumbing trade, involving quite a considerable call for the materials of the industry. With the market for lead in the ingot still firm, though only a little advanced for small quantities, the prices of lead products show no advancing tendency for the present, and the solders are steady, as previously quoted.

Lead pipe, lb.	\$0 16	....
Lead waste pipe, lb.	0 17	....
Lead traps and bends	Plus 10%	....
Lead wool, lb.	0 16	....
Lead sheets, 3 lbs. sq. ft.	0 17	....
Lead sheets, 3 $\frac{1}{2}$ lbs. sq. ft.	0 17	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 16	....
Cut sheets, $\frac{3}{4}$ c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 37	....
Solder, strictly, lb.	0 35	0 37
Solder, commercial, lb.	0 23	0 33 $\frac{1}{2}$
Solder, wiping, lb.	0 33	....
Solder, wire, lb.		0 52
Zinc sheets, per lb.	0 33	....

Slight Shading In Old Materials

Montreal

OLD METALS.—While the market for old cast iron is firmer this week, and the low quotation prevailing during the past few weeks has disappeared in favor of the higher quotation per gross ton, there has nevertheless been an easing tendency in old metal prices lately. Lead in the old metal market is worth about a quarter of a cent less than last week's quotations. Zinc is about half a cent easier, and the market for old rubbers is again easier in tone, with prices shaded down by fractions of a cent. The reduction did not reach quite half a cent, three-eighths being quoted as the downward trend in old rubbers and gumboots. Rubber tires in the old material market remain as quoted last week, being about level in market. Anticipations of metals at even easier prices owing to the possible effect of the United States becoming one of the Allies in the great war were mentioned in connection with this branch of the metal market, but without assurance. Demand and supply of old metals are inactive for the present.

Tea lead	\$0.07	....
Heavy lead pipe	0.08 $\frac{1}{4}$	....
Yellow brass	0.16	....
Red brass	0.21	0.21 $\frac{1}{2}$
Light brass	0.10	....
Heavy zinc	0.09 $\frac{1}{2}$	....
Heavy copper	0.27	....
Old cast iron, per gross ton		21.00
Stove plate, per ton	11.75	....
Old rubber, boots and shoes	0.06%	....
Overshoes, lumbermen's rubber boots	0.05%	....
Auto tires	0.05	....

Tin is Still the Busiest in Metals

Montreal

INGOT METALS.—The market for the principal ingot metals is rather quiet, the only feature being the strength of tin which maintains, and rather intensifies itself since last report. There are transactions in most of the metals mentioned from day to day, but the bulk of the metal business at this season is inclined to hold off awaiting opening of navigation for its renewal of activity. Railroad difficulties are still rather persistent, and these add to the disposition to wait for opening of navigation where time permits.

Tin Maintains Strength

TIN.—What is occurring in primary markets as regards tin has not become evident, but the prices show every tendency to firmness, and quotations are higher this week for both small and larger orders. From \$58 to \$60 per 100 pounds is quoted, the lower figures for the larger orders.

Lead Unchanged

LEAD.—In quiet market still this week, lead is quoted at prices unchanged

TORONTO MARKETS

TORONTO, March 29. — Price changes this week are numerous.

The changes are all in the upward direction which would seem to indicate that manufacturers of the finished products are now using high-priced raw materials and therefore are forced to make the advances. This is particularly noticeable in goods into which malleables enter. Freight congestion is easing off somewhat, although embargoes in the United States on shipments to Canada are still numerous, but with the return of spring and the opening of navigation it is anticipated that congestion will disappear to a large extent.

Tools and Cabinet Locks Go Higher

Toronto

SHELF HARDWARE.—There have been a number of advances in shelf hardware during the week and wholesalers anticipate there will be a continuation of these advances if the United States gets into the war for which there seems a strong probability. Some of the lines in which there have been advances tools, braces, cabinet locks, hinge hasps, wrought staples, safety hasps, shelf brackets, medium hinges.

Yankee Tools Up 10 Per Cent.

An advance of 10 per cent. has been made effective in all lines manufactured by North Bros. of Philadelphia, which

from last week's figures, \$12.25 to \$13. For small consignments the higher quotation applies, \$12.75 being also quoted.

Copper is Quiet

COPPER.—Quiet and if anything a shade easier in market tone is the condition of copper at present. The effect of the United States merchants in this metal having covered the Government requirements at their patriotic low figure has influenced an easier tendency all over. Quotations were from \$38.50 to \$39.50 per hundred for small quantities, and \$37 or as low as \$35 per hundred pounds for much larger orders.

Spelter Steady

SPELTER.—Steady in price and uneventful in market, spelter is quoted at from \$13 to \$14 per 100 pounds, according to order. Demand is light for spelter.

Antimony Easier

ANTIMONY.—The easier tone in metals prevails this week in regard to antimony also, and quotations are shaded down to \$28 for large orders, and \$30 per 100 pounds for smaller supplies.

Aluminum Firm

ALUMINUM.—Steady and inclined to firmness, aluminum is this week quoted at \$72 per 100 pounds, and some demand is reported.

includes their line of Yankee tools and ice cream freezers.

Stanley Goods Higher

New price lists have been issued by the Stanley Rule and Level Company on braces, breast drills and tool sets. In the instance of the braces an advance of approximately 5 per cent. is provided for.

Cabinet Locks Move Up

American makes of cabinet locks have been increased in price approximately 10 per cent. in such brands as the Eagle and Yale.

Discount on Hinge Hasps

A new discount announced by the manufacturers on hinge hasps provides for an increase, the new quotation being now 20 and 2½ per cent. off list prices.

Wrought Staples Increase

By the changing of the discount on wrought staples an advance has been provided for. The discount off list was formerly 70 per cent. whereas the discount is now 60 and 10 per cent.

Safety Hasps Go Up

Safety hasps is one of the lines that has been increased in price during the week. No. 915 in 3-inch is now quoted at \$1.10 per dozen, 4½-inch at \$1.45 per dozen and 6-inch at \$2.30.

Shelf Brackets Up

Wrought steel shelf brackets is another of the many lines of steel goods

that has joined the march upward in price, the advance amounting to approximately 10 per cent.

Medium Hinges Also Higher

Two weeks ago an advance was recorded in the price of heavy and light tee and strap hinges. Medium strap and tee hinges have also been increased in price, now being quoted at 8 per cent. off list as compared with 15 per cent. formerly.

Pump Prices Increase

Pump manufacturers have announced an increase in the price of pumps and the discounts have accordingly been changed as follows: R. F. S. Pumps with B. L. and B. B. cylinders, 25 per cent.; cistern pumps, 25 per cent.; set lengths, 20 per cent.; iron cylinders, 25 per cent.; brass lined cylinders, 10 per cent.; brass body cylinders, net list, pump leathers, steel and wood pump rod, couplings for wood pump rod, net list; pump repairs, net list; rotary pumps, horizontal pumps, deep well supplies, drive well supplies, drive well points, 30 per cent.; pitcher spout cistern pumps, 35 per cent.

Scales Have All

Been Increased

Toronto.

SCALES.—By the change in the discount an increase of approximately 7½ per cent. has been made effective in Champion and standard scales. Where formerly the discount was 20 per cent. off list it is now 15 per cent. off list. Stamping charges remain unchanged. The advances follow the upward trend in raw materials.

Furnaces Advance

10 to 20 Per Cent.

Toronto.

STOVES, ENAMELWARE.—Some manufacturers have advanced the price of furnaces from 10 to 20 per cent. during the week. Manufacturers report that there has been more than the usual amount of inquiry for electric stoves and ranges during the week. This demand is apparently coming from the smaller centres that now have the hydro-electric power in the community. In preparation for the summer months dealers are now getting out their stocks of refrigerators which will be sent out to their customers early in April. Bookings on these lines have been made in advance. The trade in oil stoves is booming at present and manufacturers are getting ready to make big shipments about April 1. Many retailers have been taking in their stocks ever since the first of the present year in anticipation that they might not be able to get good delivery late when the demand set in. Enamelware has been going into consumption freely and stocks are getting low in manufacturers' hands.

Conditions are shaping toward the time when dearer raw materials will soon be reached and manufacturers will of necessity have to increase their price. Quotation held steady during the week.

Spring Shipments of Cordage Now Going Out

Toronto.

CORDAGE.—Cordage companies are now busy sending out orders that have been booked for spring delivery. Retailers have to the end of the month to complete their contract and say whether they will take the full supply ordered at prices prevailing at time of ordering. In almost every instance the dealers are taking their full supply. Small twines are also going good and are in brisk demand. As yet the prices on the present season's binder twine have not been announced but are awaited with a great deal of interest. The fibre market holds in a firm position and there seems small likelihood of easier conditions so long as the freight situation holds as at present.

Gasoline and Coal Again Advance 1c

Toronto.

GASOLINE, COAL OIL, BENZINE.—Effective on Thursday of this week and advance of 1c per gallon on gasoline has been recorded which now makes the wholesale selling price 31½¢ and 32¢ per gallon. Benzine has also been moved upward and is selling 1c under the price of gasoline. Coal oil has shared in the general firmness for oil products and has been increased 1c per gallon also. Canadian prime white and Royalite are now selling at 16c per gallon, Palacine at 19c, Lampoline at 15c and Electrolite at 18c. With the coming of spring weather the demand for gasoline is starting to increase, although the consumption during the winter months for motoring purposes kept up remarkably well. The price of gasoline is now at a record level as the highest point reached last year was 28½¢ and 29c per gallon. It will be observed that it is now selling at 3c a gallon higher than at the highest point last season and there is every indication that the high point for the coming summer has not yet been reached. With the United States at war there would be an extra demand for oils of all kinds and the railways, busy with carrying war materials in the United States, would not be able to give the service to Canadian refiners in the shape of delivery. While the crude oil has not advanced in the Mid-Continent field producers are grumbling and there is strong probability that they will be moved up.



No, we're not going to break off relations.

Wire Nails Are In Increasing Firm Market

Toronto.

NAILS, WIRE.—As yet there has been no advance in the price of wire nails but the market is one of increasing firmness. In the United States it is freely predicted that there will be an advance of 60c per hundred made in the immediate future. Should this occur the market in Canada will undoubtedly advance in sympathy. Wire rods are now quoted at Pittsburg at \$85 per ton and it is considered questionable whether an order could be placed at this price for shipment within the next three months. Canadian nail manufacturers continue to be very busy in the manufacture of nails. There is a good demand for nails, even at the present high prices. Wire products are all in firm market. Standard steel wire nails are quoted at \$4.95 base. Prices on wire are given in current quotations.

Black Sheets Again Increased In Price

Toronto.

SHEETS, PLATES.—A further advance of 10c to 25c per hundred pounds has been recorded in the price of black sheets. In some instances the base size of No. 10 gauge is now quoted at \$6.40 while in others they are quoted at \$6.50. For the base size of No. 28 gauge the price is quoted at \$6.75. Boiler plates remain the same as last week, being quoted at \$6.50 per hundred pounds. Galvanized sheets are in firm market. Some dealers report that shipments have been arriving better during the past week than for some time past. One dealer received twenty-five cars during the week, some of which had been on the road for three months from Pittsburg while others left there only ten days ago. These sheets have been going into consumption at a good rate and it is anticipated that dearer first

costs will soon be reached by local dealers. Following are the prices on black sheets:

	Per 100 lbs.
No. 10 gauge, base	\$6.40
No. 28 gauge, base	6.75
¼-inch (boiler plates)	6.50
Differentials for other gauges: No. 12 gauge 10c higher than No. 10; No. 14 gauge 20c less than No. 10; No. 16 gauge 10c less than No. 10; Nos. 18-20 gauges 5c less than No. 10; Nos. 22-24 gauges same as No. 10; No. 26 gauge is 10c less than No. 28.	

Heavier Gauges of Corrugated Sheets Up

Toronto.

CORRUGATED SHEETS.—An increase of \$1 to \$2 per 100 square feet has been made effective in the price of corrugated sheets in the heavier gauges. No. 28 gauges is still quoted at \$6.50 and No. 26 at \$7. On No. 24 gauge the price has been increased from \$10 to \$11, on No. 22 gauge from \$12 to \$13.25, on No. 20 gauge from \$14 to \$15.50 and on No. 18 to \$20. Painted corrugated sheets have also been increased and quotations are now as given below:

	Per 100 Sq. Feet	
	Galvanized	Painted
No. 28 gauge	\$ 6.50	\$ 5.50
No. 26 gauge	7.00	6.25
No. 24 gauge	11.00	8.50
No. 22 gauge	12.25	10.50
No. 20 gauge	15.50	13.00
No. 18 gauge	20.00	16.50

Boiler Tubes Have Made 10% Advance

Toronto.

BOILER TUBES.—As intimated in **HARDWARE AND METAL** last week boiler tubes have made an advance of approximately 10 per cent. during the week. This advance follows a similar one recently put into effect at the Chicago and Pittsburg centres. In these columns last week it was stated there was a strong probability that these tubes would advance. There has been a good demand for both the cold drawn and lapweld tubes. On the cold drawn the increases range all the way from, \$2 per 100 feet to \$9 on the heavier sizes. On the lapweld the increases range from \$1 to \$5 per 100 feet. Following are the new prices:

	Per 100 Feet	
	Cold Drawn	Lapweld
1-inch	\$24.00	\$
1¼-inch	30.00	.....
1½-inch	32.00	25.00
1¾-inch	32.00	25.00
2-inch	35.00	26.00
2¼-inch	37.00	.....
2½-inch	44.00	33.00
3-inch	47.00	38.00
3¼-inch .....	.....	45.00
3½-inch	59.00	48.00
4-inch	74.00	60.00

Iron and Steel Are In Heavy Demand

Toronto.

IRON AND STEEL.—There has been a continuation of the heavy demand for iron and steel of all kinds and existing stocks are dwindling. Prices held steady during the week but as soon as the dearer materials are reached by

dealers there will in all probability be an advance in the price locally. This point is rapidly approaching, according to dealers.

	Per 100 lbs.	
Common bar iron	\$ 4.25	
Common bar steel	4.50	
Refined iron	4.65	
Angles, base	5.00	
Horseshoe iron	4.50	
Norway iron	7.50	9.00
Mild steel	4.50	4.75
Tire steel		4.75
Toe calk steel	3.15	5.25
Sleigh shoe steel	4.60	4.75
Band steel	4.75	5.00
Spring steel	6.00	6.50
Mining tool steel	17.00	18.00
Sheet cast steel	25.00	35.00

Discount on Coaster

Wagons Has Been Altered

Toronto.
COASTER WAGONS.—New prices on coaster wagons provide for a change in the discount. Following are the list prices on the various sizes: No. 00, \$32 per dozen; No. 0, \$41 per dozen; No. 01, \$63 per dozen; No. 1, \$76 per dozen; No. 2, \$84 per dozen; No. 3, \$93 per dozen; No. 4, \$106 per dozen. These prices are subject to a discount of 37½ per cent.

Old Materials Are In Strong Market

Toronto
OLD MATERIALS.—Although there has been a good demand for old materials of all kinds, and the market gives evidence of considerable strength, there have been no advance during the week, quotations holding steady. In the ingot copper market there was an easier tendency during the week by ¾c per pound, but this has not affected the price of scrap copper as yet.

	Per lb.	
Tea lead	\$ 0.06½	
Heavy lead pipe	0.09½	
Yellow brass	0.17	
Red brass	0.22	
Light brass	0.10	
Heavy zinc	0.09½	
Heavy copper	0.29½	
Old cast iron, per ton	18.00	
Stove plate, per ton	14.50	
Old rubbers, boots & shoes	0.08½	
Overshoes, lumbermen's rubber boots	0.06½	
Bicycle tires	0.02½	
Auto tires	0.06	

Solder Has Advanced ½c to 1c Per Pound

Toronto
LEAD AND ZINC PRODUCTS.—An advance of 1c per pound has been recorded in guaranteed solder, which now makes the selling price 35c per pound. Strictly solder has been advanced ½c, and is now quoted at 32¾c. Lead pipe and lead sheets have held steady during the week. There has been a good demand for lead and zinc products of all kinds.

Lead pipe, lb.	\$0.16	....
Lead waste pipe, lb.	0.17	....
Lead traps and bends	10% on list	
Lead wool, lb.	0.15	....
Lead sheets, 3 lbs. sq. ft.	0.15¾	....
Lead sheets, 3½ lbs. sq. ft.	0.15¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.15½	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0.35	....
Solder, strictly, lb.	0.32¾	....
Solder, commercial, lb.	0.31¾	....
Solder, wiping, lb.	0.31½	0.32
Solder, wire, lb.	0.35	....
Zinc sheets, per lb.	0.25	....

Ingot Metals Firm and Unchanged
INGOT METALS.—The demand for all ingot metals continues good, and prices have held firm at the quotations of last week.

COPPER.—An interesting feature in the market has been the purchase of 45,500,000 pounds by the U. S. Government at a shade better than 16½c a pound. Although this is about 20c lower than the market, prices have not as yet declined, but the tone is a little easier. The amount of copper involved, however, is not very important compared with the annual production, although further transactions on the same basis might

probably materially affect the market. The effect so far has been to cause consumers to hesitate in placing orders. Local quotations are unchanged and nominal at 39-40c lb.

TIN.—Additional strength has developed in the market as a result of higher prices in London. The demand, however, has been light, and New York prices are still nominal. Local prices unchanged at 55c-57c lb.

LEAD.—Prices are steady at last week's reduced quotations. The "Trust" price of 9c New York is still held, with independents ½c to ¾c higher. Local quotations are still 12c to 13c lb.

SPELTER.—Stocks are light in the face of a good demand. Prices locally range from 13c to 15c lb.

ANTIMONY.—There continues to be a scarcity of antimony, with very little metal offering. The market is quiet, with quotations nominal and unchanged at 35c per pound.

ALUMINUM.—The market is strong, but demand is light. Quotations are unchanged at 68c per pound.

PIG IRON.—The market continues very strong, with urgent demand for all deliveries. Prices continue to advance in the U. S., affecting practically all grades of pig iron. At Buffalo, lower grade foundry irons are being quoted at \$39, furnace, and higher silicon grade, \$40 furnace. Domestic pig iron is still quoted at \$43, but an advance may be looked for shortly.

LONDON MARKETS

LONDON, March 28. — The milder weather of the past week or so has helped to stimulate trade. Spring lines such as poultry netting, spades and shovels, rakes, etc., are moving freely. There is also a good trade for household goods such as paints, varnishes, washing machines, wringers, etc. Prices for the

most part have held firm during the week with advances recorded in some lines. Business has been very satisfactory during the week.

Putty Advances 25c.

An advance of 25c. per hundred pounds has been made in the price of standard putty, which now makes the selling price



Preparing a large siege gun for another round on the Western front.

\$3.55 per hundred pounds in bulk casks, \$4 in 100-lb. drums, \$4.10 in 25-lb. drums, \$4.35 in 12½-lb. irons. Bladders in barrels are quoted at \$4.25 per hundred pounds.

Prepared Paint Up 25c.

An increase in the price of mixed paints has been made effective during the past week and colors and whites are now quoted at 25c. per gallon higher. Prices will be found in current quotations pages.

Whiting Has Advanced 25c.

An increase in the price of whiting has been made during the week to the extent of 25c. per hundred pounds. Plain in barrels is now quoted at \$1.75 per hundred pounds.

Higher Price Expected on Pumps.

There is a firm market for pumps of all kinds and advances in these lines would not come as a surprise in the near future.

Rakes and Hoes Now Sold List and Discount

London.

RAKES AND HOES.—In past years cheap malleable rakes and hoes have been quoted net list, but this year are being quoted from list and discount. Following are the list prices: Blued hoes, \$4.45 doz.; blued rakes, 12-tooth, \$4.45 doz.; blued rakes, 14-tooth, \$4.85 per dozen. Above prices are subject to a 40 per cent. discount.

Screen Doors in Good Demand

With the coming of spring a good demand is developing for screen doors and spring hinges. Plain grained screen doors are selling at \$11.35 per dozen, mission grained filled and varnished at \$17 per dozen, panel screen doors at \$20.50 dozen and panel with oval, grained filled and varnished, at \$24.30 per dozen. Spring hinges No. 20 are quoted at \$11 per gross. Screen wire is being quoted at \$2.75 per 100 square feet in 100-foot rolls and \$2.80 in 50-foot rolls. Bronze screen wire is selling at 14c. per square foot.

Net Prices on Churns

With the coming of the butter-making season there is a good demand developing for churns. Net prices for barrel churns figure at 30 per cent. discount are as follows: No. 0, \$6.30 each; No. 1, \$6.30 each, No. 2, \$7 each; No. 3, \$7.70 each; No. 4, \$9.10 each; No. 5, \$11.20 each.

Asbestos Paper Higher

An advance in asbestos paper and asbestos millboard has been made effective during the week. The former is now quoted at \$11 per 100 pounds and the latter at \$12 per 100 pounds.

Electric Goods Up 10%

An advance of approximately 10 per cent. has been made in the price of Canadian Beauty electric goods, which includes electric irons, toasters, etc.

Linseed Oil Steady

There has been a steady market for

linseed oil during the week and prices have remained unchanged. In 1 to 2 barrels raw is quoted at \$1.40 per gallon, and boiled at \$1.43. In 2 to 5 barrel lots the price for raw is \$1.39, and boiled \$1.42. For 6 to 9 barrels the price

is \$1.37 for raw, and \$1.40 for boiled.

Turpentine Unchanged

The price of turpentine remained unchanged at 76c. per gallon in single barrel lots and 75c. per gallon in 2 to 4 barrel lots, with 5-gallon lots at 83c. per gallon.

WINNIPEG MARKETS

WINNIPEG, March 29.—Perhaps not since prices on various lines started to aviate materially have so many items come in for revision as during this present week; most certainly not in the past few months have so many important changes been noted in one market report.

During the week advances have been recorded in Black and Galvanized Steel Sheets, Window Glass, Wire Nails, Fence Staples, Barb Wire, Bar Iron, Tin Plate and Terne Plate, all important to the retail trade and representing fairly big jumps in each instance. For some time past through these columns, **HARDWARE AND METAL** has intimated that the limit to the prevailing high prices was not in sight and those retailers who have protected themselves against these advances are in the right position to take advantage of these new quotations.

Many Heavy Advances In Prices

Winnipeg

The new prices issued on Fence Staples represent one of the greatest advances made during the week. Present prices are 60c. per keg higher than those formerly ruling, making to-day's basis for bright: \$5.30 at Fort William and \$5.70 at Winnipeg, per keg.

Poultry Netting Staples have also advanced and are now selling: 7/8 in., Bright, in kegs, 10c., lb.; in boxes, 11c. lb.

Bar iron has advanced 30c. per 100 lbs. and to-day's base price is \$3.90.

Nails and Wire Go Still Higher

Winnipeg

The high level attained in present quotations on Barb Wire bring up the fencing question again and although Woven Fencing has also increased, present prices are much lower in proportion to these new barb wire prices than for many months, and retailers would do well to push the sale of woven fencing against the inhuman use of barb wire. The cattle and horses ruined every year by being caught in barb wire fencing would more than pay the small additional cost of a proper woven wire fence. Present prices on barb wire follow, a single jump of 40c. per spool.

Per spool, Fort William: Lyman, \$4.20; Glidden, \$4.05; Baker, \$4. Winnipeg:

Lyman, \$4.50; Glidden, \$4.35; Baker, \$4.30.

Only one small advance of 10c. per keg would be necessary to bring prices on wire nails to the basis predicted in these columns as likely to be ruling by May 1st and about five weeks more in which to see this go into effect. The advance during the week of 30 cents brings present prices to an exceedingly high level, but as yet no curtailment of orders has been felt. We understand manufacturing conditions are little improved and that undoubtedly a shortage may result unless almost a miracle is effected very soon. The present basis on wire nails is as follows: Fort William, \$5; Winnipeg, \$5.40, per keg.

Another increase in Tin Plates and Terne Plates of \$1 per box is noted for the week and new quotations will read for Tin Plate:

Per Box: I. C., 20 x 28, \$21; 20 x 33, \$25; I. X., 20 x 28, \$22.50; 20 x 33, \$26.75.

Terne Plates, \$17 per box

Black and Galvanized Sheets Advanced

Winnipeg

A straight increase of 50c. per 100 lbs. on all gauges of black and galvanized sheets is represented in new prices just issued on these two lines. In each case the present quotations represent new high levels, and the demand does not seem to be greatly affected by the advanced figures. Best prices now being made are as shown herewith.

Galvanized Iron, Apollo or Premier, per 100 lbs.: 10¾, \$9.25; 28 \$8.95; 26, \$8.65; 24, \$8.50; 22, \$8.50; 20 and 18, \$8.35.

Black Iron Sheets, per 100 lbs.: 28, \$7; 26, \$6.90; 24 and 22, \$6.85; 20 and 18, \$6.80; 16 and 14, \$7; 12 and 10, \$7.25.

Big Advance In Window Glass

Winnipeg.

The situation in regard to window glass remains acute and American manufacturers seem to be plainly "up against it," both in regard to supplies and labor. No great shortage has been noticed as yet locally, but when present stocks are exhausted (and they are becoming low) it will be extremely difficult to renew same. The present advanced prices seem justified in the face of existing conditions. Single glass advances from 75c. to \$1 per 100 ft., and Double Thick is \$1 to \$1.25

higher than previous prices made; the outlook is such that further high marks may be made in the very near future and buying for the balance of the year even at to-day's prices would seem to be good business. Quotations onw being made as represented by the advances mentioned are:

Window Glass—		Case	
		Single	Double
0-25	.....	\$ 8.75	\$12.75
40	.....	9.75	14.75
50	.....	12.50	16.50
60	.....	13.00	17.25
70	.....	14.00	18.50
80	.....		20.00
85	.....		23.00
90	.....		24.25
95	.....		25.50
100	.....		29.00
105	.....		32.25
110	.....		27.50

Plate Glass—15% discount.

Ammunition Prices Are Revised

Winnipeg.

A revision has been made in prices on 22 metallic ammunition, but only the 22 long are affected. New quotations for U.M.C. and Dominion makes are:

Per M.: 22 long blk., \$4.80; 22 long smokeless, \$6; 22 long smokeless H.P., \$6.40; 2 long rifle blk., \$5.60; 22 long rifle smokeless, \$7; 22 long black H.P., \$5.20.

Sand and Emery Paper And Cloth Higher

Winnipeg.

It is not so long back since new prices were issued on sand paper and emery cloth, but these lines are again prominent this week with advanced prices as represented in the figures below:

Star		B. & A.	
Sand Paper—	Quire	Ream	Quire
00½	7.20	.45
1	7.50	.47
1½	8.10	.50
2	8.70	.55
2½	9.30	.60
3	10.80	.67

Emery Cloth, Crocus—		Quire
00½	.....	\$1.80
1	.....	1.90
1½	.....	2.00
2	.....	2.20
2½	.....	2.35
3	.....	2.50

Many Miscellaneous Lines Advanced

Winnipeg.

Below will be seen items familiar to every retailer and as many of these have only recently undergone price revisions, the tendency throughout the many lines combining the hardware man's stock can easily be determined. In each case, quotations shown represent advances.

Maydole Hammers, per doz.: 1, \$12.35; 1½, \$11.40; 11, \$12.35; 11½, \$11.40; 12, \$10.70.

Thumb Latches, Steel, per doz.: 2, \$1.90; 3, \$2.50; 4, \$4.45.

Barn Door Latches, per doz.: 5, \$2.50; 8, \$2.75; 9, \$3.85.

Yale Night Latches, per doz.: 42, \$29; 042, \$27.25; 44, \$33.10.

Grindstone Fixtures per doz.: 1, \$6; 2, \$6.50.

Plow Pulleys, each: Chain 2, 85c.; Rope 3, 90c.

Well Wheels, per doz.: Steel 10 in, \$8.20; 12 in. \$9.80.

Mrs. Potts' Iron Handles, per doz.: Common, \$1.15; Improved, \$1.50.

Jack Screws, discount 30%.

Drive Well Points, discount, 50%.

Oil and Turps Unchanged.

No further change is noted for the week in the prices ruling on Linseed Oil and Turpentine, quotations remaining firm with demand fair. The present basis is as follows:

Linseed Oil, per gal., bbl. lots: Raw, \$1.40; boiled, \$1.43.

Turpentine, per gal.: 85c. bbl. lots; 88c. ½ bbl. lots; 90c., 5 gal. and 1 gal. lots.

BREAKING NEWS OF A CASH SYSTEM

(Continued from page 31.)

even 24 months' credit to a maximum of three months, or, as an alternative, a note at interest for three months, with no more credit until this is met.

"My reason for the change was that I had so many accounts open," writes Mr. Frise, "and customers seemed to think they must not pay anything on the account, only once a year, namely, November or December, and a great many not then unless urged to do so.

"Then some would settle with a note, and before the note came due would owe for as much or more than the note, and then want to renew note for another three or four months."

"The Wave of Rising Costs"

Mr. Frise very wisely started in his announcement by referring to present conditions: "The wave of Rising Costs in these unprecedented times compels us to shorten our terms of Credit. During the past six years my customers have been given twelve months' credit, thus compelling me to finance for more than my share."

This was done last September, and he notified his customers that all accounts then standing must be paid within 30 days of October 1, and that accounts incurred after October 1 must stand no longer than three months, and then be settled by cash or note; the latter to extend no longer than three months, "so that no accounts will overlap."

Many Advantages

"The advantages I will derive from the new system are numerous," says Mr. Frise.

"More ready money at seasons of the year when I need it to meet payments. Less bookkeeping. More profit to me. as I will be able to take all discounts, which amounts to quite an item each year. No asking for renewals from the wholesaler, which will be much appreciated by them."

"It will also help to weed out slow

accounts, on which no one can make any money.

Did Not Write Personal Letters

"I did not write personal letters regarding the new terms," he adds, as most of them read the paper, and I had 500 copies printed, which I either put in with their accounts, or put in their parcels.

"I also put notices up in the store where everyone could see them.

Ladies Understood Need of Change

"It certainly stirred up a lot of the ladies," he adds, "as most of my business is done with them, and they readily understand the need of such a change.

"Some of the men do not relish the idea of settlement every three months, as they say at times it is hard to get the ready money.

"But I say to them they can give me their note for three months, which practically gives them six months in which to get the money.

"I do not think a single customer will quit the store on account of the change (and this was written over five months after October 1).

"I intend to adhere strictly to the new terms, as under the old system accounts ran from 12 and 18 to 24 months before I could get them settled. I will render accounts every three months.

"By doing this, no account will get so large that it will cause a customer an inconvenience in paying it."

For those who are not prepared to insist on an absolute cash basis, the plan of Mr. Frise may prove helpful.

An Inquiry From Owen Sound

HARDWARE AND METAL has received also an inquiry from The Christie Bros. Co., Limited, Owen Sound, asking for information as to "the cash system of conducting the hardware business." We will deal further with this in a subsequent issue.

A PLOT AGAINST THE MUSKRAT

(Continued from page 29.)

none the less certainly—into a sphere which it occupies all by itself, like an act of a public or private man gives him for the time being the centre of the stage, and an indelible impression upon the public mind. Here is one sphere where the window trimmer can exercise his art to an unlimited degree, and be certain that he is working along the line that is dear to the heart of the "boss," the production of a first-class selling medium.

Charles H. Waybrant, who for the past six years has been with the Steel Company of Canada, at the Toronto office, has joined the staff of Baines & Peckover, iron and steel merchants, 98 Esplanade E., Toronto.

WEEKLY PAINT DEPARTMENT

Mixed Paint Prices Moved Upwards

Advance in Prices Predicted For Many Weeks Becomes an Established Fact —
Comparison of Increases in Cost of Raw Materials and Mixed Paints.

THE inevitable has happened in the paint trade, and a substantial advance has been made in prices of ready-mixed paints. For many weeks past **HARDWARE AND METAL** has repeatedly stated that paint prices would have to go to higher levels unless costs of raw materials were greatly reduced. Even when the last advance took place in the fall of 1916, it was stated that the advance was not as great as was warranted by the costs of raw materials. The advance of 25 cents per gallon which has just been made, it is asserted, does not by any means represent the extent of an advance warranted under present conditions. From information at present available, even at the recently advanced prices, the manufacturer would not be able to show a profit if he had to figure his costs on present market prices on raw materials.

The following brief table will give some idea of the respective advances in ready-mixed paint and in raw material costs during the past two years:

Advances in Ready-Mixed Paint Prices

	Apr. 15 1915	To-day's Prices	Pctge. Advce
High Grade White.....	\$2.00	\$3.20	60%
High Grade Ordinary Colors	2.00	2.95	47½%

Advances in Raw Material Costs

	Apr. 15 1915	To-day's Prices	Pctge. Advce
	Gal.	Per Gal.	Gal.
Linseed Oil ..	\$.80	\$1.35	70%
White Lead in Oil	\$9.40	15.30	65%
Boxes			75% Advance
Labor			50% "
Varnish Gums			30% "
Zinc			60% "
Cans			65% "
Tinting Colors	100	to 500	100% "

Dealing with the labor question and the percentage of increase that applies only to wages, the paint manufacturer deals more or less with common labor, and while he is paying 50% more in wages, he is getting 50% less in efficiency, and therefore his production, through common labor, is costing him really about 75% more than it did in ordinary times. This condition exists not only in the paint business, but in other industrial lines. Even the rates of freight and cartage have advanced and this item means an additional cost of thousands of dollars to the paint manufacturer. His raw materials, with the exception of cans, are all very heavy, and his freight charges on each car of raw material runs into several hundred dollars.

This naturally must be added to the producer's cost and be considered as part of raw material cost.

It is therefore evident that the manufacturers seem to have considered the retail merchant and the influence of high prices on the merchant's business, and during the era of rapidly advancing prices on raw materials, some at least have sacrificed profits rather than place too heavy a burden on the retailer. That condition, naturally, cannot go on indefinitely, but it seems as though in making this last advance, the manufacturer still had the merchant's interest in mind, otherwise it is hard to understand why an advance in the price of finished paint was not made in proportion to the advances in raw materials.

It is stated on reliable authority that the manufacturers, had they not considered the dealers' interests, and incidentally their own, would have advanced their price at least 50c per gallon, which it is claimed would have been justifiable under present costs of raw materials.

Plenty of Warning

If there are any merchants who did not secure their supplies before the advance, they themselves are largely to blame. For many weeks, and even months, **HARDWARE AND METAL** has pointed out that higher prices were bound to come. Two weeks ago it looked as though the advance was bound to come almost immediately. **HARDWARE AND METAL'S** market report at that time (March 17), stated in part, as follows:

"No one who has paid any attention at all to the trend of the markets for raw materials can fail to have noticed that prices of raw materials have gone far ahead of their quotations when the latest advance in paint prices was made known in the fall of last year. Transportation troubles such as have since prevailed were then undreamt of. Metal prices such as even now prevail were hardly thought likely. The near famine in linseed oil was not expected, though a pessimist might have predicted it in a blue moment, and would have been very properly squelched for depressing his community. Now all the almost unbelievable difficulties that have beset the paint manufacturing business really happened, and are still happening. Consequently nobody need grumble or feel aggrieved if paint prices advance even before the sorting order business of the present spring season is disposed of. Nothing definite has been done as yet—at time of writing—but there will be wisdom in preparedness as regards paint supplies."

The following week, March 24, **HARDWARE AND METAL** stated in part:

(Continued on page 50.)



JAMIESON'S Pure Prepared Paints

The quality of Jamieson's Paints gives them a long life after application.

This feature and the ease with which Jamieson's are applied without fuss or muss has kept Jamieson's Paints on the market for over fifty years, and what interests you—the dealer—is our liberal profit.

Have you looked into our proposition? Let us tell you about it.

R. C. JAMIESON & Co., Limited, Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

A Name That Brings \$ \$ \$

MURESCO—there is no magic about this name; it brings sales and profits to you because of its common-sense qualities—*Utility*—*Durability*—*Convenience and Economy*.

Used in Cottage, Mansion and in Public Building—the Best Wall Finish—Wears Well, Looks Well and is Easily Applied.

We have a proposition that will interest you. Write us about it.

Benjamin Moore & Co., Limited
West Toronto, Canada



If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 29.—In next paints and putty the strongest features of the market for the paint lines are found this week. Both commodities have advanced as predicted by this paper last week. It is noted that there is a very good business season opening for the retailer in paint, and those retailers who wisely purchased their stocks noting the trend of the market as indicated by **HARDWARE AND METAL'S** reports from week to week recently will be reaping their reward since 1917 promises to be a 'painting year.' The market for all the paint ingredients looks very firm still, and orders for white lead in oil and for putty are not being taken for beyond May 15. Linseed oil is still very uncertain as to supply though a slight movement in the flax seed to Montreal crushers has been noted this week.

Mixed Paints Show Predicted Advance

MIXED PAINTS.—As definitely predicted by **HARDWARE AND METAL** for several weeks past mixed paints have advanced in price. The state of the market for raw materials has made the former prices no longer possible commercially. The price of linseed oil alone would have justified advances, and linseed oil is not the only advancing ingredient in mixed paint. An advance of 25 cents per gallon on all first quality House and Porch paints is registered above the previously prevailing prices. Verandah paint advances 25 cents per gallon. Marine paint is up 25 cents a gallon, but Dory paint, the lower priced grade of marine paint is advanced only 15 cents a gallon. Barn paint and all flat wall paints are up 15 cents a gallon. A ten per cent. advance over previous prices of all coach and automobile enamels is also registered this week, and there are minor proportionate advances on various miscellaneous colors. As a striking evidence of the fact that raw material prices fully justified the advances now recorded it may be mentioned that merely to purchase and mix the mere materials for plain white paint at present market prices would show that it is impossible to mix a gallon of white paint from the raw materials with-

out its costing more than the present price of a gallon of ready mixed white paint from the manufacturer. This opinion is based on the prices of zinc and of lead in five ton lots, and the oils in barrel lots, and the question of fine grinding and mixing is left out of the calculations. Whether the top notch in paint prices has been reached yet or not is a matter for market experts to study out as the weeks go on. It all depends on the raw materials, and the ways the war and its accompanying peculiar conditions affects them.

Linseed Oil Position Very Slowly Improves

LINSEED OIL.—Although a few cars of flax seed reached Montreal since last report, and though the crushers are in hopes of being able to supply the market without necessity for stint as the railway facilities improve, the situation is by no means one of unqualified relief. A very few cars have been secured for the transportation of the seed and these are being loaded and rolled along Eastwards. But the speed developed is at best only a snail's-pace as compared with former days, and the crushers while mentioning that quotations must be considerably in advance of former ex-car figures, and well above the dollar mark, are not ready to encourage demand, but only able to take care of a proportion of previously booked contract orders. Paint manufacturers are not quoting linseed oil very willingly, and still hold off the market. Quotations made were \$1.40 per Imperial gallon for raw linseed oil, and \$.42½ per Imp. Gallon for Boiled. These figures are for one barrel lots.

Turpentine a Shade Easier, But Retained

TURPENTINE — Owing to conditions in the primary market, and also a little to gradually improving railway service for bringing in new supplies, the local market for turpentine showed this week some slight slackening off from the temporary firmness of the past few weeks. The market was still inclined to fluctuate, reports from Savannah having varied a little in strength and weakness, but the easier trend was apparent, and quotations shaded down from the higher figures of last week's report to

a range of from 77 cents per Imperial gallon to 79 and 80 cents. The tendency to conserve supplies was still present, however, and quotations are made only for one barrel lots, and to customers with steady business to offer, until freer conditions of transportation prevail.

White Lead in Oil Quiet and Steady

WHITE LEAD IN OIL.—No change is reported in the condition of market for white lead in oil, though there is the prevailing firmness in regard to the pig metal and oil. Holding its record height in price for Canada, this product is quiescent at that, the figures being \$14.80 per hundred pounds for one ton lots, and \$15.10 per hundred pounds for lots of less than one ton at a time. Here and there chances may occur for large buyers to secure slightly easier prices, but the product is still in firm market, and especially when in metal containers. Although white lead in oil thus maintains the price prevailing for some time back, in spite of the strength of the market for raw materials, orders cannot be accepted for delivery at these rates after May 15.

Putty Advances by 25c Per Hundred

PUTTY.—As indicated in the mention made of putty in **HARDWARE AND METAL** last week and in previous issues the market for raw materials, and containers almost beyond question assured advances in the prices for putty of the various qualities. For putty not to have advanced would have meant that manufacturers were still ready to absorb quite serious increases in cost of production, and there are limits to that kind of thing. The limit was reached and putty prices have advanced 25 cents per hundred pounds for the standard, and the commercial grades. This, it is said, is a moderate movement to meet conditions in the market for raw materials, and the further change in regard to the differential between standard and pure putty is also moderate. The new differential is now \$1. Formerly the figure was 80c. Considering the condition of the market for pure linseed oil and for whiting, the advance now registered is considered fully justifiable, whiting having for long been seriously high in price, and linseed oil practically at famine prices if obtain-



The Paint to Feature

is the one which does a job that equals the rosy expectations of the purchaser. The paint which can be depended upon to give uniform satisfaction can never cause complaint to you from your most particular customer.

B-H "ENGLISH" PAINT 70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

has been making good for so many years it is regarded by hundreds of merchants as standard.

You will build bigger sales by featuring it prominently.

In towns where we are not represented, we have an attractive agency proposition to progressive merchants.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

If interested, tear out this page and keep with letters to be answered.

able at all. For bulk putty in casks the quotations now are \$3.35 per hundred pounds f.o.b. Montreal. Orders will be accepted for delivery at these prices up to May 15 only.

Hint of Red Lead

Advance Perhaps

RED LEAD. — Indications are very strongly present on the market this week to the effect that red lead from England is one of the latest commodities to come under the ban of export embargo. This would indicate a very marked possibility that English red lead will advance in price, and this may possibly affect the market for the Canadian product also.

TORONTO

TORONTO, March 29.—The outstanding feature of the paint trade during the week has of course been the advances in mixed paints and putty. There has been a slightly easier feeling in linseed oil and prices have declined in certain instances. There is a continued undertone of strength in linseed oil although prices have been inclined to lower levels. The demand for mixed paints continues to be very gratifying and indications point to a good trade during the spring and summer. White lead held steady in price during the week, the only change being in the booking dates which have been extended from April 1 to May 15 at present prices. Turpentine supplies are not heavy in this market and arrivals are slow owing to the shipping situation. Putty has also made an advance during the week in conformity with the advance in mixed paints.

Linseed Oil Inclined

To Lower Quotations

Toronto.

LINSEED OIL.—There was an inclination in the local market to grade prices toward lower levels on linseed oil, the range being from \$1.37 to \$1.42 for single barrels of raw oil as compared with \$1.40 to \$1.44 for the same class of oil last week. This does not indicate that there is an easier tone to the market in general but rather that dealers are satisfied to sell their oil on a narrower margin. There is an undertone of firmness in the market owing to the world shortage in flaxseed and in the Canadian market because there is still difficulty encountered in getting supplies of seed from the Canadian West. A few cars of seed arrived at Ontario points during the week but crushers are not getting anywhere near the quantity they would like. Some crushers have been unable to get any at all during the week. The price of flaxseed at Win-

nipeg held very steady during the week. On Wednesday of last week the cash product at Winnipeg closed at \$2.62½ per bushel and on the same day this week it closed at \$2.62¾. There was therefore a net gain of ¾c during the week. The highest point reached during the week was \$2.63 and the lower was \$2.62¾, the range therefore being within ½c per bushel. Receipts of seed at Winnipeg were fairly good, 108 cars having been inspected during the week as compared with 102 cars during the previous week, or an average of 18 cars per day. Following is the range of prices:

	Raw. Per gal.	Boiled. Per gal.
1 to 2 bbls.	\$1.37-\$1.42	\$1.39½-\$1.44½
3 to 5 bbls.	1.36- 1.41	1.38½- 1.43½
6 to 9 bbls.	1.35- 1.40	1.37½- 1.42½

Mixed Paints Have

Been Increased 25c

Toronto.

MIXED PAINTS.—An advance of 25c per gallon on all mixed paints has been made effective during the week by paint manufacturers. This increase does not come as a surprise as the matter has been referred to at length in these columns on different occasions when it was stated that an advance was highly probable owing to the high costs of raw materials, cost of containers and the labor cost. While the advance has amounted to 25c the manufacturers assert that this does not cover the advance that was warranted in the face of the high cost of materials and other things. There has been a disposition to keep prices down lest higher prices should shut off the demand somewhat. Most of the spring business has been booked, however, and deliveries are now being made on these contracts. The increases will only affect sorting orders and orders that have been slow in placement. The new prices will be found in the current quotations.

Turpentine in Firmer

Tone in Primary Market

Toronto.

TURPENTINE.—There has been a firmer tone to turpentine during the week owing to the difficulty of getting additional stocks locally and also to the fact that in the primary market at Savannah there has been an advance of 2½c per gallon during the week from the low point recently reached. In the United States there was a better tone to the market due to moderate buying in the South. Supplies in dealers hands in that country are somewhat low and it is anticipated there will be more activity in a buying way as soon as more favorable weather arrives. Locally importers are still having difficulty in get-

ting shipments. One concern was out of the market altogether during the weather owing to the non-arrival of additional supplies. Stocks that arrived recently have been taken up readily. Quotations remain unchanged for the most part at the 76c level while the lower quotations given last week are not made this week owing to the concern being out of stock.

Per Imp. gal.

1 barrel lots	\$0.76
2 to 4 barrels	0.77
5-gallon lots	0.84

White Lead in Oil

Held in Steady Market

Toronto.

WHITE LEAD IN OIL.—Although there was a disposition to look for higher prices on white lead in oil at the same time that the mixed paint prices were increased, still no change transpired. Pig lead in the primary market held up well during the week at \$9.62 to \$9.87½ per hundred pounds which indicated a slight recession from last week. But the market for the pig lead is in a firm position and white lead in oil reflects the condition as evidenced in the pig. Demand for white lead in oil still continues light. Prices remain unchanged during the week at \$15 per hundred pounds in ton lots and \$15.30 in less than ton lots.

Putty Increased

25c Per Hundred

Toronto.

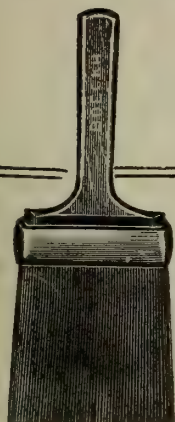
PUTTY.—Due to the scarcity of whitening and the high price, together with the high price prevailing for linseed oil, an advance has been made effective of 25c per hundred pounds in the price of putty. Bulk in casks is now selling at \$3.55 per hundred pounds, in 100-lb. drums at \$4, in 25-lb. drums at \$4.10, in 12½ lb. irons at \$4.35 and bladders in barrels at \$4.25 per hundred pounds. An advance in this commodity took place within recent weeks. The differential between standard and pure putty has been advanced for 80c per 100 lbs. to \$1.

Shellac Prices Are

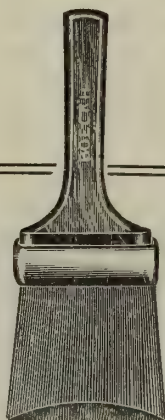
Still Tending Upward

Toronto.

SHELLAC.—The steadily upward price of shellac within recent weeks still continues, an advance being recorded this week in the price of pure white varnish shellac, the range now being from \$3.50 to \$3.75 as compared with \$3.50 to \$3.60 last week. Finest white shellac also shows a tendency to move to higher levels, quotations as high as 72c per pound being made. In the primary market for gum shellac, there



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Rubber Set
Paint & Varnish
Brushes

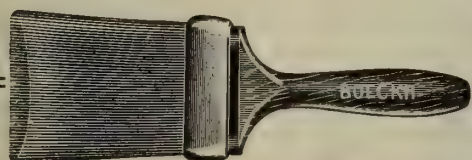


Security and Convenience

The Security of Boeckh's "Steel Grip" Rubber Set Brushes lies in the feature that they cannot and will not shed the Bristles.

The compressed Nickel Ferules and the "Steel Grip" Process give added protection to the bristles, which are firmly gripped in the best Vulcanized Rubber—guaranteeing security and long, satisfactory wear.

Convenient. Because they do their work more quickly and surely, on account of the excellence in Material and Workmanship, these brushes are most economical to use. *Guaranteed for use in any liquid used in the manufacture of Paint or Varnish.*



The Boeckh Bros. Company,
Ltd.

Toronto

Canada



Why Berry Brothers' brands mean bigger varnish business for you

ONE of the many practical reasons why Berry Brothers' made-in-Canada Varnishes are in such wide demand is their uniformity. Their quality is always high grade and never varies.

The earned reputation for quality and uniformity has established in the mind of the buyer a feeling of implicit confidence in our label.

This is a valuable sales-making asset for all dealers handling Berry Brothers' products.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONT.

is a continued firmness with no indication that any easier tone is in sight.

Shipments of Glass Slow in Arriving

Toronto.

GLASS.—Importers are having difficulty in getting their shipments of glass which are now due to arrive. Although the embargo has been lifted on the Grand Trunk Railway at Niagara Peninsula points arrivals have not improved as yet to any considerable extent. The demand for glass from the sash and door factories of the Canadian West is reported to be improving which would seem to indicate that some building is contemplated in that district this season. Quotations on glass range from 10 per cent. to 15 per cent. off list.

MIXED PAINT PRICES MOVED UPWARDS

(Continued from page 44.)

"Unless all market indications are belied, there will be a change in prices of mixed paints before next week's issue of this paper is published. At the time of writing there was still no change, but the market condition of extreme firmness was maintained, and there was widespread word of something to be expected in the way of an advance. Nothing official had been done or notified to the trade as regards prices to the retailer, but the conditions so very persistent during the past few months have had the inevitable effect, and it is claimed the market can no longer stand the strain of rising prices of raw materials without advancing the product in price also. That there will be "an appreciable advance" in paint prices was the opinion of one firm. That the filling of spring orders being about completed, and the season for sorting orders just on the way, the present time is opportune for the alterations of prices to suit conditions was the view expressed by another manufacturer. For a long time now the market for raw materials has been advancing, and for a long time **HARDWARE AND METAL** has been pointing out to readers the trend of the markets indicating that an advance in mixed paints was first possible, and later probable under the circumstances. Now it would appear that the manufacturers having seen their customers safely over the bulk of the spring supply business, and having carried a considerable burden of anxiety during the very ominous trend of the markets for raw materials, are about to take the necessary steps to meet conditions that prevail and seem likely to persist for the best part of the present year even if wars end and markets begin to oscillate back to old accustomed standards. Markets

will not likely swing back very suddenly to old conditions." Details of the latest advance are given in the weekly paint market reports elsewhere in this issue.

RELIEF FOR MANITOBA TRAVELERS.

Bill to Grant Privileges for Hotels in That Province to be Introduced—Provides Director of Hotel Accommodation.

A bill will shortly be introduced in the Manitoba Legislature, which, if it goes through, will give the hotels so many privileges and monopolies as to make the business worth while.

It is suggested that a director of public accommodation be appointed, assisted by an advisory board of five members, to deal with all hotel matters. Wherever necessary, municipalities will be given the power to establish and operate "municipal hotels."

The new bill is the result of the deliberations of a special committee of the Legislature appointed some weeks ago to study the situation. It will be introduced by the chairman of this committee, J. H. McConnell, the member for Hamiota.

Among other provisions to aid the hotelmen are the following:

Municipalities will be authorized to make grants as high as \$1,000 to help keep a hotel running, such grants to be approved by the votes of the ratepayers.

Hotelmen may apply for an investigation by a county judge who may, if conditions warrant, confirm, vary or rescind the lease.

At the present time some hotelmen claim to be running at a loss since they have lost their liquor business and yet are obliged to carry out the provisions of the lease.

An Advisory Board.

The bill provides at the outset for the appointment of a "director of public accommodation." An advisory board of not more than five members and to be known as "the provincial advisory board of public accommodation" is to be appointed by Order-in-Council.

The director, however, is to be the big man behind the whole scheme and upon him will devolve the administration of the Act.

Municipalities are given power by the Act

to give the "public hotels" certain rights and privileges. They can limit the number of licenses to be issued in any year within their municipal limits to "public hotels." They can refund in whole or in part taxes to any licensee of a public hotel. They can provide for the establishment of public libraries or reading rooms in the public hotels. Municipalities may also grant licenses for and regulate the sale of tobacco, cigars, cigarettes, as well as the providing of meals and lodging by restaurants, cafes, boarding, lodging or rooming houses and the maintaining and operating of pool and billiard rooms for bowling alleys. However, this section of the Act is not to apply to private houses where private board or lodging is supplied.

BRITISH IMPORT RESTRICTIONS

From Weekly Bulletin Department of Trade and Commerce.

As is now well known, there are many articles which the British Government has declared, for various reasons arising out of the war, shall not be imported into the United Kingdom without a license therefor being granted by the Controller of Import Restrictions, 2 Carlisle Place, Westminster, London, S.W. Such import restrictions, however, were issued with a view to controlling the imports rather than prohibiting them. These British import restrictions apply to British dominions for permission to import, such goods into the United Kingdom must be made to the Controller of Import Restrictions by the United Kingdom importer.

It has been the practice, however, of the Department of Trade and Commerce at Ottawa to assist Canadian exporters, through the Canadian High Commissioner's office in London, whenever possible in connection with difficulties which have arisen by reason of such British import restrictions.

The Department of Trade and Commerce has no power to grant licenses to import goods into the United Kingdom. It can only assist, and will do so, when the case so justifies it, in presenting the facts to the High Commissioner so that he may endeavor to prevail on the Controller of Import Restrictions to issue a permit for the import of the goods desired.

Sisal Commission States Its Case

Rejoinder Put in by Regulating Organization of Yucatan Against Claims of United States Government Agents.

FOLLOWING the action recently started by the United States Government against the Regulating Sisal Commission of Yucatan because of the alleged existence of a monopoly, the Regulating Commission has made its rejoinder in the Federal District Court to the charges thus made. It states that the Commission was organized by the Legislature of the State of Yucatan and that prior to 1915 there was no real competition in the purchase of sisal or the sale of it to the manufacturers of binder twine. The defendant company claims that the purchase of the sisal fibre was confined to two agencies of American manufacturers or persons acting in their interest and that these interests were enabled and did by agreement between themselves, fix the prices at which the farmers of Yucatan must sell their product or have it left on their hands unsold. Such a condition it is

asserted by the Commission produced a condition of the most oppressive character upon the inhabitants of the state, practically all of whom were engaged either as farmers or laborers in the production of the sisal fibre. The Regulating Commission was an outgrowth of this condition in an effort through the sanction of the Legislature to improve the industrial condition of the people. The Commission asserts that while the price of fibre is high this year that the condition is common to all fibres and has been brought about by economic conditions. It is claimed that the advances in sisal have not been in greater proportion than advances which have taken place in most other commodities. In the meantime local cordage men and farmers in general await with keen interest the announcement of binder twine prices in the near future.

RAMSAY'S VARNISH STAIN

In
Business
75
Years



In
Business
75
Years

TWO THINGS YOU WANT!

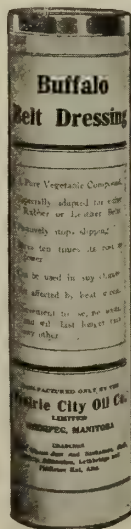
Profits and Satisfied Customers. Both are yours if you handle RAMSAY'S VARNISH STAINS.
Don't hesitate. Time is Money.

A. Ramsay & Son Co., Montreal Branches, Toronto and Vancouver

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited
WINNIPEG, MANITOBA

?? ? Ask us for

Wrapping Papers

Twines

Brooms Brushes

Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; **C. B. Caps,** 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok- or 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, \$3.50 per M.; R.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.25; 22 long smokeless, \$7.50; 22 long rifle smokeless, \$8.75 per M.

Sporting Cartridges — Centre Fire Smokeless—303 Winchester, \$32.75 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½, \$3.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$3.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80.

Shot, standard, 100 lbs., Toronto, \$4.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ¼ c per lb.; f.o.b. Montreal, Toronto, Hamilton. London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16.....\$ 6.00	12/16.....\$ 7.00
4/16..... 5.00	13/16..... 8.25
5/16..... 5.00	14/16..... 8.25
6/16..... 5.00	15/16..... 9.50
7/16..... 5.00	16/16..... 9.50
8/16..... 5.00	18/16..... 9.50
9/16..... 6.00	20/16..... 14.00
10/16..... 6.00	24/14..... 16.00
11/16..... 7.00	

Discounts from Standard List prices:

Common, 65%.

Ford's Auger Bits, 30 and 10%.

Gilmour Auger Bits, 60%.

Rockford Auger Bits, 50 and 10%.

F.O.B. Toronto, Montreal, London and Hamilton.

List Prices Per Dozen.

3/16.....\$ 4.50	12/16.....\$ 7.00
4/16..... 4.00	13/16..... 8.00
5/16..... 4.00	14/16..... 8.00
6/16..... 4.00	15/16..... 9.00
7/16..... 4.50	16/16..... 9.00
8/16..... 5.00	18/16..... 10.50
9/16..... 5.50	20/16..... 12.00
10/16..... 6.00	24/16..... 15.00
11/16..... 7.00	

Discount from above list 33 1-3 per cent, on Irwin Auger Bit.

AXES

Single Bit, doz.....	8 50	11 00
Double Bit	14 00	16 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz.....	10 00	
No. 3, doz.....	10 80	
No. 4, doz.....	11 60	
No. 5, doz.....	13 20	

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 20, 5%.

Standard Quality, 40%.

Side Lace Leather, lb., \$1.35-\$1.45

Cut Lace Leather, lb., \$1.50-\$1.65

BELLS (FARM)

C x 40 lb. 2 00

B x 50 lb. 3 60

A x 75 lb. 4 75

BOLTS AND NUTS.

Carriage Bolts (\$1), list, % in. dia. and smaller, 20%.

Carriage Bolts (\$1), list, 7-16 in., 5%.

Machine Bolts, % in. dia. and smaller, 20%.

Machine Bolts, 7-16 in. dia. and larger, 10%.

Sleigh Shoe Bolts, % in. dia. and smaller, 10%.

Sleigh Shoe Bolts, 7-16 in. dia. and larger, 5%.

Coech and Lag Screws, 30%.

Skein Bolts, 10%.

Square Head Blank Bolts, 10%.

Bolt Ends, 10%.

Plow Bolts, 10%.

Elevator Bolts, 15%.

Fancy Head Bolts, 10%.

Shaft Bolts (\$3 list), 10%.

Step Bolts, large head (\$3 list), 10%.

Whiffletree Bolts, 10%.

Nuts, square, net list.

Nuts, hexagon, net list.

Stove Rods, per lb., 9¼c.

Stove Bolts, 55%.

Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb. 12¼-12½

BRASS

Per lb.

Spring, sheets, 8 in. wide, up to 20 gauge 0 60

Rods, base ½ to 1 in. round 0 55

Tubing, seamless base 0 57

Tubing, iron pipe size, 1 in. base 0 54

Copper I.P.S. 0 58

BARS (Clothes)

3 sections, 4 ft., doz. 5 00

3 sections, 5 ft., doz. 6 30

3 sections, 6 ft., doz. 7 50

BOILERS (Range)

30-gal. Standard 10 50

30-gal. extra heavy 13 00

BOARDS, BAKE

Per doz.

No. 1—18 in.x24 in..... 7 00

No. 2—18 in.x28 in..... 7 60

No. 3—20 in.x30 in..... 8 00

BOARDS (Ironing)

Size 12x60 ins., doz..... 8 00

Size 14x60 ins..... 9 00

Folding, 14x58 ins., doz.... 18 00

Cork covered, doz. 24 00

BOARDS (Sleeve)

Basswood, stationary, doz. 2 25

Folding, per doz. 3 60

BOARDS, STOVE

See list under Wares.

BOARDS (Wash)

Tin Plate Zinc

Pony Dozen \$1 75

Crown 5 55

Dnady 3 75

Improved Globe 2 65 3 85

Standard Globe 2 75 3 95

Original Globe 3 00 4 25

Newmarket King 4 25

Diam'd King (Glass) 4 50

Western King (Enamel) 4 75

Wood, double faced. 1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840 17½%

No. 800 15 %

No. 838 17½%

No. 808 17½%

No. 804 20 and 10%

Nos. 802, 842, 844 25 %

Nos. 810 and 814 12½%

Nos. 820 and 910 25 %

F.O.B. Toronto, Montreal, London, Hamilton.

Chicago Spring Butts—

Chicago Spring Hinges, 10%.

Triplex Spring Hinges, 40%.

Chicago Mortise Floor (5000), 40%

Chicago Relax Floor (6000), 45, 7½%.

Chicago Premier (4000), 25%.

Chicago Ajax (3000), 25%.

Chicago Fire Station, List.

Lavatory Door Hinges, 20, 10, 7½%.

Chicago Screen Door (2000), 50%.

Chicago Screen Door (3000), 25, 5%.

Non-Hold Back Screen Door Steel, 40, 20%.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—¼ in., \$14.70 per 100 lbs.; 3-16 in., \$10.20; ¼ in., \$7.80; 5-16 in., \$6.90; ¾ in., \$6; 7-16 in., \$7.65; ½ in., \$7.45; ¾ in., \$7.25; ¾ in., \$7.15; ¾ in., \$7; 1 in., \$6.85.

B.B.B. chain is priced as follows: ¼ in., \$13; 5-16 in., \$11.10; ¾ in., \$10.30; 7-16 in., \$10.05; ½ in., \$9.85; ¾ in., \$9.65; ¾ in., \$9.50; ¾ in., \$9.35; 1 in., \$9.20.

Fire Welded—7-16 in., \$6; ½ in., \$6; ¾ in., \$6; ¾ in., \$6.

B.B.B. Crane Chain—¼ in., \$9 per 100 lbs.; 5-16 in., \$8; ¾ in., \$7.20; 7-16 in., \$7.20; ½ in., \$7.20; ¾ in., \$7.20; ¾ in., \$7.20; cow ties, 25%; trace chains, 25%; dog chains, 37½%; halter chains, 37½%; tie-out chains, 67½%.

CHURNS

List prices hand churns:—No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$10; No. 5, \$16.

List prices power churns:—No. 0, \$11; No. 1, \$11; No. 2, \$12; No. 3, \$12; No. 4, \$17; No. 5, \$20.

Discount of 30% f.o.b. Toronto.

Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.R., 25%, out of stock

CHOPPERS. FOOD

Universal (doz.)— London

No. 0 \$14 40 \$13 80

1 17 40 16 80

2 20 40 19 80

3 25 80 24 60

CLOTHES LINE (Galvanized)

No. Per M. ft.

17, 7-strand, 100-ft. lengths.. \$6.40

17, 7-strand, 50-ft. lengths.. 6.60

18, 6-strand, 100-ft. lengths.. 4.95

18, 6-strand, 50-ft. lengths.. 5.15

19, 6-strand, 100-ft. lengths.. 4.35

19, 6-strand, 50-ft. lengths.. 4.60

COPPER

Montreal Toronto

Casting ingot, see weekly report

Bars, ½ to 2 in.... 55 00 53 00

Plain sheets, 14 oz., 14x28 in., 14x60 in, 55 00 53 50

Copper sheet, tinned, 14x60, 14 oz. 60 00 54 25

Copper sheet, planished, 14x60 base. 64 00 60 00

Braziers' in sheets, 6x4 base 55 00 52 00

COMBS

Curry combs, list, plus 25%.

CORD (SASH)

No. 6, lb. 0 46½

No. 7, lb. 0 45½

Nos. 8, 9, 10, 12 0 45

CANADA PLATES

Prices nominal.

Montreal Toronto

Ordinary, 52 sheets.. 8 25 7 90

All bright, 52 sheets. 9 00 8 15

Galvanized

Apollo Crown Gorbals

18x24x52 .. 6 25 7 50 9 75

60 .. 6 50 7 75 10 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box

IC, 20x28 base \$22 00

IX, 20x24 base 26 00

IXX, 20x28 base 30 00

IXXX, 20x28 base 24 00

Raven and Murex Grades—

IC, 20x28 base, 56 sheets.. 9 00

IX, 20x28 base, 56 sheets.. 10 00

IXX, 20x28 base, 56 sheets 12 00

IXXX, 20x28 base, 56 sheets 14 00

CHARCOAL TERNE PLATES

Dean or I G Grade—

I C, 20 x 28, 112 sheets, 200 lbs., \$17; 216 lbs., \$18.

COKE, AMERICAN

Bessemer Steel—

14x20 I.C. base 10 00

20x28 I.C., double box.... 20 50

CLOCKS

Big Ben \$2 40-\$2 50

Good Morning, each 1 05

Lookout 1 35

CROWBARS, 5½ to 6c per lb.

DRILLS

Bit Stock Drills, 40%.

Rd. Shk., 40%.

Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.



Are You Ready for Spring Paint Selling?

Are your lines complete? Don't forget that the people of Canada have more money to-day than they have ever had and are bound to spend more than ever to improve their homes.

Don't "be caught napping." Look over your stock now and place your order so that when the demand begins you will get your share with a "full line" of

SHERWIN-WILLIAMS PAINTS & VARNISHES

Get out your signs and store advertising—place your Color Cards handy—dust off your stock and set it to rights—give things a general "Clean-up" and be consistent with your suggestions to others.

Above all things be sure that you carry S.W. Products and profit by the world-wide reputation for reliability, economy and satisfaction that has been created for the best known Paint Trade-Mark.

Ask us for fullest particulars if you want to sell paints that "Cover the Earth."

THE SHERWIN-WILLIAMS Co.

of Canada, Limited

PAINT, VARNISH, & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

Head Office - Montreal

GRINDSTONES	Per 100 lbs.
Over 40 lbs. and 2 in. thick	2 15
Under 40 lbs.	2 45
Mounted No. 115, each	7 00
Bi-Treadle, each	6 75

HALTERS (SNAP AND RING)	Doz.
Russet rope shank, 1 in.	\$ 7 75
Russet rope shank, 1 1/4 in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1 1/4 in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1 1/4 in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1 1/4 in.	16 25

HALTERS (SISAL)	
7-16 in. gross (\$21.60; 9-16 in., \$22.50).	

HAMMERS, SLEDGE	
Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13 1/2

HANDLES (WOOD)	Net
Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.	

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN & PARLOR	
Atlas, No. 0	6 65
Atlas, No. 1	8 05
Atlas, No. 2	8 50
Stearns, 4 in.	6 70
Stearns, 5 in.	9 25
Perfect, No. 1	10 45
Perfect, No. 1 1/2	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	7 00
Steel track, 1 1/4 in.	8 50

HEATERS (OIL)	
No. 520 (120), each	\$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 620 (230), each	5 65
No. 660 (260), each	7 95

HINGES, TEE AND STRAP	List Prices.
Heavy	Strap Tee
4-inch	\$3 00 \$2 55
5-inch	3 70 3 20
6-inch	4 00 3 60

8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch		14 40

Subject to discount of 20 and 10% off list.

Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	7 25
Over 14 in., per 100 lbs.	6 75
Extra hooks for above, % in., per lb.	07
Extra hooks for above, % in., per lb.	6%

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS	English
	Canadian Fox
No. 2, per doz.	2 40 3 25
No. 3, per doz.	2 50 3 70
No. 4, per doz.	2 60 4 00
No. 5, per doz.	2 80
Little Giant	4 40

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.90; No. 1 and smaller, \$5.15; show pattern, No. 2 and larger, \$5.15; No. 1 and smaller, \$5.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$5.35; No. 1 and smaller, \$5.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$6.75; special countersunk steel, all sizes, 0-4, \$7.25; toe weight steel shoes, all sizes, No. 1 to 4, \$7.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$2; No. 2 and larger, \$1.90; "Sharp" No. 2 and larger, \$2.10; "Sharp" No. 1 and smaller, \$2. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, 1/2 in., ft.	0 12
Corrugated, 3/4 in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft. F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	17 50
72x30, 26 gauge, case lots	18 00
Less than case, 25c per 100 lbs. extra.	

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 25
Mrs. Potts, No. 50, nickel-plated, per set	1 35
Mrs. Potts, handles, japaned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs.	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated..	5 50
Princess Electric, each	3 20
Canadian Beaty Electric Irons, each	3 00
Gasoline Sad Irons each	3 75

LADDERS, ETC.

(Step Ladders)	
Shelf-lock	14c ft.
Ontario	19c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-8 ft.	26c ft.
B.T. Iron Bound, 16 ft.	41c ft.
B.T. Iron Bound, 18 and 20 ft.	50c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.
Common and Roped Extension Up to 32 ft.	17c ft.
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.
Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 22 ft. are supplied with supporting legs at three times the price.	
Single and Fruit Picking.	
10 ft. to 16 ft.	13c ft.
18 ft. to 22 ft.	14c ft.

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS	Per doz.
Short Globe, doz.	8 50
Jumbo, doz.	10 00
Jap'd Dash, doz.	11 25
Search Dash, doz.	11 75
Searchlight, No. 20, doz.	19 50
All brass	24 75
Little Bobs	1 75 2 35
Copper well japanned, doz.	14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short	0 65 0 75
Cold blast	0 75
Cold blast, short ruby	2 95 3 00
Cold blast, common ruby	2 75 2 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 55
Steel Thumb, No. 3, per doz.	2 10
Steel Thumb, No. 4, per doz.	3 70
Barn Door, No. 5, per doz.	2 10
Barn Door, No. 9, per doz.	3 20

LEAD

Pig, see weekly report.	Mont'l Tor'to Lb.
Lead wool	0 16 0 15
Sheets, 3 and 3 1/2 lbs. sq. ft.	0 17 0 15 1/2
Sheets, 4-6 lbs. sq. ft.	0 16 0 15 1/2
Cut sheets, 3/4 c lb. extra.	
Cut sheets to size, 1c. lb. extra.	

MACHINES (WASHING)

	List Each
Canadian	9 00
Downsweil	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00

Momentum	16 50
New Century, style A.	16 50
New Century, style B.	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	131 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-Aid	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A.

B.T. Bonnie, style B.

B.T. Ideal

B.T. Ideal Power

B.T. Ideal Water Motor

B.T. Cyclone

B.T. Vollmar, No. 2

B.T. Vollmar, No. 3

Forest City, engine-driven

Forest City, electric

Discount on B.T. Goods 45%.

F.o.b. London, Ont. On shipments of three or more washers, freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

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TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire
Needle Wire
Spring Wire
Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, for Busks
Steel Wire for Metal Fret Saws
Galvanized Wire for Hawfers and
Submarine Cables

J. SHIPMAN & CO., LTD.

ATTERCLIFFE STEEL WORKS & WIRE MILLS,
SHEFFIELD, Eng. Telegrams: "Shipman Sheffield."
Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave,
Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

The "Famous Five" Files Stand the Wear and Tear of Machine Shop Work

They are made from high carbon steel.

The cutting machines are mathematically accurate both as to the number and the depth of the teeth.

The hardening of the file after cutting is done to a fixed standard, which insures its remaining hard and sharp for the longest time when in use.

The "Famous Five" files are standard tools everywhere.

Customers accept them without question.

That's why it pays dealers to handle them.

Specify them when ordering from your jobber.

THEY ARE:

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

Made in Canada by



If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

Size.	C Brand.	Per box of 25 lbs.
No. 3	C Brand.	\$19 25
No. 4		9 25
No. 4½		8 00
No. 5		4 25
No. 6		4 00
No. 7		3 75
No. 8		3 75
No. 9		3 50
No. 10		2 50
No. 11		3 50
No. 12		3 50

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

London, Hamilton, Montreal, Toronto.

Roofing nails, American, large head, keg, \$7.95.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.	
12 inch...\$1.80	48 inch...\$ 6.20
18 inch... 2.65	60 inch... 7.70
24 inch... 3.40	72 inch... 9.20
30 inch... 4.00	84 inch... 10.50
36 inch... 4.75	96 inch... 12.00
42 inch... 5.50	

1½ inch mesh and 19 ga. wire.

12 inch...\$3.50	42 inch...\$10.50
18 inch... 5.00	48 inch... 12.00
24 inch... 6.30	60 inch... 15.00
30 inch... 7.75	72 inch... 18.00
36 inch... 9.00	

1 inch mesh and 20 ga. wire.

12 inch...\$ 4.00	42 inch...\$12.00
18 inch... 5.50	48 inch... 14.00
24 inch... 7.00	60 inch... 17.00
30 inch... 8.50	72 inch... 20.00

(¾ inch mesh and 20 ga. wire.)

24 inch...\$10.50	36 inch...\$15.00
30 inch... 12.75	
(½ inch mesh and 22 ga. wire.)	
24 inch...\$16.50	36 inch...\$24.00
30 inch... 20.10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian

netting, 30, 10% off list.

Montreal, 30% off list.

American netting, 30% off list.

POULTRY FENCING

	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83
Put up in 10, 20 and 30-rod rolls.	

OAKUM

	Per 100 lbs.
Best (American)	\$20.75-\$21.00
U.S. Navy (American)	20 00
Clipper, U.S.	17 00
U.S. Navy (English)	17 50
Plumbers (spun)	\$8.00-\$8.50

OIL

	Montreal	Toronto
Can. prime white petrol	0 17	0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	25-30
Black oil (Summer)	0 14	0 13
Black oil (Winter)	0 14½	0 13½
Cylinder Green	0 38	0 37½
Paraffine	0 21½	0 20½
XXX Machine	0 24	0 23
Fuel oil, bbls.	0 13¾	0 12¾
Fuel oil, tank cars	0 12¼	0 11¼

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	0 12
Coarse jute	0 09½
Square braided hemp	0 28
No. 1 Italian	0 36
No. 2 Italian	0 28

PAPER

	Per 400 ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	62-65

Resin sized, per roll	1 00
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 75
Surprise Fibre	0 67
Tarred Felt, per cwt.	3 35
Asbestos Sheeting, (per 100 lbs.)	\$9.00-\$12.00
Carpet Felt, 16 oz., per 100	\$4.25-\$4.50

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	\$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	7 00	6 50
6 to 7 lbs., doz.	7 25	6 75
7 lbs., doz.	7 50	6 75
7 to 8 lbs., doz.	8 00	7 00
8 lbs., doz.	8 00	7 50

PINS, COTTER

Cotter pins, 85% discount.

PINS, CLOTHES

	Per case
Selected full count	
5 gross, 4-in. (loose)	\$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

Buttweld—Black Galvanized

	Per 100 feet
¾ in.	\$ 4 50
¾ in.	3 78
¾ in.	3 78
¾ in.	4 93
¾ in.	6 10
1 in.	9 01
1¼ in.	12 19
1½ in.	14 58
2 in.	19 61
2½ in.	31 01
3 in.	40 55
3½ in.	50 60
4 in.	59 95

Lapweld—

2 in.	22 37	29 05
2½ in.	33 92	44 17
3 in.	44 37	57 76
3½ in.	55 20	72 22
4 in.	65 40	85 57
4½ in.	76 20	99 70
5 in.	88 80	116 20
6 in.	115 20	150 70
7 in.	152 30	196 40
8 L. in.	160 00	206 30
8 in.	184 30	237 60
9 in.	220 80	284 60
10 L. in.	204 80	264 00
10 in.	263 70	339 90

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.	
4½" and larger, 55%.	
4" and under, running thread, 40%.	

Standard couplings, 4" and under, 50%.

4½" and larger, 30%.

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain.

	List
2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 30% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Montreal Toronto

Medium and extra heavy, 6" and under	55	55
der	55	55
8" soil pipe	40	40
Medium and extra heavy fittings, 6" and under	60	60

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	\$ 2 00
O-Cedar, 12-oz. bottles, doz.	4 00
O-Cedar, 1-qt. can, doz.	10 00
O-Cedar, ½-gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00

Liquid Veneer—

4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

RIVETS AND BURRS

Iron rivets, blacked and tinned, 27½%; Iron Burrs, 27½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING

Per square

Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05

Liquid roofing cement, per gal., in barrels

5 and 10 gal. lots, per gal.

Coal Tar, bbl. \$4.50-\$5

Roofing Pitch, 75 to 85c per cwt.

F.O.B. Toronto, London, Montreal.

ROPE

Lb.

Pure Manila basis	29½
British Manila basis	25
New Zealand hemp basis	25
Sisal basis	24

Above quotations are basis prices ½ and larger diameter.

The following advances over basis are made for smaller sizes:—

Smaller than ½ and down to 7/16 dia.—½c above basis; ¾ dia., 1c

above basis; ¾ and 5/16 dia. 1½c

above basis; 3/16 dia., 2c above

basis.

Single lath yarn basis

Double lath yarn

Yacht marine, tarred

White polished halyards

Hemp, deep sea line basis

Hemp, tarred ratline basis

Hemp, tarred bolt rope basis

Marline and Houseline

Jute rope basis

Italian rope basis

Cotton, ½ lb.

5-32 lb.

3-16 lb.

¼ lb. and up

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Scale Stamping

Champion—	List	extra
4 lb.	\$ 4 60	\$0 20
10 lb.	6 00	0 20
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lbs.	39 00	1 00
2000 lbs. Drop		
lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 15%. No discount allowed on stamping charge.

F.O.B. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H. Brass	42½
Wood, R. H., brass	40
Wood, O. H., brass	40
Wood, F. H., bronze	35

Wood, R. H., bronze

32½

Wood, O. H., bronze

32½

Square cap

Hexagon cap

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger

Awning, ea.

Table, ea.

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10½ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

See weekly report.

See weekly report.

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'Metallic'

It's a name that means
QUICK PROFITS for dealers

"Metallic" Ceilings

"Metallic"
Shingles and Siding

"Empire"
Corrugated Iron

VENTILATORS

SKYLIGHTS

Trough and Pipe
(Die-Stamped) (Tight Seam)

Catalogue and Price List of any line gladly sent to Dealers on request. Good counter-folders and other selling helps too

Metallic Roofing Co.
Manufacturers Limited
TORONTO WINNIPEG

PULL-EASY

ADJUSTABLE GARDEN CULTIVATOR SELLS EASY

Here is a rake that turns gardening into play. You can get more good talking points out of the merits of this cultivator than you ever dreamed of if you will but give it an instant's attention. That's a fact—just requires an instant to see the simplicity and utility of this ADJUSTABLE garden tool.

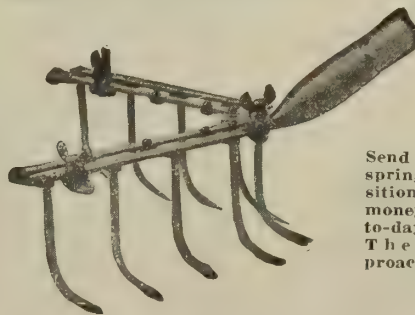
You will take a delight in showing the Pull-Easy Adjustable Garden Cultivator to your customers. You can show them in a moment how it makes gardening easy and a pleasure.

Simply turn two thumb-screws and the Cultivator can be adjusted to any width of garden rows from 7 to 18 inches. It does the work easier, and more thoroughly than any other rake or hoe.



WITH THE BIG ADVANCE IN COST OF LIVING PEOPLE EVERYWHERE ARE TURNING TOWARD THEIR GARDENS FOR RELIEF. THE DEMAND IS GOING TO BE BIG FOR GARDEN TOOLS AND THERE IS NO OTHER TOOL ON THE MARKET THAT WILL APPEAL TO THE PEOPLE AS WELL AS THE PULL-EASY ADJUSTABLE GARDEN CULTIVATOR.

If you do not sell them—ask your jobber to supply you—if he cannot, write to the factory.



Send for our special spring dealers' proposition. There is money in it. Write to-day without delay. The season approaches.

THE PULL-EASY MANUFACTURING CO.
135 Barstow Street Waukesha, Wis.

Canadian Agents:
JOHN B. KEEBLE & CO., 53 Yonge Street, Toronto

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur),
Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30%	.....	20 and 5
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	.....	20%
Riveted Back Scoops	25 and 5	.....	25 and 5
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	25 and 5	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	1st Grade	2nd Grade	4th Grade
No. 2, black	\$19.00	\$16.50	\$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished	75c per dozen net
Half polished	50c per dozen net
F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.	.....

Freight will be equalized on railway rates only.

GOLDER, BAR

See Weekly Report

STAPLES	Per cwt.
Fence staples, bright, kegs. 5 10	
Fence staples, galv., in kegs 5 95	
Fence hooks, galv.	5 95

In 25-lb. boxes add 25c extra.

Montreal, Hamilton, Toronto
and London.

KEEPERS, CARPET Bissell's	
B. doir	Doz. 31 00
Champion Nic.	25 00
Champion Jap.	23 00
Univ. Japd., cyco bearing.	26 00
Univ. N.P., cyco bearing.	29 00
Grand Rapid, Japd., ball- bearing	28 00
Grand Rapid, N.P., ball- bearing	31 00
Princess, N.P., ball-bearing.	32 00
Elite, ball-bearing	36 00
Am. Queen, N.P., bal-bear.	34 00
Parlor Queen	37 00

F.O.B. Toronto, London, Ham-
ilton, Montreal.

SWEEEPERS (Vacuum)	
Grand Rapids Vac. doz.	\$77 00
Household Vac. doz.	63 00
Superba Vac. doz.	92 00

F.O.B. Toronto, Hamilton,
London and Montreal.

SWINGS, LAWN	
Ontario, 4-passenger, ea.	6 50
Ontario, 2-passenger, ea.	5 50
Baby, ea.	3 50
"Quebec," 4-passenger, ea.	7 25
"Quebec," 2-passenger, ea.	6 25

TACKS

Revised Hardware Tack	
List adopted Jan. 1, 1916-70-10%	
Double pointed tacks.	60, 10%
Shoe findings list adopted De- cember 21, 1916—Net list.	
List of Capped Goods adopted Jan. 1, 1916.	70-10%

F.O.B. Toronto, Hamilton,
Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands. 40%.
Samson, 30 and 7½%.

TROUGH (EAVE)

C. G. Square bead and half round	
Size in girth	Per 100 feet
8 in.	\$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.

TRAPS (GAME)

See weekly report.

Victor No. 1	1 65
Jump, No. 1	2 15
Hawley & Norton, No. 1.	2 89
Newhouse, No. 1	3 45

F.O.B. Toronto, London, Ham-
ilton, Montreal.

TWINE (Binder)

Prices Withdrawn.

TWINE (COTTON)	
3-ply wrapping	37½-44½
4-ply wrapping	40-48

WOOD TUBS

No. 0, per doz.	12 10
No. 1, per doz.	10 45
No. 2, per doz.	8 80
No. 3, per doz.	7 70

VALVES

Ground work	45-47
Compression work, standard.	45
High grade	48
Cushion work	40
Fuller work, standard	54
High grade	47
Basin cocks, No. 0, standard	49
High grade	49
Nos. 1 and 2, standard.	49
High grade	40
Bath Cocks	53
Standard	50
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Steam Cocks	53
Standard	50
High grade	30
Radiator valves, standard.	20
High grade	30
Globe, angle and check valves, standard	15
Do., high-grade	10
Patent quick opening valves	55

WARES, ETC.

Scotch Grey Ware, 60%.	
Colonial, 30, 20%.	
Imperial Ware, 30 and 20%.	
Premier, 25%.	
Canada Ware, 25%.	
White Ware, 50, 17½%.	
Japanned Ware, list.	
Japanned Ware, White, list, plus 10%.	

Plain and Jap. Sprinklers, list,
plus 5%.

Stamped Ware, plain, 50, 15%.

Stamped Ware, retinned, 50, 10%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 50,
15%.

Tinners' Trimmings, retinned, 50
and 10%.

Tinners' Trimmings, gen., 5%.

Milk Can Trimmings, list, plus
30%.

Cream Cans, Railroad, 5%.

Factory Milk Cans, list, plus 10%.

Railroad Delivery Milk Cans,
12½%.

Pieced Ware, C.B., list, plus 30%.

Sheet Iron Ware, 7½%.

Pieced Ware, ordinary, list, plus
12½%.

Fry Pans, 50 and 10%.

Spiders, 30 and 10%.

Fire Shovels, 10%.

Steel Sinks, painted, 10%.

Steel Sinks, galvanized, 5%.

Light Galv. Pails and Tubs, list,
plus 10%.

Heavy Galv. Pails & Tubs, list.

Garbage Pails, list.

Balance Galv. Goods, list plus
10%.

Jap. Coal Hods, list, plus 7½%.

Galv. Coal Hods, list, plus.

Paper Lined Boards, 50, 5%.

Wood Lined Boards, 40, 12½%.

Elbows, 2½%.

Elbows, Galv., list, plus 12½%.

Elbows, Light, 5" and 6", \$1.70.

Elbows, Light, 7", \$1.85.

Stove and other Pipes, list, plus
10%.

Stove Pipe Thimbles, 50, 10%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus
10%.

Copper Tea Kettles, 3 doz. lots,
list.

Copper Tea and Coffee Pots, list,
plus 10%.

Copper Tea and Coffee Pots, in
3 doz. lots, list.

WASHERS, IRON.

Full box, 10%. Price less 50
lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Tor'to Lond'n Mont'l

Sectional, 1 lb.,
per 100 lbs. \$3 70 \$4 25 \$4 00

Sectional, ½ lb.,
per 100 lbs. 3 70 4 50 4 00

Solid, 3 to 30
lbs., per cwt. 2 40 3 50 2 50

WEIGHTS, HORSE, 6c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. 45 40

Garden, steel wheel, doz. 58 30

Light garden, each 41 00 |

WHIFFLETREES (Steel).

No. 70—F.D. & B.D.

Whiffletrees—

28", each |

34", each |

36", each |

No. 73—Doubletrees, 44", ea.

No. 74—Doubletrees, lumber
men's, 44", each.

Neck-yokes—34", each |

36", each |

40", each |

44", each |

Plow Sets—No. 79, each |

No. 80, each |

No. 81, each |

No. 82, each |

No. 72—Singletrees, 40", ea.

2-Horse Sets, Nos. 75, 76, 77,
set |

F.O.B. Hamilton.

WIRE GOODS

Discounts apply to list adopt-
ed Nov. 20, 1916.

Bright Screw Eyes Suits,
A.B.C.M. 82½%

Bright Iron Gate Hooks
and eyes 82½% |

Bright square cornered
screw hooks, and stove
pipe eyes 82½% |

Brass screw eyes suits,
A.B.C. 70 %

Brass Screw Hooks 70 % |

Brass Gate Hooks and
Eyes 70 % |

F.O.B. Toronto, Montreal, Lon-
don, Hamilton.

WIRE

Copper wire list, plus 10%.

Brass wire, 3 to 24 gauge, add
40%: 25 to 36 gauge, add 25%.

WIRE, CUT HAY BAILING.

No. 9, \$5.75; No. 10, \$5.80; No.
11, \$5.90; No. 12, \$6; No. 13,
\$6.10; No. 13½, \$6.10; No. 14,
\$6.25; No. 15, \$6.50.

F.O.B. Toronto, Hamilton and
Montreal.

WIRE, STOVE PIPE.

No. 18, \$6.70; No. 19, \$7.20.

F.O.B. Toronto, Hamilton, Mont-
real, and freight equalized.

WIRE, FINE STEEL.

Fine steel, list, plus 30%. List
of extras. In 100-lb. lots: No. 17,
\$5; No. 18, \$5.50; No. 19, \$6; No.
20, \$6.65; No. 21, \$7; No. 22,
\$7.30; No. 23, \$7.65; No. 24, \$8;
No. 25, \$9; No. 26, \$9.50; No. 27,
\$10; No. 28, \$11; No. 29, \$12; No.
30, \$13; No. 31, \$14; No. 32, \$15;
No. 33, \$16; No. 34, \$17. Extra
net. Tinned wire, Nos. 17-25, \$3;

Nos. 26-31, \$5; Nos. 32-34, \$7;
Coppered, 75c; oiling, 10c; in 25-
lb. bundles, 15c; in 5 and 10-lb.
bundles, 25c; in 1-lb. hanks, 25c;
in ½-lb. hanks, 28c; in ¼-lb.
hanks, 50c; packed in cans or
cases, 15c; bagging or papering,
16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 18,
\$5.40; No. 14, \$5.45; No. 15, \$5.55.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$5.50 base; No.
10 gauge, 6c extra; No. 11 gauge,
12c extra; No. 12 gauge, 30c ex-
tra; No. 13 gauge, 30c extra; No.
14 gauge, 40c extra; No. 15
gauge, 55c extra; No. 16 gauge,
70c extra.

Extra net per 100 lbs.—Oiled
wire, 10c; spring wire, \$2.50;
bright, soft drawn, 15c; charcoal
(extra quality), \$1.25; packed in
casks or cases, 15c; bagging and
paperings, 10c, 50 and 100-lb.
bundles in 25-lb. bundles, 15c; in
5 and 10-lb. bundles, 25c; in 1-lb.
hanks, 50c; in ½-lb. hanks, 75c;
in ¼-lb. hanks, \$1.

WIRE, O. & A.

No. 10, \$5.66; No. 11, \$5.72;
No. 12, \$5.80.

WIRE CLOTH.

Black Fly Screen Cloth, \$1.75
per 100 sq. ft. in 100-ft. rolls;
\$2.80 in 50-ft. rolls. Bronze, 14c.
sq. ft.

WIRE (FENCE)

Toronto London

Barb \$5 00 | \$4 65 |

No. 9 pl. galv. 4 25 | 4 25 |

No. 12 pl. galv. 4 40 | 4 45 |

No. 13, pl. galv. 4 50 | 4 55 |

No. 9 coil sp. 4 25 | 4 30 |

No. 12 coil sp. 4 50 | |

Quotations are at times made
on wire at lower figures than
the general market by jobbers
having large stocks to dispose
of.

WIRE BALE TIES.

Single Loop—

No. 12 \$ 5 80 |

No. 13 5 90 |

No. 12½ 5 95 |

No. 14 6 05 |

No. 15 6 25 |

No. 16 6 50 |

WRINGERS.

Royal Can., 11 in., doz. list. \$34 72

Eze, 11 in., per doz. 91 80 |

Trojan, 12 inch 185 00 |

Favorite, 511E 105 80 |

Unexcelled, 1041E 129 60 |

Easy Work 90 50 |

Challenge, 3111E 94 30 |

Gem, 141E 91 80 |

Sunlight, 111E 82 80 |

Ottawa, 341E 103 30 |

Empire, 11 in. 93 80 |

Superior, 11 in. 84 80 |

Majestic, 11 in. 88 00 |

Perfect, 11 in. 97 50 |

Bicycle, 11 in. 103 30 |



YOU buy the same article again and again because you're satisfied.



In every line of business satisfaction is essential to repeat orders.

Stephens Paints FOR OUTSIDE SERVICE

are easily applied, cover much surface, and are remarkable in their wearing qualities.

Satisfaction is double-sure

Be a Stephens' Agent—It means an increase in sales and profit.

WRITE FOR OUR PROPOSITION



MANUFACTURED BY

G. F. STEPHENS & CO., Ltd.

PAINT AND VARNISH MAKERS

WINNIPEG, CAN.

Branch at Calgary, Alta.



Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, \$7.40
per 100 lbs.; 5 lb. packages, \$7.20
per 100 lbs.; white, 2½ lbs., \$6.80
per 100 lbs.; 5 lbs., \$6.60 per 100
lbs.

BEESSWAX

Small quantities, per lb. 0 50
Larger quantities, per lb. 0 45

BLUE STONE

Montreal Toronto
Per lb. 16-20 16-22
London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ... \$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. \$1 35
Weighted, 20 lbs., doz. 1 60

COATING

Cement Coating \$2 55 2 75

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg. 5-12c
Burnt Umber, 100 lbs. 5-12c
Raw Sienna, 100 lb. kegs. 5-12c
Burnt Sienna, 100 lb. kegs. 5-12c
Imp. green, 100 lb. kegs. 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs. 0 08
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02½
Spruce ochre, 100 lb. kegs. 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins.
pure 0 15
Indian red 28-28
Chrome yellow, pure 36-45
Golden ochre, pure 0 20
French spruce ochre, pure 0 16
Chrome green, pure 0 24
French permanent green,
pure 0 22
Signwriters' black, pure. 0 27
Marine black, 25-lb. irons 0 07
Lampblack 0 24

DRIERS

Patent 25-lb. tins, 11c lb.; pat-
ent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins
Alba-Gloss enamel
Anchor Floorlustr
O.P.W. Sunshine White
Jas-per-lac floor enamel
Jas-per-lac art enamel
Martin's Enamel
Mooramel

FILLER

Gal.
Luxeberry Enamel \$5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE

Per bbl.
Demi-Johns, 50 lbs. 0 15½
\$1.10 for demi-john extra.

GLUE

Per lb.
French medal
English common sheet 30-35
English prima 0 38
White pigfoot 0 40
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags 35-38
Gelatine, 112 lb. bags. 45-60
Ground glues, 112 lb. bags—
No. 1 30-32

GLASS

	Single	Double
	Thick	Thick
(Under 25)	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Toronto, London and Hamilton:
—Single or Double Thick—15%
off above; 50 cases or over, open
cut lights, 50 and 5%.

Montreal:—Single or Double
Thick, 10%; 35 cases and over,
open.

GLASS, PLATE

Discounts below apply to plate
glass list.

Montreal city price 25 and 5
per cent. off list; country, 20 and
5%.

Toronto, Hamilton and London,
city price, 20% off; country dis-
count, 20 and 5% off.

F.O.B. warehouse on orders up
to \$75 gross list value. Orders
over \$75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots.
Less than ton lots are 30c per
100 lbs. higher than quoted be-
low.

	Montreal	Toronto
Anchor Pure	\$14 80	\$15 00
Crown Diamond	14 80	15 00
Green Seal	14 80	15 00
Tiger Pure	14 80	15 00
Ramsay's Pure	14 80	15 00
Moore's Pure	14 80	15 00
O.P.W. Dec. Pure	14 80	15 00
Red Seal	14 80	15 00
Decorator's Pure	14 80	15 00
O.P.W. English	14 75	15 25
Elephant Genuine	14 75	15 25

B.B. Genuine Lead, less than
tons, \$16.20 Toronto; \$15.90 Mont-
real. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound
casks, per cwt. 13 50 13 50
Genuine, 100-pound
kegs, per cwt. 13 87½ 13 87½
Less quantity 0 13

LEAD, ARSENATE OF

	Per 100 lbs.	Dry	Paste
1-lb. tins	\$31 50	\$22 75	
2-lb. tins		21 75	
5-lb. tins	29 50	17 50	
10-lb. tins	28 50		
25-lb. casks	28 00	16 25	
50-lb. casks	27 50	15 75	
100-lb. casks	27 00	15 25	
300-lb. casks		15 00	
600-lb. casks		14 75	

F.o.b. Toronto, Montreal and
Hamilton.

MURESCO

Tints in 5 lb. packages, per 100
lbs., \$6.60. White in lb. pkgs.,
per 160 lbs., \$6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

	Toronto, Montreal
Elephant Genuine	14 75 15 30
B.H. English white	\$3 30
B.H. English, colors	3 05
Crown Diamond, white	3 05
Crown Diamond, colors	2 80
Fresco Tone, white	2 95
Fresco Tone, colors	2 75
Moore's House Colors	2 75
Moore's Floor Paint	2 45
Moore's Egyptian Paint	2 20
Moore's Sani-Flat	2 35
C.P.C. Pure, white	3 20
C.P.C. Pure, colors	3 05
O.P.W. Can. Brand, white	3 05
O.P.W. Can. Brand, colors	2 85
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 95
O.P.W. Flat Wall, colors	2 75
Ramsay's Pure, white	3 15
Ramsay's Pure, colors	2 85
Martin-Senour, 100% white	3 30
Martin-Senour, 100% colors	2 90
Senour's Floor Paint	2 75
Senour's Porch Paint	3 05
Senour's New-Tone, white	2 95
Senour's New-Tone, colors	2 75
Sherwin-Williams, white	3 30
Sherwin-Williams, colors	3 05
Flat Tone, white	2 80
Flat Tone, colors	2 65
Lowe Bros. H.S., white	3 30
Lowe Bros. H.S., colors	3 05
Mellowtone, white	2 95
Mellowtone colors	2 75

	Per 100 lbs.	Mun- ro's	C.P. Co.	Ber- gers
600-lb. bbls.	\$53 75	\$54 50		
250-lb. kegs.	53 75	54 00	54 75	
100-lb. drums.	54 75	55 00	55 75	
50-lb. drums.	54 75	55 00	55 75	
25-lb. drums.	55 00	55 25	56 00	
1-lb. 100s. pks	57 00	57 25	58 00	
½-lb. 100s	59 00	59 25	60 00	
1-lb. 100s, tins	58 00	58 25	59 00	

Prices f.o.b. Toronto, Hamilton
London and ¼c less in Montreal.

PARIS, PLASTER

Per bbl. \$2 35 \$2 50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

Standard

Less than tons

	Montreal	Toronto
Bulk, in casks	3 10	3 55
Bulk, 100-lb. drums	3 55	4 10
Bulk, 25-lb. drums	3 65	4 20
Bulk, 12½ lb. irons	4 45	
Bladders, in bbls.	2 80	4 35

Ton lots standard are 20c per
hundred pounds less.
Pure Putty, \$1 cwt. advance.
London and Hamilton prices
same as Toronto.

SHELLAC

Pure White, gal., \$3.50 to \$3.65.
Pure Orange, gal., \$3.50-\$3.75.
Gum, 55-66c lb.; finest orange,
63-69c lb.; finest white, 65-72c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

Montreal Toronto
See weekly report for prices.

SLATING

Liquid Slating, B.B. Gal

VARNISHES

Per gal cans

Gold Medal	\$2 05
Maritime Spar	4 25
B.-H. Stovepipe Varnish,	
½ pints, per gross	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and	
Exterior	2 25
Jasperite Pale Hard Oil	1 00
Jasperite Floor Finish	2 25
Marble-ite Floor	2 54
Wood-var	2 54
Finest Interior	2 86
Durable Floor	2 40
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Spar-Not	3 08
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 15
Luxeberry spar	4 50
Ramsay's Universal	2 40

WATER PAINTS

Opalite, 300 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg.	0 65
½ gal. package, per pkg.	0 35
Coralite, 5-lb. pkgs	0 04½

WASTE (POLISHING)

Cream 0 21½

WASTE, WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLGR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORING WIPING

Fancy	0 16
Lion	0 14½
Standard	0 13
Popular	0 11½
Keen	0 10½

WASTE, WOOL PACKING

Arrow	25
Axle	20
Anvil	15
Anchor	11

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade dis-
count for quantity.

WAX .. Per lb.

C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	41-46
Johnsons	41-46
Gold Medal	0 30
Ramsay's	0 30

WHITING

Paris white	2 15
Plain, in bbls.	2 00
Gilders, belted, in bbls.	2 10

Per 100 lbs.

WOOD ALCOHOL

Per gal.
In gallons 1 55-1 75
Barrels 1 35
\$4 extra for barrels.

Dougall Varnishes

The
BEST

For any and every
purpose

Architectural Varnishes
Special Decorator's Varnishes
Fine Carriage Varnishes
Fine Motor Car Varnishes
Coach Varnishes
Piano Varnishes
Cabinet and Furniture
Varnishes

Marine Varnishes

Japans

Lingerwett Paint and Varnish
Remover

Send for booklet of complete details.

The Dougall Varnish Co., Limited, Montreal

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

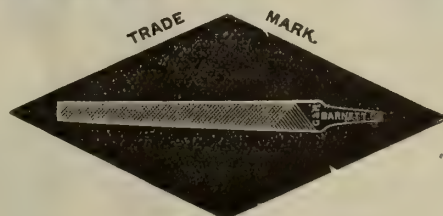
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Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

CROWBARS

No. 102-A—CHISEL POINT

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL



We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

TARRED FELT

SPECIFY
DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar

MONTREAL



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Auger
Bits,
Bolts and
Nuts, Bolster
Springs, Chain,
Drills, Files,
Handles, Horseshoes.

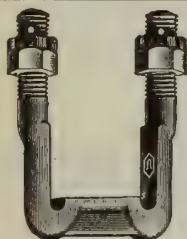
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WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG

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Cotter
Pins,
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Screws, Wood
Screws, Tacks, Wash-
ers, Varnishes, Waste.



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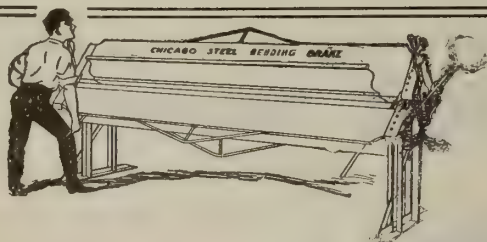
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IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

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CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers
in U. S.

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RESULTS

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If interested, tear out this page and keep with letters to be answered.

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We broke in on one dealer after hard work. At first he didn't want to handle babbitt metal. Now he sells \$100 a month. The profit each month pays half his rent. What about you?

OWL METAL CO. - WINNIPEG



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery 'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England



THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by
SCHOENER MFG. COMPANY
St. Cloud, Minn.

Eastern Canadian Distributors:
Louis A. Larson, Ottawa.
Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

MYERS TANK PUMPS EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.

F. E. Myers & Bro.

Ashland, Ohio.

J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

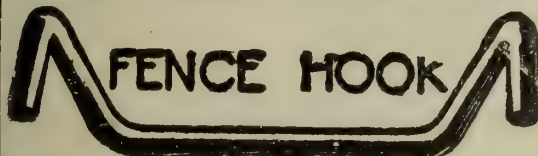
Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

Lugs for Bands

on silos, tanks, wood pipe lines, etc.



For round rods $\frac{3}{8}$ to $1\frac{1}{2}$ inches.

For flat bands 2 to 6 inches.

(A number of patterns)

Also Drive-Well points.

Fence Building Tools.

Otterville Mfg. Co., Ltd.

OTTERVILLE, ONT.



RELIANCE LIQUID GLUE

THE intense strength of this glue, combined with the fact that it is always ready for use, and grips any surfaces, makes it the ideal glue for any kind of work.

Your wholesaler sells it.

Reliance Ink Co., Ltd., Winnipeg

THE COST OF SELLING

SCARCELY necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?

Are you spending the money?

Let's look at the cost of close-up work in

The FARMER'S MAGAZINE


A half-page 12 times will cost you \$367.20 (\$30.60 per insertion). A full page, \$714.00 (\$59.60 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

You should—and can, at so low a price.

Write in about it.



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

MADE BY
A. SHAW & SON, London, England
Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

If interested, tear out this page and keep with letters to be answered.

"I have entered a new world"

"**P**ERHAPS I had to reach my fortieth year to waken up. But whether or not that is the explanation, I have entered a new world of interest and advantage. I read daily newspapers, of course, but I now read THE FINANCIAL POST, and I am frank to say that this weekly newspaper has given me a new consciousness—a new horizon. It has admitted me to a brand new world."

So spoke an ordinary man—perhaps an average man; a retailer. He was concerned for half a life-time with the things of his daily life, and felt small impulse to become acquainted with a wider, richer realm—the world that bankers, financiers and big business men live in. He did not see that the world of these men was also his world.

By chance, as it were, he became acquainted with

The Financial Post Of Canada

So his worlds of interest and knowledge were enlarged and his capacity and desire for the kind of news and information provided by THE FINANCIAL POST were enlarged.

The \$3.00 a year that it costs him to subscribe to THE POST counts for nothing; what does count is the growing bigness of this man—growth at \$3.00 a year!

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Name.....

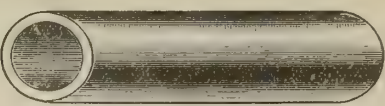
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WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM





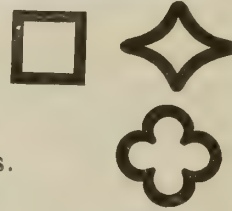
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Over 1000
different sections



GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS



TRADE MARK.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.



REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by
Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

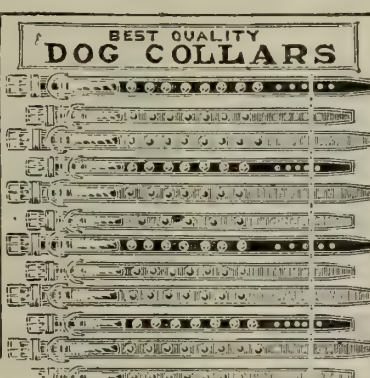
FOR THE PET DOG

Quick Sellers

Most everyone loves a dog — and loved dogs wear dog collars. Now is the time dog collars will bear demand. Have a small stock ready. We have a line that will sell themselves if you give them prominent display — we can supply you.

SAMUEL TREES & CO., LIMITED

Toronto Whitby
Winnipeg



BEST QUALITY
DOG COLLARS

TURN WASTE INTO PROFIT

Bale Your Waste Paper
With A

SIMPLEX PAPER BALER

Eliminates fire risk. Keeps premises clean and tidy. Strong, simple and easy and cheap to operate. None as good for less—none better for twice its price. A mighty good investment. Write for price and details.


GENERAL SALES CO.

123 Bay Street TORONTO

A Boy Operates it.



Arctic Metal



Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.

Try it and prove it for yourself.
We guarantee every pound.

Tallman Brass & Metal Co.

HAMILTON, ONT.

Jonathan Crookes & Son

Corporate Mark

Sheffield




England

Granted 1780.

SUPREME CUTLERY

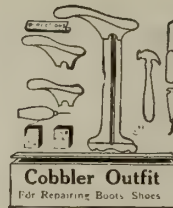
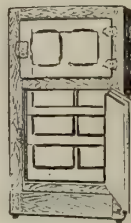
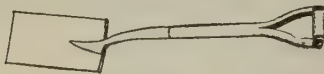
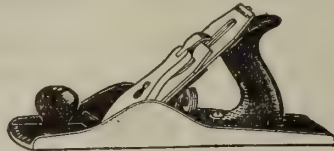


For Sale by Leading Wholesale Houses

If any advertisement interests you, tear it out now and place with letters to be answered.

PUT LIFE INTO YOUR ADS

HARDWARE AND METAL has added 150 new electros to its large assortment of electros for use by retailers in their newspaper, circular, catalog and other advertising matter. These electros are supplied, mounted on blocks at the small cost of 20c. each. An electro will last for several years with ordinary use. Complete list will be sent free. Address inquiries as shown below.



Proof sheets showing the entire assortment will be mailed free of charge. Drop a line at once, asking for them. Address as follows:

ELECTRO DEPT.

HARDWARE & METAL

143-153 University Avenue

TORONTO : : CANADA

A Salesman Always on the Job

IT is the constant dropping that wears the stone away. It is the constant knocking at the door of attention and favor that in the end gives you ready access to the good-will of buyers of your merchandise.

You can keep up a constant knocking—a bid for attention, a reminder of yourself, a spokesman of your message—this by using regularly

The FARMER'S MAGAZINE

No man whose customers and should-be customers are farmers should be absent from their attention. Their will and purpose to buy may mature at any time. The salesman on the spot stands the best chance to get the order.

All this you know, but—do you live up to the behest of your knowledge?

Let us tell you more about **The Farmer's Magazine** in a special letter.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by

The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

Kindly

Mention

This Paper

When

Writing

Advertisers



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BOX PRINTING PLATES

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

"EUREKA" Garden Tools and Implements

The Eureka Line includes Garden Drills, Cultivators, Sprayers, Planters and Seeders, Sanitary Churns, Root Cutters, Combination Wagon Box and Rack Spring Seats.

These goods are standard goods of a high quality and are guaranteed as represented.

Ask for Catalogue.

The Eureka Planter Co. Ltd., Woodstock, Ont.



SPRAYERS

We are makers of several kinds of Sprayers—Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

THE COLLINS MFG. CO.
415 Symington Ave., Toronto

FOOD CHOPPERS



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W. Lamplough & Co., Unity Bldg., Montreal



"CONDOR"

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

The Basters, Jackson Co.
22 College Street, TORONTO

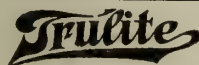


Manufacturers of Builders' Hardware, Castings and Steel Stampings.

NATIONAL HARDWARE CO.

LIMITED

ORILLIA ONTARIO CANADA



The Original
Short Globe
Lantern.

Made only by

Ontario Lantern & Lamp Co.,

HAMILTON, CANADA

Limited

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Over-shoe Buckles, Fellow Plates.

BATH ROOM FITTINGS



KINZINGER, BRUCE
& CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

Perfect Maple Evaporator



Simple to operate, made of first quality material. Every one guaranteed. Price so moderate that any one can buy.

THE STEEL TROUGH MACHINE CO., Ltd.
145 Jarvis Street, Tweed, Ont.

LARGEST CANADIAN DEALER

ADEL 760 WASTE PAPER E. PULLAN TORONTO

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite



Quick
Service

Northern Bolt, Screw & Wire
Co., Ltd., Owen Sound, Ont.



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

BEAR BRAND LAMP BLACKS



A Germantown of quality
that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

Waste Paper Balers

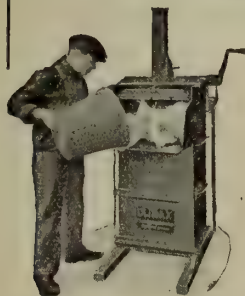
"CLIMAX"

ALL STEEL

Turn your waste
paper into money.
12 sizes.

Climax Baler
Company

Emerald Street,
Hamilton, Ont.



POULTRY
LEG BANDS & 25c
EAR TAGS FOR STOCK

Poultry Leg Bands and Ear Tags for Stock. Tag your stock and mark your poultry. Best means of identification for Sheep, Cattle and Poultry. Name, address and number stamped on tag. Samples and prices on request.

THE RIDEAU SPECIALTY CO.,
Smiths Falls, Ont.

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS

36 James St. South, Hamilton, Ontario.

A want ad. in this paper will
bring replies from all
parts of Canada.

If interested, tear out this page and keep with letters to be answered.

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

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WANTED, AT ONCE — CAPABLE HARD-
ware man to manage retail hardware
business in thriving Ontario town. State ex-
perience, salary expected, and give references.
Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of **HARDWARE AND METAL**. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading **HARDWARE AND METAL**.

USE THE WANT AD PAGE

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

SITUATIONS VACANT

WANTED — HARDWARE CLERK, GOOD salesman. State experience and salary wanted. Apply Box 51, Meyronne, Sask.

FIRST-CLASS TINSMITH WANTED — ONE capable of handling furnace work and pump fitting. A real opportunity for an energetic man who can do a good day's work and make good. Engagement from April first. Gibb, Brown and Odell, Hanna, Alberta.

AGENCIES WANTED

WANTED—FOR WINNIPEG AND DISTRICT, several good lines on commission. Excellent connection with architects, contractors and builders. Box No. 448, Hardware and Metal.

THE SUREST WAY FOR THE MANUFACTURERS' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

AGENCIES WANTED — WITH SEVEN years' experience as representatives of European and American hardware and machinery firms, we are convinced we can make success with Canadian goods, in place of foreign ones, thus helping our home industries. With this in view, we invite correspondence from Canadian manufacturers who might need the services of responsible firm to act as their selling or distributing agents in Montreal and the whole Province of Quebec, which we cover. Strictly first-class references will be furnished. Box 450, Hardware and Metal.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIX-tures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIX-tures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

PAPER BALERS

THERE IS MONEY IN USING AND SELL-ing the Jewell Paper Baler. It is the only low-priced, efficient baler on the market. Every hardware store should use one. Splendid side line for one line traveller in each territory. General Sales Co., Stair Bldg., Toronto.

SITUATIONS WANTED

WANTED—HAVING DISPOSED OF MY Hardware stock, I desire a position with some reliable firm calling on the hardware trade. Will make application in person. Apply Box 447.

EXPERIENCED HARDWARE CLERK, married, desires position with good prospects for advancement, retail or wholesale. Conscientious worker, good education, first-class references. Ontario city preferred. Box 449, Hardware and Metal, Toronto.

FORGETTING

One of the things we all do well is to forget.

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

WANT ADS.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

FOR SALE

FOR SALE—A GOOD HARDWARE BUSI-ness in one of the best farming districts in Ontario. Stock about \$7,000.00. Box 446.

FOR SALE—GOOD HARDWARE AND HAR-ness business in one of the best farming districts in Saskatchewan. No opposition. Stock about \$10,000. Apply to Chas. H. Mitchell, Osage, Sask.

HARDWARE, TINWARE, GRANITWARE, stove business for sale. Having a large sheet metal and furnace trade. Stock including tools and fixtures \$3,500. Annual turnover around \$18,000. No opposition. Town in Saskatchewan of 1,700 population. Centre of mixed farming district. Rental \$50.00. Stock well bought. Cash deal only. Box 132 Kam-sack.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY IN-stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

LEARN THE MAIL ORDER BUSINESS — A complete course in the mail order business — consists of 20-lesson correspondence course, compiled in book form. Explains the method and plans of operation of 40 highly successful, different kinds of mail order concerns. Explains letter writing, successful plans, advertising, postal laws, etc. Price formerly \$10.00. Now sent postpaid upon receipt of \$1.00. Sweeney Publishing Co., 1508 Military Ave., Omaha, Neb.

SIGNS AND SHOW CARDS

GLASS, WOODEN AND BRASS SIGNS. W. H. Stevenson, Stevenson Bldg., Toronto.

Appearance plus service—

The two great essentials to quick and easy sales are combined in

Still's Handles

They are made of the best hickory and nicely finished.

We are the largest manufacturers of Axe, Pick, Sledge and Fork Handles, etc., in Canada to-day.

The favorite Brands are: **Empire, Imperial, Peerless and Champion.**

If your jobber cannot supply them, write us—we will be pleased to quote you.

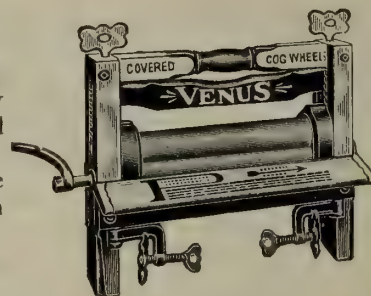
J. H. Still Mfg. Co.

ST. THOMAS, ONTARIO

Have You Seen This Line of ARROW BRAND Wringers



Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—

Complete trade information on request.

CUMMER-DOWSWELL

LIMITED

HAMILTON

CANADA

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA



It's a Pink anyway you take it, and it's the best Peavey made.

In Answering Advertisements

It will greatly oblige our advertisers and facilitate matters generally if you will give the following information:

- (1) Are you a manufacturer, wholesale merchant, agent or consumer?
- (2) What are the actual working conditions under which the goods are to be used?
- (3) What is the most desirable shipping point—St. John, N.B., Montreal, or New York in bond.
- (4) Is special packing desired?
- (5) Can you give Canadian or United States references, as to your financial standing?

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

If interested, tear out this page and keep with letters to be answered.

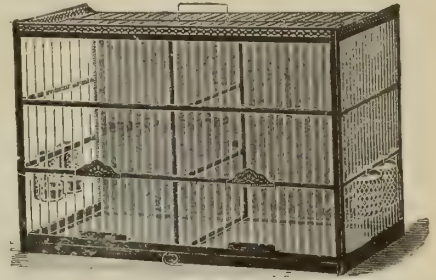
"HENDRYX" BREEDING CAGES

A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and blue trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.

No. 86S Japanned, 17½ in. long, 8¾ in. wide, 13¼ in. high.
No. 86 Japanned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¼ in. high.
No. 22 Japanned, 24½ in. long, 12¼ in. wide, 16¼ in. high.
No. 113 Japanned, 26¾ in. long, 10 in. wide, 13¾ in. high.



The Andrew B. Hendryx Company
NEW HAVEN, CONN.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

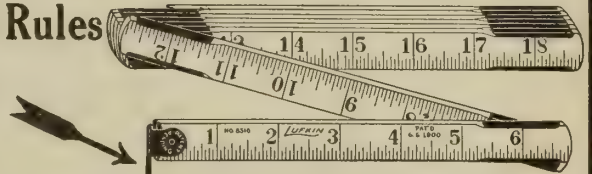
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules

WITH FOLDING HOOK

ENTIRELY NEW

WILL CERTAINLY APPEAL TO MECHANICS



Just the thing for taking measurements out of arm's reach, and handy for most any measuring. Zero end of rule fitted with a small, substantial steel hook, which will very readily fold up and remain so when not wanted, making the rule same as ordinary ones without hook.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Manufacturers of a complete line also of

COMMON SPRING JOINT WOOD RULES - BOXWOOD RULES - MEASURING TAPES

TINKER TOM'S TALKS.

Talk Number Ninety-four


Now for these early Spring jobs—with a good profit for you. If you ordered your "PREMIER" GALVANIZED SHEETS good and early, you'll be "Johnny-on-the-Spot" now. If you're short of stock, stir up your jobber and we'll do our best to help you out, even if the railroads have initiated the "bear" for the past six weeks.

TINKER TOM,

Look for Talk No. 95 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA





See
the
V

FUR PRICES ARE WAY UP

All trappers are going to put out a big line of traps.
There will be a lot of traps bought early in your
neighborhood.

Don't get caught without the

VICTOR TRAPS

(GUARANTEED)

STOCK THEM EARLY
AND FURNISH THEM

ONEIDA COMMUNITY CO., NIAGARA FALLS
ONTARIO

Makers of
Newhouse, Victor and
Oneida Jump Traps

HARDWARE^{AND} METAL

Vol. XXIX

PUBLISHED EVERY SATURDAY SINCE 1888

April 7

No. 14

THE MACLEAN PUBLISHING COMPANY, LIMITED

1917

PUBLICATION OFFICE: TORONTO, CANADA



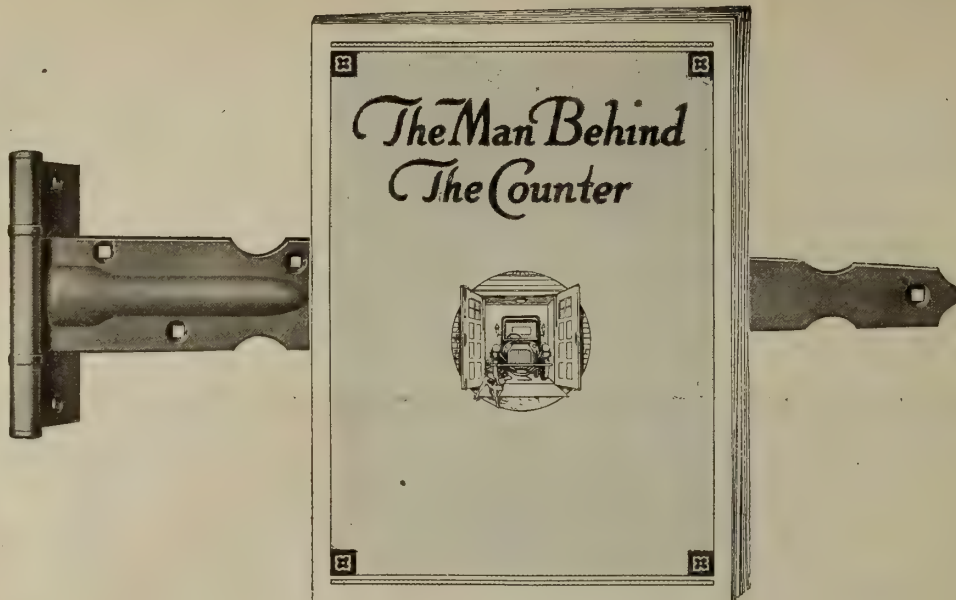
**Consumers
Cordage
Company**
Limited

Mills: Montreal, Que.
and Halifax, N.S.

AGENTS:

Jas. Bisset & Company,
Quebec
Tees & Perse, Limited,
Winnipeg, Regina,
Saskatoon, Moose Jaw,
Calgary, Edmonton
MacGowan & Company,
Vancouver

LION BRAND CORDAGE
SERVICE RELIABILITY STRENGTH



Ask for a copy of this book for each of your Builders' Hardware men



INTELLIGENCE, energy and ambition are the foundation of a successful business career. Those of your salesmen who possess these qualities will be glad to read "The Man Behind the Counter," and to keep it for reference.

It tells of a store meeting at which Stanley Garage Hardware is discussed. The "talking points" of the different items in the line are brought out in a way that makes them easy for your men to remember.

Many illustrations and large, clear type add to the attractiveness of the booklet, and the conversational style of the "story" makes it interesting as well as instructive.

Let us have the names of your salesmen who would profit by reading the booklet, and we will send each one a copy. Or, if you would first like to look it over yourself, we shall be pleased to send one direct to you.

Write for your copy of "The Man Behind the Counter" to-day

The Stanley Works

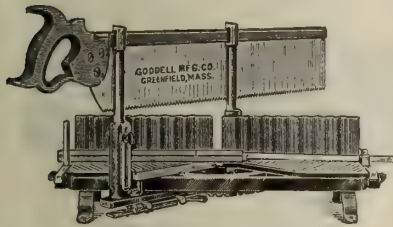
New Britain

Conn., U.S.A.

Canadian Representatives: A. MacFarlane & Co., Coristine Bldg., Montreal

It's a Big Year for Carpenters' Tools

Business is booming, buildings are going up. For five years the carpenters have not bought many tools, but they have started now. Mitre Boxes, Levels, Bit Braces and every other tool that carpenters use is selling rapidly now. How is your stock of tools? Have you plenty of



ALL STEEL MITRE BOXES
absolutely unbreakable



STRATTON LEVELS
unsurpassed for 50 years.

Automatic Drills
Bench Grinders
Bit Braces
Combination Squares

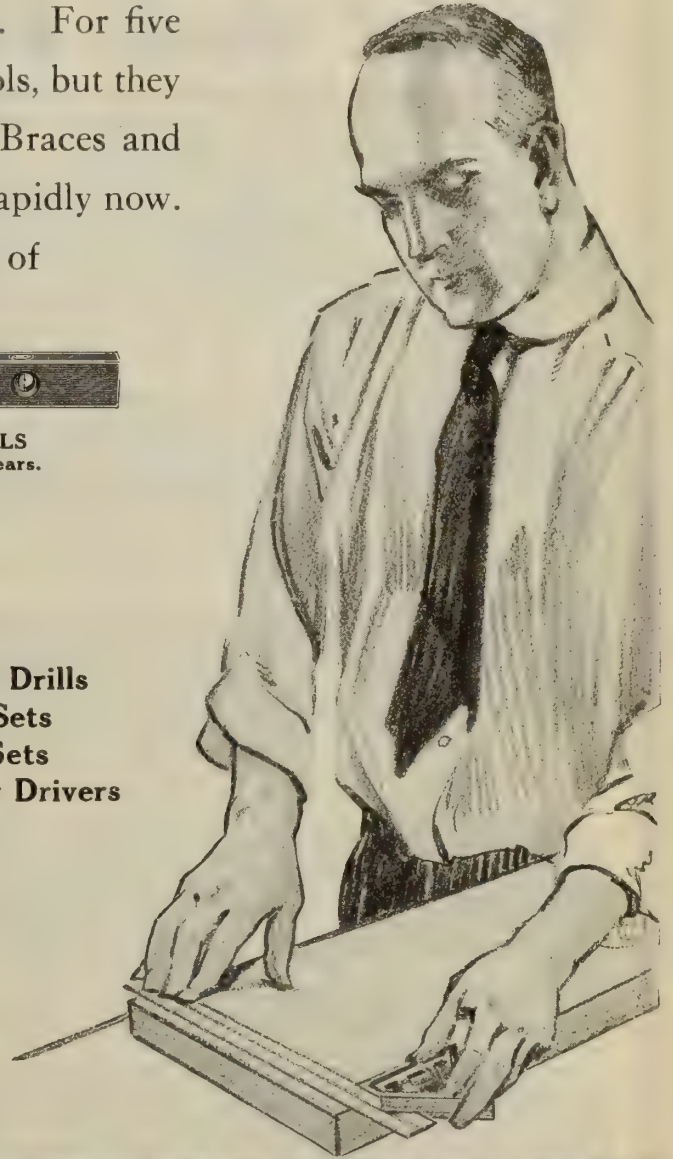
Countersinks

Hand Drills
Nail Sets
Saw Sets
Screw Drivers

Goodell-Pratt Company
Toolsmiths

Greenfield

Mass., U.S.A.



GOODELL PRATT

1500 GOOD TOOLS

If interested, tear out this page and keep with letters to be answered.

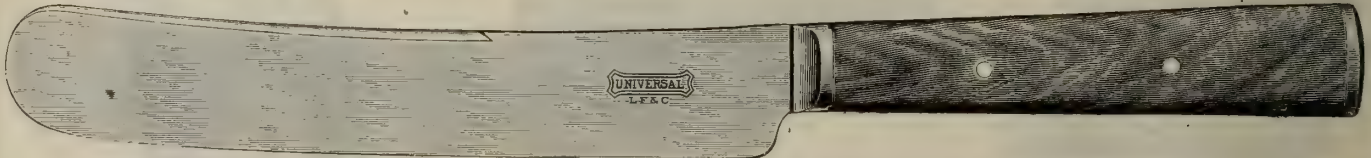


SCALE TANG KNIVES AND FORKS

*Our Large Stock enables us to make prompt deliveries on this important line,
a few of which we illustrate.*



No. 20001	Medium Knives and Forks	3 3/4 inch Cocobolo	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 30001	Medium Knives and Forks	3 3/4 inch Ebony	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 40001	Medium Knives and Forks	3 3/4 inch White Bone	Handles	Metal Bolsters and Caps	4 Tine Steel Forks



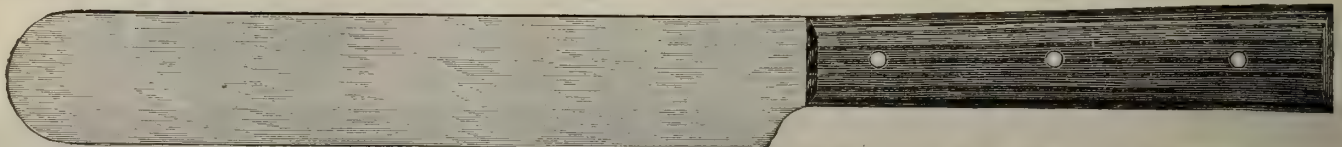
No. 22401	Medium Knives and Forks	4 inch Cocobolo	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 32401	Medium Knives and Forks	4 inch Ebony	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 42401	Medium Knives and Forks	4 inch White Bone	Handles	Metal Bolsters and Caps	4 Tine Steel Forks



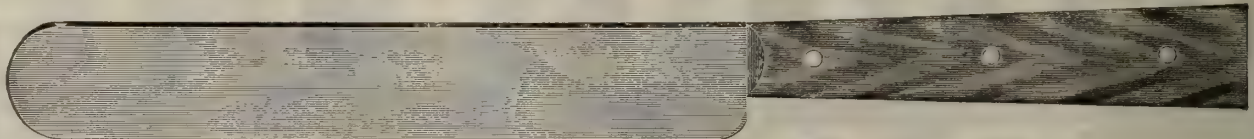
No. 18781C	Medium Knives and Forks	3 1/2 inch Cocobolo	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 38781C	Medium Knives and Forks	3 1/2 inch Ebony	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 28781C	Medium Knives and Forks	3 1/2 inch White Bone	Handles	Metal Bolsters and Caps	4 Tine Steel Forks



No. 18781B	Medium Knives and Forks	3 1/2 inch Cocobolo	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 28781B	Medium Knives and Forks	3 1/2 inch Ebony	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 38781B	Medium Knives and Forks	3 1/2 inch White Bone	Handles	Metal Bolsters and Caps	4 Tine Steel Forks



No. 1878	Medium Knives and Forks	3 1/2 inch Cocobolo	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 400	Medium Knives and Forks	3 1/2 inch White Bone	Handles	Metal Bolsters and Caps	4 Tine Steel Forks



No. 1908	Medium Knives and Forks	3 1/2 inch Cocobolo	Handles	3 Tine Forks, Polished
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Write for Samples and Prices.

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

A. MacFarlane & Co., Limited, Montreal
Canadian Representatives



If interested, tear out this page and keep with letters to be answered.

DISSTON

Files and Rasps

ARE MADE

of the Highest Grade Crucible Steel,
Thoroughly Hardened and Carefully
Milled,

In All Shapes and All Sizes

which has, through years of persistent
achievement and continued success, won
the well-deserved reputation of being

The Best

Files and Rasps

Made

WE CARRY A COMPLETE
ASSORTMENT DISSTON'S
SAWS, TOOLS AND FILES

Send In Your Orders NOW.

WE ARE HEADQUARTERS FOR DISSTON GOODS

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

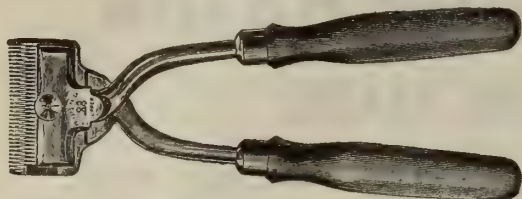
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

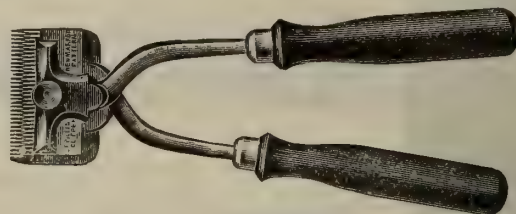
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

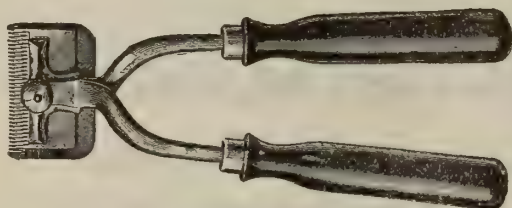
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

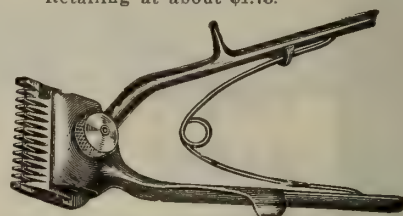


NEW MARKET PATTERN
Retailing at about \$1.75.



LENOX
Retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

"Frost River" Refrigerators

Made entirely of Sheet Steel

GALVANIZED

Will last a life-time

THE MOST SANITARY REFRIGERATORS MADE AND ARE THE VERY ACME OF CLEANLINESS.

MADE IN THREE DIFFERENT SIZES. WRITE FOR PRICES TO-DAY. ORDERS WILL BE SHIPPED PROMPTLY.

The Thos. Davidson Mfg. Co.
Limited
Toronto Montreal Winnipeg



The Retail Merchant—a Wonderful National Asset

There are more than 50,000 retail merchants in Canada. They employ more than 250,000 people. Half a million more people are directly dependent on the retail business for a living.

Each year goods pass across their counters worth more than a billion-and-a-half dollars. A vast army of distributors—no less important in the Nation's work to-day than the great army of producers.

These 50,000 merchants and their quarter of a million employees are a most vital factor in the existence of Canada—but they could become a still greater factor if they worked at 100 per cent. efficiency.

At this very hour the Nation is asking the utmost efficiency in every line of business. This means that all of us must change our gait and do more than an ordinary day's work.

This applies to the merchant who distributes, as well as to the farmer and manufacturer who produces.

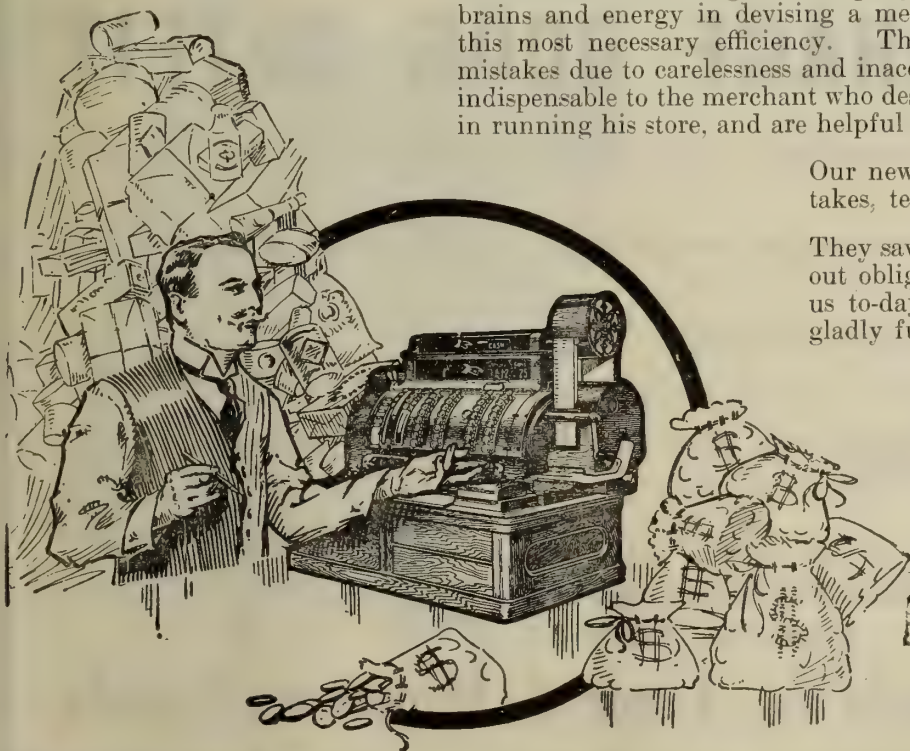
In order to become thoroughly efficient, there must be no waste motion, no lost energy, no needless labor, no careless use of money.

What a wonderful opportunity there is for the 50,000 retail merchants in Canada, to become personally efficient, and enable their quarter of a million employees to become more efficient—to work better, faster and more accurately.

The National Cash Register Company have utilized years of experience, brains and energy in devising a mechanical means of accomplishing this most necessary efficiency. This machine stops losses, prevents mistakes due to carelessness and inaccuracy, and saves time. They are indispensable to the merchant who desires the highest possible efficiency in running his store, and are helpful to every ambitious clerk.

Our new model Register's stop losses, mistakes, temptation and carelessness.

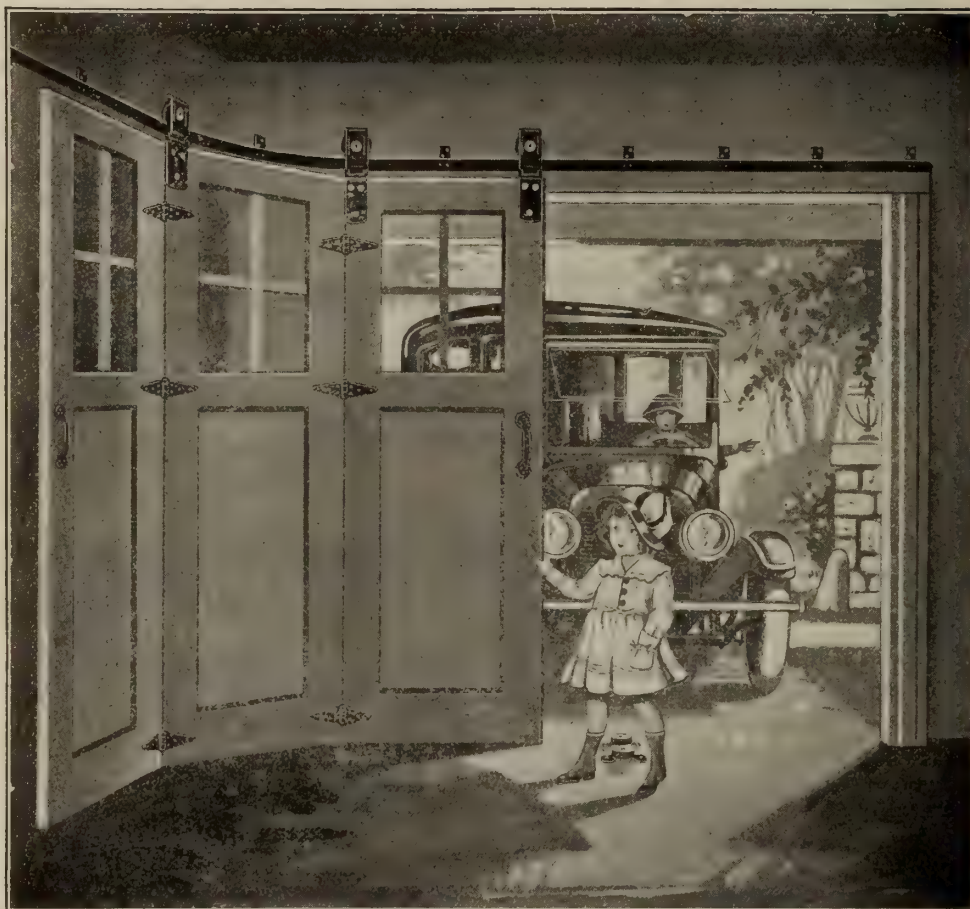
They save time, worry and money. Without obligating yourself in any way, write us to-day for full particulars. We will gladly furnish these.



**The National
Cash Register
Co., of Canada,
Limited**

Toronto - Canada

If interested, tear out this page and keep with letters to be answered.



**HERE
YOU
ARE
!!!**

**An
Achievement
in
GARAGE
HARDWARE**

* * * *

Your customers will ask for this Outfit and you can recommend it without hesitation. The

HATCH GARAGE DOOR OUTFIT

is the lowest price and the best value of any Garage Hardware Outfit on the market to-day.

The entire set is Japanned and packed complete in a wooden box. The track in a neat bundle.

Full directions for Hanging in every Box.

This will be advertised in the Newspapers and the Street Cars.

Do not confuse this Outfit with that of another manufacturer similarly illustrated.

IT'S SIMPLE—IT'S PRACTICAL—IT WORKS!!!

MANUFACTURED BY

Canada Steel Goods Co., Limited, Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.



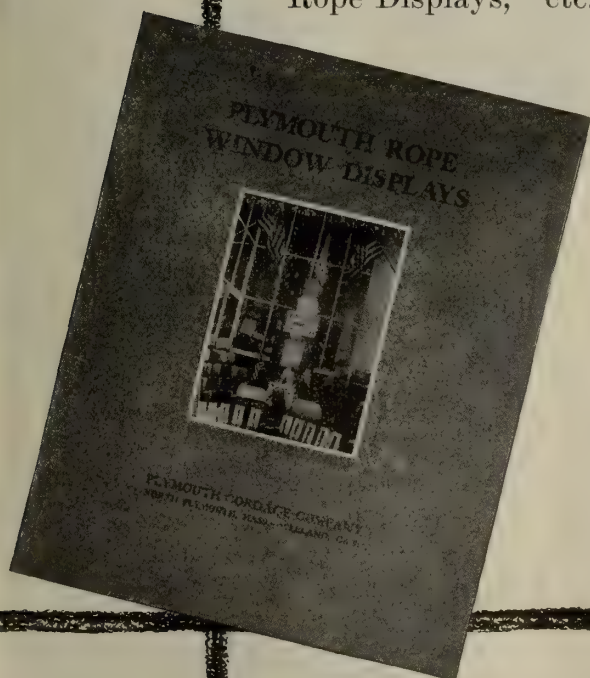
Plymouth Rope Window Displays

are now still easier to plan and install. Our recently published window display booklet, shown below, is the reason.

This booklet describes the successful window display ideas, plans and experiences of Plymouth dealers of every sort. It makes clear the varied possibilities of Plymouth Rope for display purposes, and classifies all this information under such heads as: "Displays Showing Uses of Rope," "Displays of Knots and Splices," "Fantastic Rope Displays," etc.

The booklet is finely illustrated and most conveniently arranged for ready reference.

If you sell Plymouth Rope and have not received this new booklet, you should write for a copy now. It will help you to increase your spring rope sales.



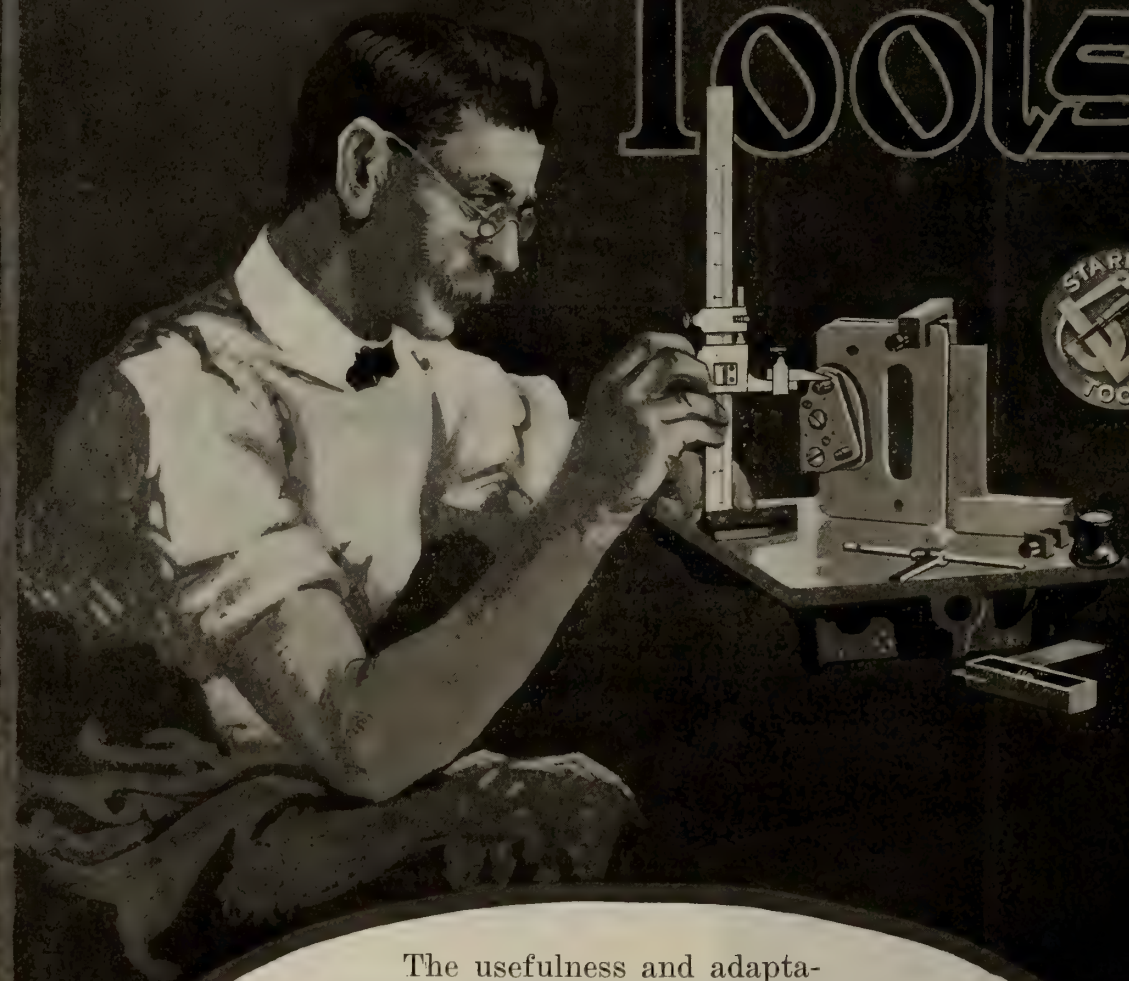
PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CAN.
INDEPENDENT CORDAGE CO., Limited
TORONTO, CANADA CANADIAN SALES AGENTS



Starrett Tools

TRADE MARK

REG. U.S. PAT. OFF.



The usefulness and adaptability of Starrett Tools wherever practical accuracy is required, assures the mechanic of accurate guidance in checking up the progress of his work. These fine precision instruments are recognized as the standards for accurate measuring.

Tool salesmen should study the Starrett catalog No. 21MA, and become familiar with all the talking points and numbers of the various tools. A complete knowledge of the 2100 sizes and styles of these high-grade measuring instruments will be of assistance to the clerk in helping the machinist in his selection.

The L. S. Starrett Co., Athol, Mass.

*The World's Greatest
Toolmakers*

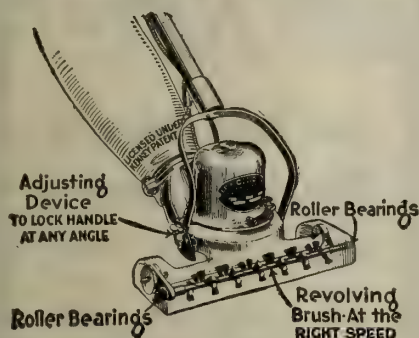
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*A Principle that
Has Made Good*



A POPULAR CLEANER AT A POPULAR PRICE

Sell the "OHIO" Vacuum to your customers—win their good-will and future patronage.

The "OHIO" is the best portable cleaner manufactured. It has stood the test and is proven efficient.

We have standardized the OHIO by eliminating all the non-essentials and incorporating all the essentials. Everything has been adopted that has been found practical by experience in the hands of our customers.

We stand squarely behind every "OHIO" machine we sell. We utilize only the best materials obtainable. When you sell the OHIO you will not be continually called upon to replace defective parts.

Our dealer proposition will please you - write us for it.

THE UNITED ELECTRIC COMPANY, CANTON, OHIO
TORONTO, 159 Richmond Street West

We also manufacture and sell the famous Tuec Stationary Cleaners more of which are installed than all other types combined.

Quick Hot Water at a Big Saving of Gas

ONE MINUTE AFTER THE

Stack Gas Water Heater

IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

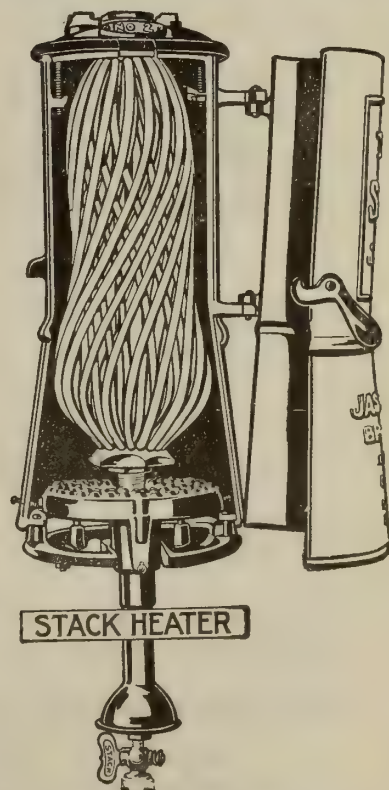
Costs but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.

EASILY SOLD

BIG PROFITS

James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO



If interested, tear out this page and keep with letters to be answered.



Are You Selling Carborundum Sharpening Stones to ALL of Your Carpenter Customers?

THERE are several of the Carborundum Sharpening Stones that should be in every carpenter's tool kit—the Round Combination Stone, the Gouge Stones and the Handy Slip Stones. Carpenters everywhere know of the quick, clean cutting qualities of Carborundum—be sure that you carry a good stock.

Might we suggest a window display of these stones for the carpenter? We have some snappy window display material packed and ready to send you.

*Write for Carborundum
Display Circular 344*

The Carborundum Company
Niagara Falls, N. Y.

Simonds Saws

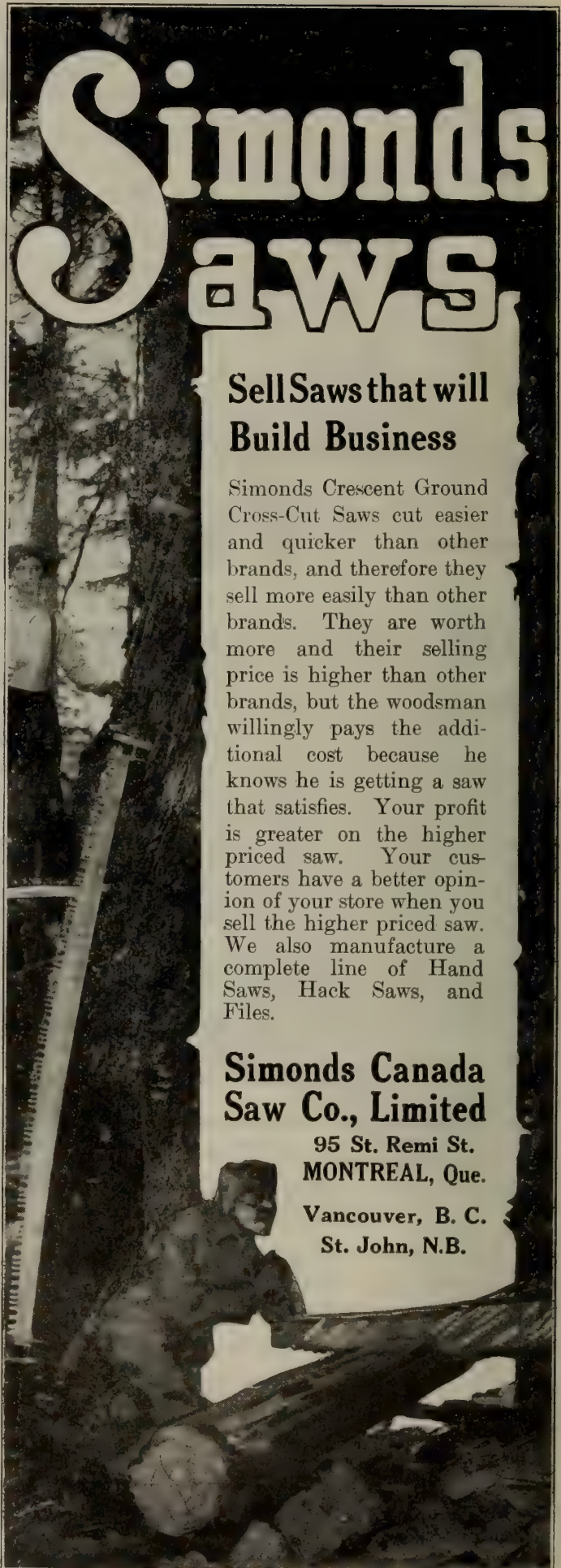
Sell Saws that will Build Business

Simonds Crescent Ground Cross-Cut Saws cut easier and quicker than other brands, and therefore they sell more easily than other brands. They are worth more and their selling price is higher than other brands, but the woodsman willingly pays the additional cost because he knows he is getting a saw that satisfies. Your profit is greater on the higher priced saw. Your customers have a better opinion of your store when you sell the higher priced saw. We also manufacture a complete line of Hand Saws, Hack Saws, and Files.

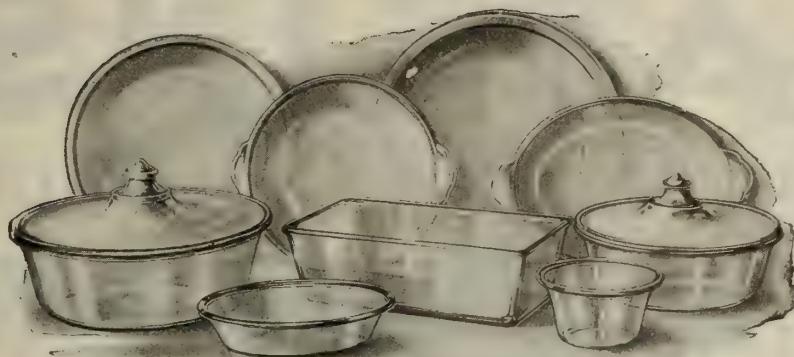
Simonds Canada Saw Co., Limited

95 St. Remi St.
MONTREAL, Que.

Vancouver, B. C.
St. John, N.B.



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Sell P Y R E X

The New Transparent Oven Ware

WILL NOT BREAK IN OVEN USE

DURABLE, SANITARY, EASILY CLEANED

Pyrex is the first transparent baking ware on the market. It has a hard polished surface which will not crack, craze, bend, chip or discolor. Pyrex transmits heat evenly and quickly so that the food cooked in this ware is baked thoroughly.

It is a double purpose ware—food is served from the same dish in which it is baked.

Every housekeeper is a probable purchaser of Pyrex. Every Hospital, Hotel and Public Institution.

Pyrex is extensively advertised in the Housekeepers' Magazines.

Sell a woman a Pyrex Pie Plate or Baking Dish and you've made a repeat customer—for when a woman starts to Pyrex her kitchen she is never content till she has a full equipment.

Wholesale Distributors:

CAVERHILL, LEARMONT & CO.
MONTREAL

If interested, tear out this page and keep with letters to be answered.

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

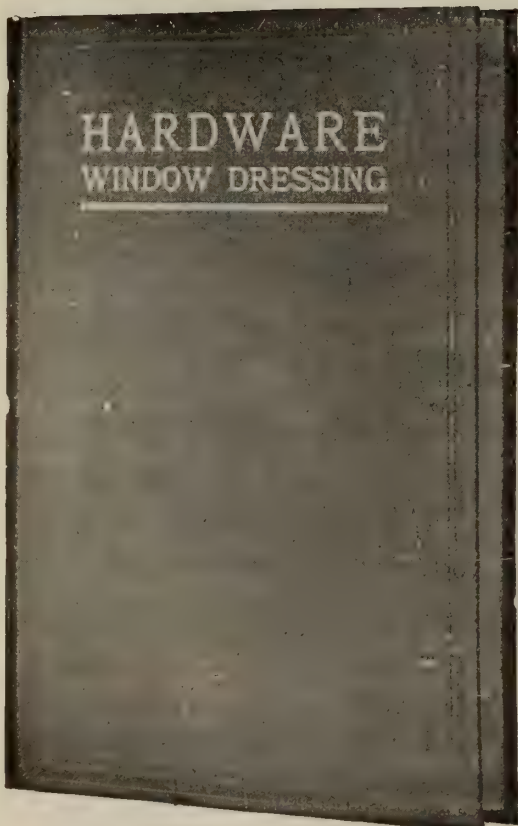
Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont.

Vancouver Branch—109 Powell Street



You May Become a Practical Window Dresser for \$2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

Price \$2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-153 University Ave., Toronto



The Demand Came Before the Product

This unique tableware has met with a remarkable response. And, naturally, too,—the demand for ware that has the life and looks of sterling silver and yet stands comparison with ordinary plated ware on a price basis, has been long-felt. Enquiries from the trade were insistent. Here, now, is our answer—a line that is winning favorable success everywhere.

The

“PATRICIA”

—With the Silver Mound—

What could be more attractive than this pleasingly simple design? Note particularly that just at the point where ordinary plated ware shows signs of usage, the Patricia line has a mound of Sterling Silver hard-soldered on the back of the bowl of all spoons and forks.

Good wear is assured from this splendid production. Its pre-eminence comes not merely from the silver mound, but also from the durability of the plate—a heavy deposit of silver on an 18 per cent. nickel base.

Retail prices, too, are reasonable and discounts are worth while to you.

Write for discounts on:—

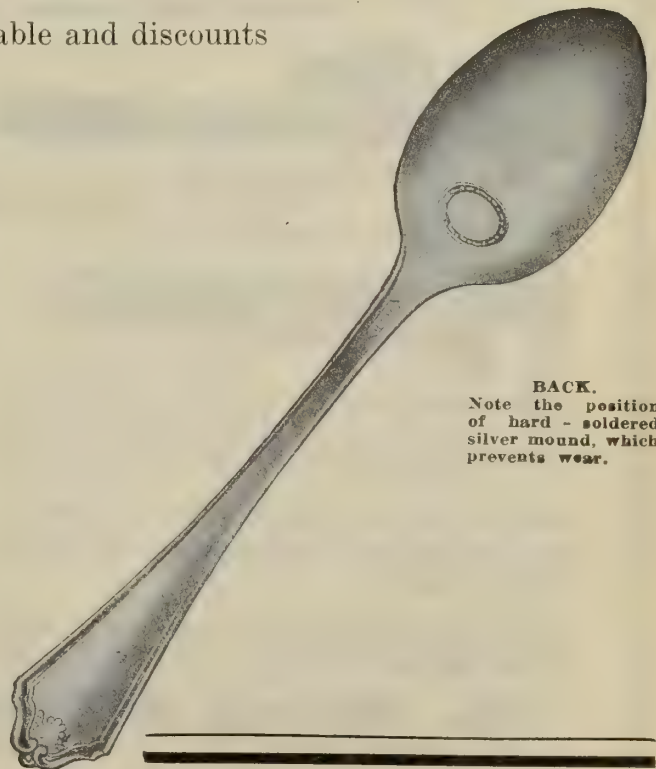
1 doz. Tea Spoons	\$4.75	1 only Butter Knife	\$.50
1 “ Dessert Spoons	8.50	1 “ Berry Spoon	2.00
1 “ Table Spoons	9.50	1 “ Meat Fork	1.25
1 “ Dessert Forks	8.50	1 doz. Dessert Knives	8.00
1 “ Medium Forks	9.50	1 “ Medium Knives	9.00
1 only Sugar Shell .....	.75		

Oak Cabinets to contain 88 pieces can also be supplied.

McGlashan, Clarke COMPANY,
Niagara Falls - LIMITED
Ontario



FRONT.
Note Sterling character imparted by combination of Colonial and Bead design.



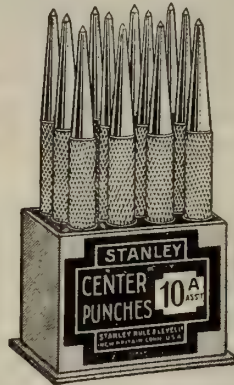
BACK.
Note the position of hard-soldered silver mound, which prevents wear.

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Stanley Tools



Stanley Nail Sets And Center Punches



"STANLEY" Nail Sets and Center Punches are made of a special grade of tool steel. They are hardened on both ends by an improved process, given an oil temper and will be found to "stand up" under the most severe conditions.

Special care has been taken in selecting the proper knurling for the shank, and the user will find that the feeling of security as to "grip" is a particular feature of "STANLEY" Nail Sets and Center Punches.

The neat and handy boxes in which they are packed make them an attractive article for counter display.

MANUFACTURED BY

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

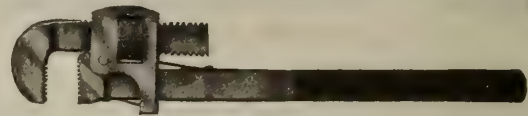


THE "W & B" LINE OF SCREW WRENCHES MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



"W & B" Wood Handle Grips, Length open 6 to 14 inches.



"W & B" STEEL Handle Grips, Length open 18 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.

Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company
ST. CATHARINES, ONTARIO
ESTABLISHED 61 YEARS

If interested, tear out this page and keep with letters to be answered.

The blacksmith, the carpenter, the local garage and every manufacturer in your neighborhood uses files.

These men will buy "Famous Five" files without question because they know them to be standard grade tools—hard—sharp—and well balanced.

That's why it will pay you to handle them.

Specify "Famous Five" when ordering from your jobber.

THEY ARE:

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

Made in Canada by



'Metallic'

It's a name that means
QUICK PROFITS for dealers

"Metallic" Ceilings

**"Metallic"
Shingles and Siding**

**"Empire"
Corrugated Iron**

VENTILATORS

SKYLIGHTS

Trough and Pipe
(Die-Stamped) (Tight Seam)

Catalogue and Price List of any line gladly sent to Dealers on request. Good counter-folders and other selling helps too

Metallic Roofing Co.
Manufacturers Limited
TORONTO WINNIPEG

If interested, tear out this page and keep with letters to be answered.

"From Ore to Finished Product"

WIRE NAILS

All Standard and Special Gauges.

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. Montreal, Que. Toronto, Ont.

Nail Wire, Rivet Wire, Oiled and
Annealed Wire, Galvanized Wires,
Plain, Barbed and Coiled Spring.

QUICK SHIPMENT—a complete stock
available at MONTREAL, TORONTO and
HEAD OF LAKES.



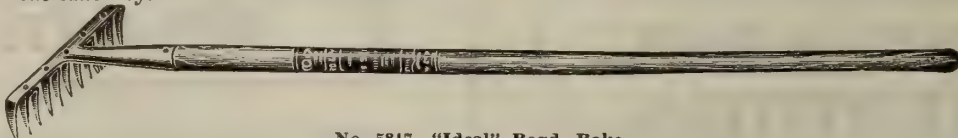
GARDEN TOOLS

Established
in 1803

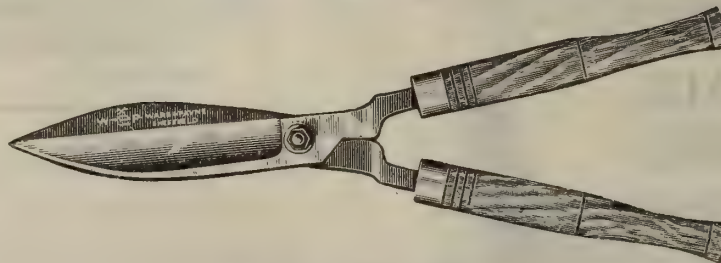
We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.



No. 5574—Weed Fork.



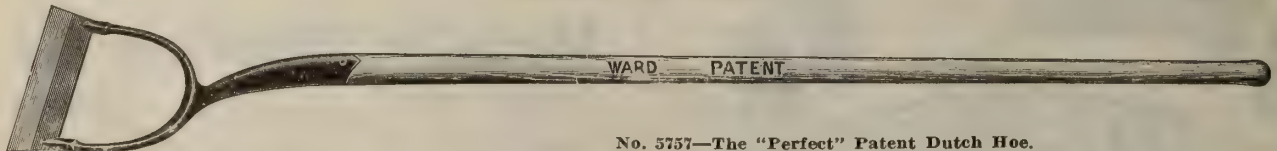
No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears.
Guaranteed "Fast Handles."



No. 5552—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD. 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

ACKLAND'S PAINTED EVENER SETS

WAGON SETS

PLOW SETS

ARE LEADERS

In Quality - In Design - In Finish

WE ARE HEADQUARTERS FOR

Crescent Plowshares - Harrow Teeth

Blacksmiths' and Horseshoers' Equipment, Tools and Supplies

Write us for Catalogue and Prices. We can convince you.

D. ACKLAND & SON, LIMITED

WINNIPEG AND CALGARY



Sell "Cleveland Grindstones"

These stones are made of GENUINE Berea and Huron rock and are the standard by which all grindstones are judged.

We operate the only quarries producing this stone, which is only one of the many factors that make "Cleveland Grindstones" superior to all others.

Sell them and be convinced.

Catalogues.

The Cleveland Stone Co.

LEADER-NEWS BLDG.

CLEVELAND, OHIO

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

If interested, tear out this page and keep with letters to be answered.

OFFICIAL
AWARD
RIBBON



PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915

Chas. H. Smith
PRESIDENT

Wm. H. Smith
PRESIDENT OF THE SUPERIOR JURY

John E. Smith
DIRECTOR OF EXHIBITS

Oct. Smith
SECT'Y OF THE INTERNATIONAL
AWARD SYSTEM

**MEDAL
HONOR**

DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Charles H. Smith
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG
NO. 55.

**TRIMONT
MFG. CO.**

55-71 Amory Street
Roxbury, Mass.
U.S.A.



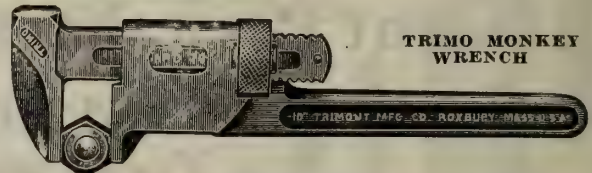
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



TRIMO PIPE CUTTER



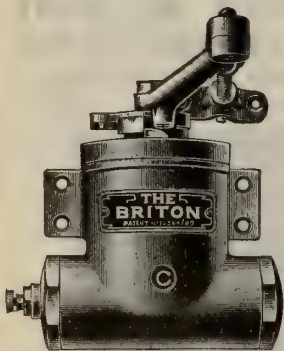
TRIMO MONKEY
WRENCH



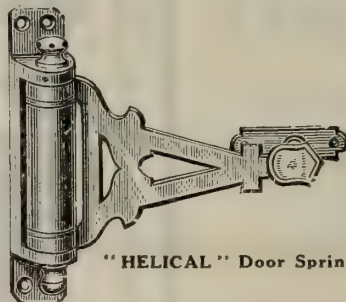
TRIMO CHAIN WRENCHES



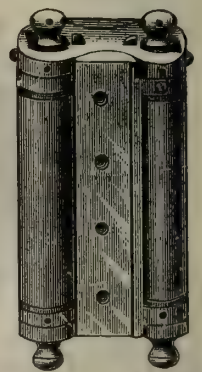
WITH FLAT-LINK OR CABLE CHAIN



The "BRITON" Door Check
and Spring



"HELICAL" Door Spring



Regulating
Spring Hinge

There is an abundance of profit and
satisfaction in selling

NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF
ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

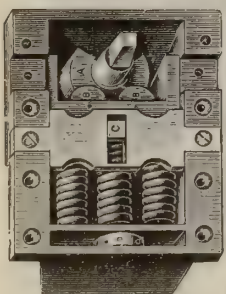
Be sure to get lists and full particulars now

WM. NEWMAN & SONS, Limited

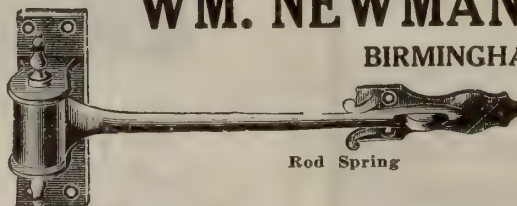
BIRMINGHAM, ENGLAND

ENQUIRIES TO

FREDERIC SARA & COMPANY
326 Ninth Ave. West, Calgary, Alta.



"Invincible"
Floor Spring.



Rod Spring

If interested, tear out this page and keep with letters to be answered.



Quality Service

INDISPENSABLE LINKS
In the Successful Business Chain

Throughout our entire organization, we recognize and adhere to the highest standards of **QUALITY** and **SERVICE**. And upon this—in the future as in the past—the expansion and prosperity of our business depend.

IN OUR MILLS AND FACTORIES

Quality

IN OUR SALES DEPARTMENTS

Service

Believing **QUALITY** and **SERVICE** are the indispensable links between producer and consumer, we employ their combined strength to conserve and complete our relationship with all users of Steel and Iron products.

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON

- -

MONTREAL

TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY
THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**



THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO.

BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

?? ? Ask us for

Wrapping Papers

Twines

Brooms Brushes

Parchment Butter Paper

Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.

HAMILTON and WINNIPEG

PEERLESS ORNAMENTAL FENCING

LOOK YOUR TOWN OVER

and you will then realize the big trade you can easily get by showing the "Peerless" line of heavy, open hearth steel wire fencing.

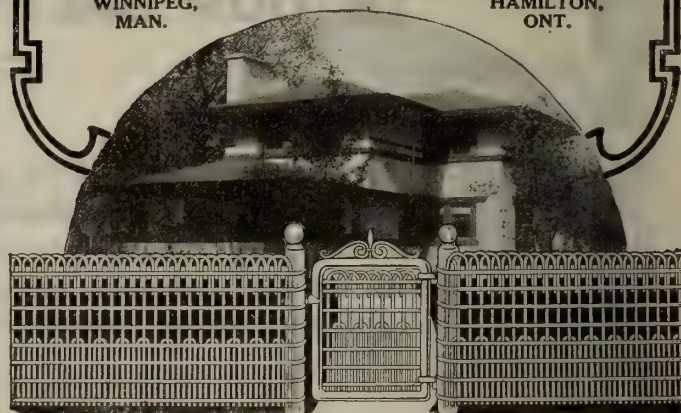
Your customers will be surprised to know how inexpensively they can surround their property with a strong, durable, yet highly ornamental fence.

You can easily afford to send a man out to take orders. Let us tell you about it.

Send for Dealer's Proposition

Get our Catalogue showing the beautiful designs for lawns, parks, cemeteries, etc. Also farm and poultry fencing and gates. There's a big fence trade waiting for you. WRITE TODAY.

The Banwell-Hoxie Wire Fence Co., Ltd.,
WINNIPEG, MAN. HAMILTON, ONT.



Sales are
Growing

MENDETS

A PATENT PATCH

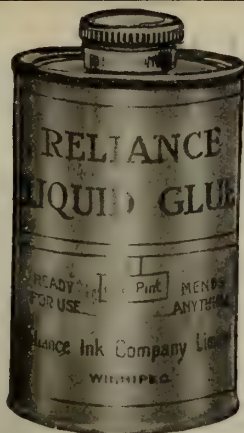
Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderland Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.

Collette Mfg. Company, Collingwood, Ont., Canada

We furnish
FREE Counter
Displays-Get yours

Let housewives know that you sell "Mendets." It will make good profit for you and your customers will be delighted with the simplicity with which they can mend their leaky vessels.

Let us send you full particulars of our proposition. Drop a card to-day.



IT STICKS WITH A GRIP OF STEEL

Reliance Liquid Glue Will Get And Hold
The Trade—A Steady Money-maker

The intense strength of this glue, combined with the fact that it is always ready for use, and grips any surface, makes it the ideal glue for any kind of work. We have secured the agency for Reliance Glue and stand back of it. Note the following prices:—

Tubes, per dozen\$.80
1 oz. bottles, per dozen80
2 oz. bottles, per dozen 1.30

¼ pt. cans, per dozen\$ 1.75
½ pt. cans, per dozen 2.50
Pt. cans, per dozen 4.25
Qt. cans, per dozen 7.50
½ gal. cans, per dozen 14.00
Gal. cans, per dozen 27.00

Mail your order to-day and try out this great sticker—and big seller.

W. WALKER & SON, Wholesale Hardware Merchants, **TORONTO**

Satisfied Customers—ALWAYS

if you sell

Still's Handles

They are made of the best hickory, nicely made, well-finished and waxed.

No reason for complaint can be found in "Still" Service.

Insist on Still's and be sure you get Still's Those who know them always do.

If your jobber cannot supply you, write us.

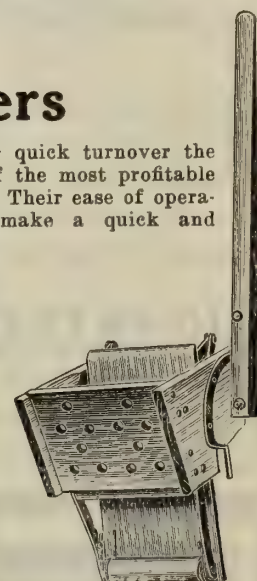
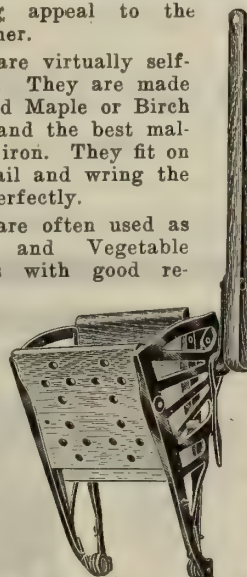
J. H. Still Mfg. Co.
ST. THOMAS. ONT.

The White Mop Wringers

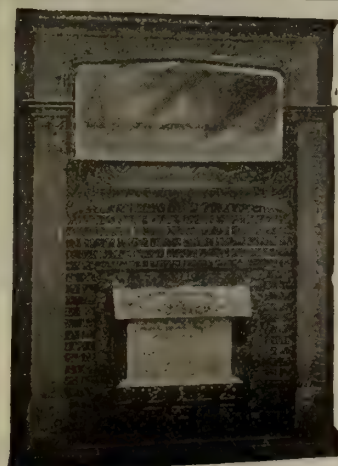
Because of their wonderfully quick turnover the White Mop Wringers are one of the most profitable commodities any dealer can sell. Their ease of operation and general desirability make a quick and strong appeal to the consumer.

They are virtually self-sellers. They are made of hard Maple or Birch wood and the best malleable iron. They fit on any pail and wring the Mop perfectly.

They are often used as Fruit and Vegetable presses with good results.



White Mop Wringer Company
Fultonville, N.Y.



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.





FOSTER BROS.' Butchers' Knives

Every blade is hand forged. Every blade is hardened and tempered RIGHT. Every handle fits the grasp.

Every knife
Every steel
Every package

BEARS THE MARK—FOSTER BROS.

Look for it always.

It is your assurance—your customers' guarantee. It pays to handle a line noted for its absolute integrity and excellence.

Such lines stand behind the merchant and make for him—satisfied customers.

JOHN CHATILLON & SONS

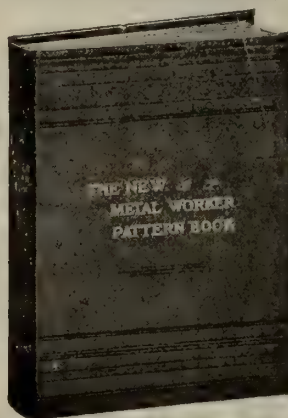
85 Cliff Street

New York City

Established Since 1835.

The New Metal Worker Pattern Book

This is the most elaborate and complete work that has ever been brought out for the use of sheet metal pattern cutters. It is printed from new type with a new and improved arrangement, especially



convenient for reference and study. Parts of a former edition, entitled *The Metal Worker Pattern Book*, which have been utilized in its preparation, have been re-written and simplified and later methods embodied. 218 problems are now given, 75 of which are entirely new. A Treatise on Pattern Cutting as applied to all Branches of Sheet Metal Work. By George W. Kittredge. 430 Pages; 744 illustrations; Size, 10 x 13 inches. Cloth bound,

Price, \$5.00. Sent postpaid only on receipt of price.

Technical Book Department

MacLean Publishing Co., Ltd.

143-153 University Ave., Toronto

We Make
**SHEET
LEAD**

**ALL
INGOT
METALS**

**THE
CANADA METAL CO.
LIMITED
TORONTO**

**WE MAKE
BABBITT METALS
THAT GIVE
Excellent Service
THE
CANADA METAL CO.
LIMITED
TORONTO**

WRITE FOR
CATALOGUE "A"
MAILED FREE.

**The Canada Metal Co.
Limited
TORONTO**

Hamilton
Montreal

Winnipeg
Vancouver

We Make
**BABBITT
METALS**

**EVERYTHING
FOR THE**

PLUMBER

**THE
CANADA METAL CO.
LIMITED
TORONTO**

If interested, tear out this page and keep with letters to be answered.



High Quality TOOLS

**that you'll find
very profitable**

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.



**More
Business**

By selling all the goods you can to all the people you can you make more business and increase your selling field.

VENTIPLEX Products extend your selling power to reach horse owners, and extra profits with increased patronage result. The Ventiplex line includes Housings, Sweat Pads and Saddle Blankets.

Every sale from this line is good for your business and your pocket. Write us for Catalog.

Order through your Jobber.

**BURLINGTON WINDSOR BLANKET
COMPANY, LIMITED**

793 KING STREET W.

TORONTO, ONT.

The First Trial Means a Constant User

All the unpleasant features of cleaning toilet bowls are eliminated by

Sani-Flush



A small amount of this chemical powder shaken into the bowl and left standing long enough to dissolve the incrustation, produces a clean, sanitary, odorless condition.

All you need do is to sell the first tin to a customer. After that **Sani-Flush** sells itself.

HAROLD F. RITCHIE & CO., LTD.
10-12 McCaul Street, Toronto, Ontario



**—there are scores of table
tops that should be pro-
tected with plate glass**

There is a rapidly growing demand for plate glass tops for dining, parlor and bedroom tables; for dressers and dressing tables as well as for kitchen cabinets.

This is found business for you if you can get the housewives of your town to protect their fine furniture in this way. Get them to use plate glass over a covering of chintz—gives a handsome effect.

Estimates furnished free—write for attractively illustrated display card to hang in your store window.

EXCELSIOR PLATE GLASS CO.

Glass Importers and Mirror Manufacturers

189 QUEEN STREET EAST,

TORONTO

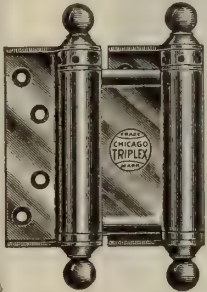
If interested, tear out this page and keep with letters to be answered.



SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., Limited
GALT, CANADA



KEYSTONE METAL CASE STAPLED BROOM

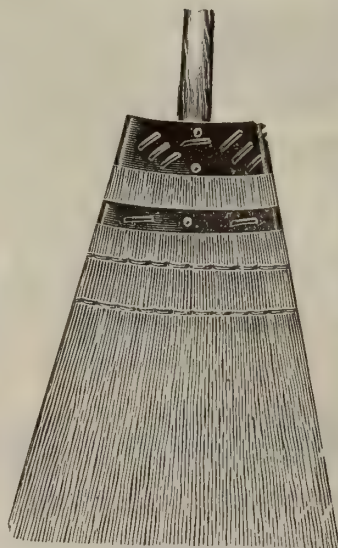
(Patented)

A *real* heavy-duty Broom that will stand up under all kinds of hard usage. Write for prices of all corn or corn and bamboo in various weights to

**Stevens-Hepner
Co., Limited**

Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.



"IDEAL" FENCE

is sold to the farmer

"THROUGH THE DEALER ONLY"

If you have not ordered your FARM FENCE for spring, you will be interested in our new

"IDEAL" SPECIAL SALES PLAN

which allows you to compete with "Mail-Order Houses." No investment—no handling—no collections—you make a profit on every sale.

Full particulars sent on request.

The McGREGOR-BANWELL FENCE CO., Ltd.
WALKERVILLE, ONT.

If interested, tear out this page and keep with letters to be answered.



The Dominion Linseed Oil Co., Limited

BADEN TORONTO
MONTREAL

Livingston oil has been made in Canada since the "fifties"

Back in the days when Canada was in her infancy in the manufacturing game, Livingston Brand Oil (Baden Oil) was made in a small way under the personal supervision of the founder.

His thorough training on the "old sod" stood him well in the new venture and was reflected in the high quality of the new Canadian-made product.

As "Baden" oil, the product of our mills at Baden won a reputation for very high quality. As "Livingston Brand," made in both Baden and Montreal in our most modern mills, the same product still holds its high standard reputation—the oil that stands the test.

Ask your old hardware friends about "Baden" Oil (Livingston Brand).

Sold through leading jobbers

Every gallon guaranteed by the makers.

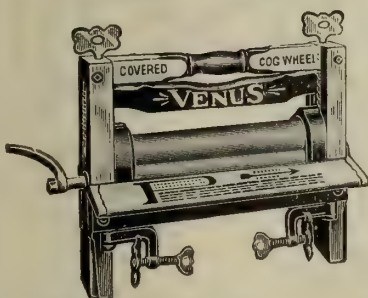
Have You Seen This Line
of



← ARROW
BRAND →

Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—

Complete trade information on request.

CUMMER-DOWSWELL

LIMITED

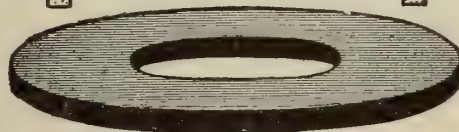
HAMILTON

CANADA

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

If interested, tear out this page and keep with letters to be answered.

Maxwell

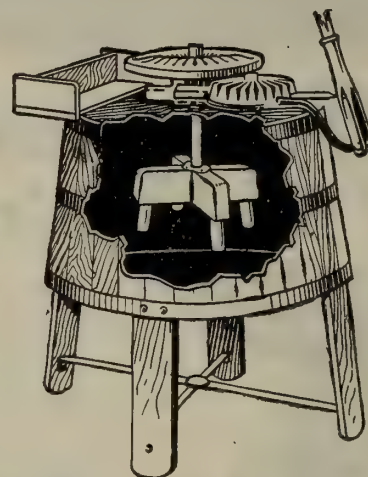
Seasonable Sellers and Well Advertised Lines

These Maxwell products have many exclusive features which will find favor with your customers. The materials are of the best, and they are made by skilled workmen. Maxwell products give satisfaction.

Maxwell products are advertised in leading publications throughout Canada. Many of your customers read our advertisements, and will recognize the goods when you show them. You cannot go wrong in recommending Maxwell products. A popular and profitable line to handle.

Co-operate with us in our advertising by giving a window display of one of these Maxwell Products—It will pay you well.

Write to us to-day for catalog and prices.

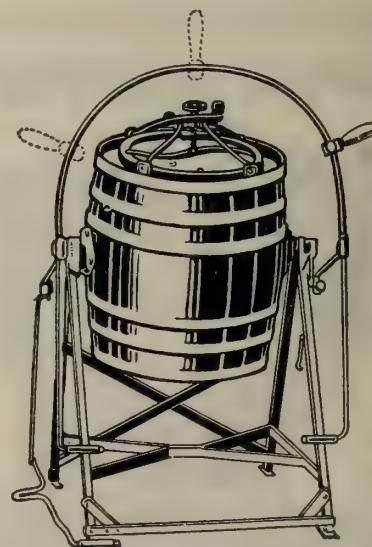


MAXWELL'S "HOME" WASHER

A high-speed, ball-bearing Washer that is light, noiseless and easy-running, enclosed gears making it safe in operation.

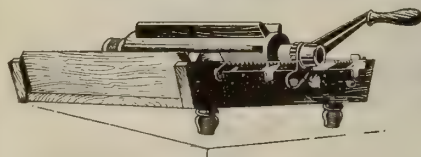
The construction of the dasher makes this type the best for the thorough washing of everything. It can be operated by hand power or water motor.

It is made in Canada of best quality cypress, and is superior in design, construction and finish to any imported washers.



"FAVORITE" CHURN

More Favorites are sold annually in Canada than all other makes combined. Barrel of best imported oak with aluminum-finished hoops, exceptionally large roller-bearings, easy running and durable. Note the bow lever handle, adjustable to turn left or right, as desired.



BUTTER WORKER

Philadelphia Butter Worker results in better butter and bigger profits. Adopted by the best dairies everywhere. Makes the butter firm, even and consistent. In three sizes—14 inches, 17 inches and 20 inches wide.

MAXWELLS LIMITED, ST. MARYS. ONT.

If interested, tear out this page and keep with letters to be answered.

"Shove The Stuff Through"

One Engineer now gets through as much work in two days as he formerly did in three. That was after he began to use our



STICK BELT DRESSING

When Belts grip well, output is at its maximum. When Belts slip, output is lower and the work is bad.

This is enormously important at present when staffs are depleted. Get some of this dressing immediately from your Mill Furnisher, or if he has not got it, write to us—but get some at once.

**JAMES MACNEILL & SLOAN,
Limited**

St. Enoch Works, French Street,
Glasgow, E.

WANTED — HARDWARE SALESMAN TO
handle the jobbing trade for a Canadian
factory. Best of references must be furnished
and experience stated. Box 150, Hardware
and Metal, Toronto.

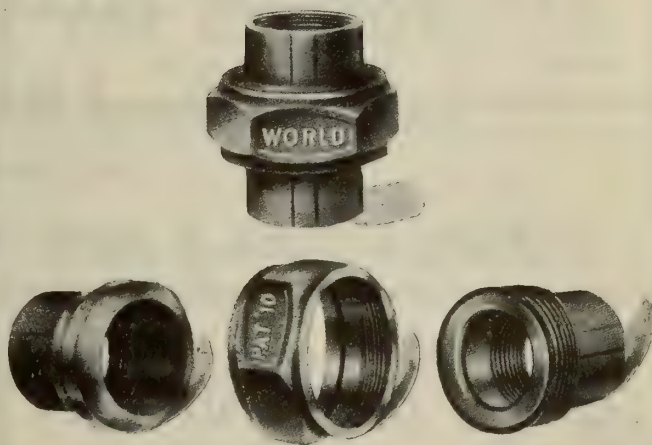
It is a good test of a hardware salesman's capacity to find out whether he regularly reads Hardware and Metal. The live ones always do, because they realize that there is no other way of keeping right up to the minute on everything connected with the Canadian hardware trade.

The manufacturer who inserted the above advertisement knew that the 12 men who answered it were men who would be likely to study their proposition.

Use the Want Ad. Page.

"WORLD" UNIONS

NEW MODEL



No Leaks
Self-Aligning
Copper Non-Corrosive Seat
Ball Joint

***Be sure you are right,
then go ahead!***

The "World" Union is right in design, material and workmanship. It is the Union that you will finally come to.

Why Not Start Right?

T. McAVITY & SONS
LIMITED

Hardware and Metal Merchants
Brass and Iron Founders

ST. JOHN, N.B., CANADA

Montreal

Winnipeg

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

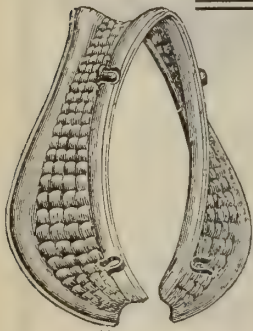
BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL



THEY
SELL

Good Profit Here SWEAT COLLARS

We have them in all kinds and sizes
—Stuffed Pads, Brown and White.
All Yellow, Red, Felt Edge, Vent-
plex and all Felt.

Write for description and prices.

SAMUEL TREES & COMPANY, Limited

Toronto Whitby Winnipeg

Arctic Metal

Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.

Try it and prove it for yourself.
We guarantee every pound.

Tallman Brass & Metal Co.
HAMILTON, ONT.



Making The Wrong Change

It's done every day—and the chances are that you get the worst of the error-making. But you don't want errors; you want ACCURACY. Now, will you let us send you, in the form of printed matter, the remedy for wrong change-making? And you'll get some brand new ideas about Store-Keeping—for nothing but a post card request. To-day, please.

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Hardware and Metal
143 University Avenue, Toronto

YOUR WANTS are many here below. Use the want ad. page and get rid of a few of them.

THE BRITISH ALUMINIUM COMPANY, Limited

OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL
COMMERCIAL FORMS

CANADIAN HEAD OFFICE:

60 WEST FRONT STREET TORONTO

Eastern Agents: Spielmann Agencies Montreal

THE L. MARTIN CO. HEADQUARTERS FOR LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard,
Globe and Pyramid Germantown Brands.Suppliers of Bulk Blacks to the highest
class Grinding Trade.

THE L. MARTIN CO.

New York, Montreal, Philadelphia, London, Eng.

JOSEPH RODGERS & SONS SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERYBy seeing that this exact
mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Look for the full name Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by
Mr. Russell Jennings in 1855Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

BOLTS

We have a large
stock of high grade Carriage
and Machine Bolts and Coach Screws
and Rivets, Nuts and Washers.
All orders filled and shipped
promptly

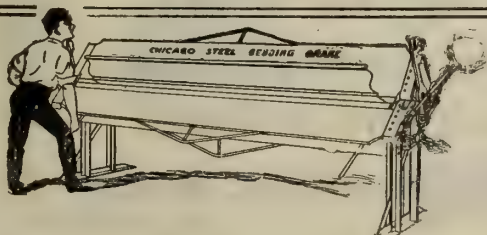
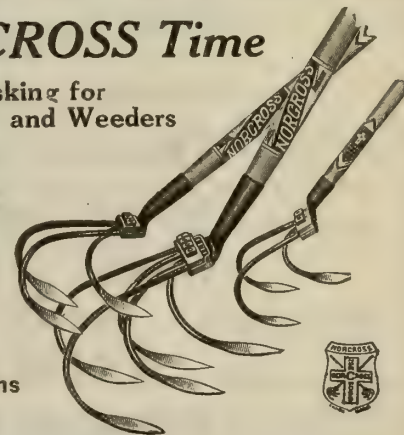
London Bolt & Hinge Works

London Canada

It's NORCROSS Time

Farmers will be asking for
NORCROSS Hoes and WeedersNorcross Hoes and Weeders
are better than the ordinary
—they cultivate closer with-
out any injury to plants,
leaving the soil loose, level
and untrampled.Sell Norcross Tools and
reap a larger profit—they
have the quality and give
service that satisfies.

Drop a card for particulars.

C. S. Norcross & Sons
Bushnell, Ill., U.S.A.

CHICAGO STEEL BENDING BRAKES MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers
in U. S.Mail us a post card to-day for catalog and full particulars
The Steel Bending Brake Works Ltd., Chatham, Ont.

Standard Tube & Fence Co., Ltd.

Manufacturers of

STEEL TUBING—

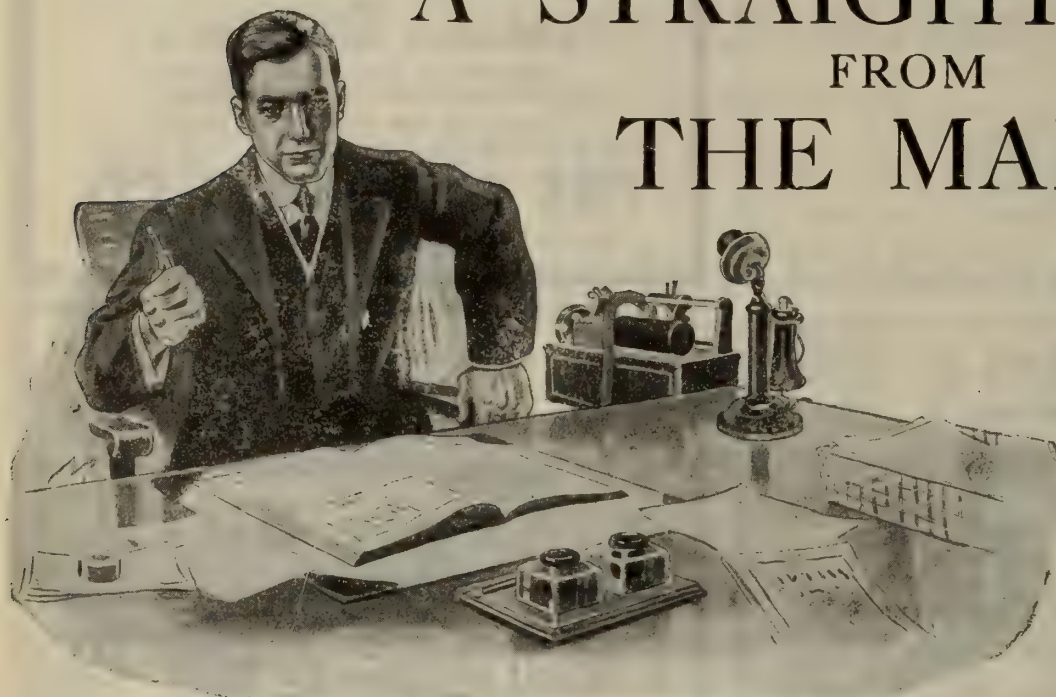
Butted and Welded, for structural
work and all kinds of manufacturing
purposes. Sizes $\frac{3}{8}$ " to 2", 14 to
20 Gauge.Galvanized Wire and Woven Wire Fencing.
Steel Tube Fence Posts, Farm Gates, etc.

WOODSTOCK

ONTARIO

If interested, tear out this page and keep with letters to be answered.

A STRAIGHT TALK FROM THE MANAGER



No. 62

“I am glad to get in touch with a good reliable electrical house,” wrote a Northern Ontario Hardware Dealer in answering a recent advertisement in Hardware and Metal.

It paid this dealer to read the advertising pages of Hardware and Metal, and it will pay you too. Make it a regular weekly habit to study these announcements. You could get your money's worth out of Hardware and Metal, if it contained nothing but its advertisements.

J. G. L.

"DELTA" FILES

Put a Merry
Jingle in Your
Cash Register

Make your store a
happy remem-
brance with the
customer.

That's why it pays
to sell "DELTA"
FILES.

The good work
they do and the
long service they
give are constant
suggestions to the
customer to pur-
chase other needed
articles at that
store, where they
serve those
DELTA files.

Thus does the
dealer create per-
manent good-will.
Delta Quality does
it.

Dealers find Delta
Files a worth-
while line to han-
dle. We co-operate
with dealers to
bring new custom-
ers to their stores.

Let us send you
full particulars of
our attractive
agency proposition.



DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Hewland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.
ALL LEADING JOBBERS

LONDON

High Grade

Our iron bars are tough, fibrous and
corrosion-resisting, just such bars as
your blacksmith friends want to use.
Why not carry them in stock for
your customers, or if you prefer,
have them direct shipped from the
mill?

London Rolling Mill Co.,
Limited
LONDON, ONTARIO

SALES AGENTS
Manitoba — Bissett &
Webb, Ltd., Winnipeg.
British Columbia —
McPherson & Teetzel,
Vancouver.



NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.

ELECTROLYTIC NICKEL—99.90%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all
remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire
and Tubes.

**MONEL
METAL**

We are **SOLE PRODUCERS** of this natural, stronger-
than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes,
Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

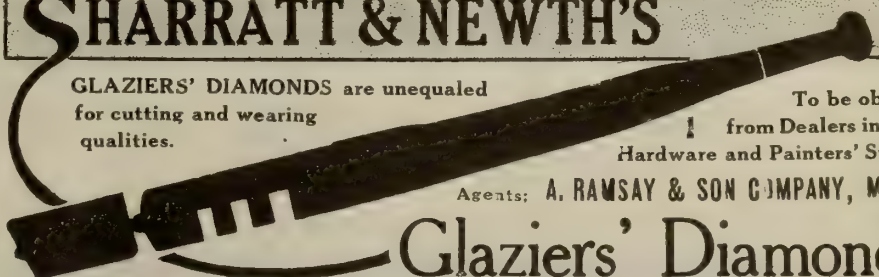
43 EXCHANGE PLACE, NEW YORK

SHARRATT & NEWTH'S

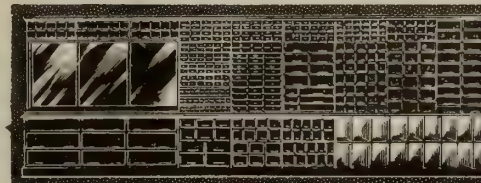
GLAZIERS' DIAMONDS are unequaled
for cutting and wearing
qualities.

To be obtained
from Dealers in Glass,
Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal



Glaziers' Diamonds



Wall Cases, Shelving, Display Counters,
Nail Bin-Counters, Screw Cases—all kinds
of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

The Credit Man

EVERY big house, every well-ordered business concern doing big business with many customers spread over a wide territory, has a credit-man—someone who passes upon credits and watches customers' accounts. Perhaps this man is a principal. Perhaps he is an accountant. Perhaps he is an out-and-out Credit Man.

This man must keep himself informed; must watch markets, market tendencies, general business conditions and world movements, because these have a direct or indirect effect on credits.

Also, this man, if he has the right sort of mind, sees how the *purchasing* department of the business with which he is connected is related to the broad world of finance. He sees, for example, how supplies and prices of raw material have their swift effect on the commodities his firm deals in; and he is guided, in his counsels, by this knowledge.

The worth or value or earning-power of this credit man can be made greater by his faithful reading each week of

THE FINANCIAL POST OF CANADA

ONE really wonders how any credit man in Canada can do without THE FINANCIAL POST; or *why* he does without it. It costs far more than its subscription price (\$3.00) to do without it. And just think of the return for the \$3.00 spent to have it arrive each week! It can help a credit man to acquire a greater value to those he serves; and therefore can help him to earn \$5.00 a week, or \$10.00 a week, or \$20.00 a week, more to his salary. *It depends on the man—not on THE FINANCIAL POST.*

Put the matter to trial. Sign and mail the coupon as the first step in advance.

.....1917

THE FINANCIAL POST OF CANADA
143-153 University Avenue

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper I will remit \$3.00 to pay for my subscription on receipt of bill.

Name.....

Address

HOW HARDWARE DEALERS ARE FINDING STEADY PROFITS IN SELLING GARGOYLE MOBILLOILS

Most hardware articles are sold to a customer only once in a long while. Hardware dealers know that only too well. Slow repeaters are their bug-a-boo.

That is one reason why they are turning to the sale of automobile lubricating oils.

Dealing in many articles which need lubrication, they realize that their stores are natural trading points for automobile lubricating oils.

The average car consumes many gallons of lubricating oil per year. The motorist must come back for oil again and again.

This means quick, steady turn-over.

Several years' continuous advertising has resulted in a rapidly increasing use of Gargoyle Mobiloils. Thousands of owners of automobiles, tractors, motor trucks, motorcycles and motor boats are every year deciding to protect their engines with Gargoyle Mobiloils.

The hardware dealer, by pushing these oils, can easily secure his share of this business.

Hundreds of hardware dealers from coast to coast are already finding it profitable to carry and display Gargoyle Mobiloils.

Gargoyle Mobiloils will be advertised throughout the motoring season in the best Canadian motoring magazines. Other dealers' helps, such as signs, booklets, etc., offer additional aid in selling.

* * *

Experienced hardware dealers realize that no one oil will suit all cars.

The Gargoyle Mobiloils Chart of Recommendations was prepared after a thorough engineering analysis of practically every make and model of automobile. It is revised yearly to include each season's new models. It specifies the correct oil for every car. It makes it easy to sell Correct Lubrication.

Similar charts are supplied for tractors, motorcycles and marine engines.

These charts are standard guides to Correct Lubrication.

* * *

The year 1917 will be the greatest year in automobile history.

More Gargoyle Mobiloils than ever will be sold.

We invite you to share in this business. It means quick, steady turn-over, and good profits.

The four grades of Gargoyle Mobiloils, for engine lubrication, purified to remove free carbon are:

Gargoyle Mobiloil "A"
Gargoyle Mobiloil "B"
Gargoyle Mobiloil "E"
Gargoyle Mobiloil "Arctic"

Write to-day to Room 704, 56 Church St., Toronto, for our booklet "Correct Lubrication,"

containing the Charts of Recommendations, showing the correct grade of Gargoyle Mobiloils for all makes of automobiles, motorcycles and marine engines. We shall be glad to send you a description of the Gargoyle Mobiloils line with price discounts to dealers.



Mobiloils

A grade for each type of motor

The IMPERIAL OIL COMPANY Limited
BRANCHES IN ALL CITIES

Extra Profit

on a

Champion Toledo

Dependable Spark Plugs

We fully realize that you, as a dealer, play a very important part in the sale of Champion Spark Plugs.






As evidence of that fact, we are not only going to advertise Champion Spark Plugs to your customers in a way that Spark Plugs have never been advertised before in Canada, but our Profit Sharing Agreement allows you to participate in the profits of the increased business that will be created.

If you have been handling Champions, you have something better ahead of you for 1917. You are to be a REAL participant in our success.

If you have not handled Champions, now is the time to begin, so that your share of the profits will bring you as big a cheque as possible at the end of the year.

Your jobber can supply you with the profit sharing agreement, or we will be more than glad to have you write us direct for more detailed information.

To take care of the requirements of your customers, we would recommend that you carry in stock the plugs listed below. Your jobber can supply you.

 <p>X List Price \$.75 Champion X for Ford Cars.</p>	 <p>Buick. List Price \$1.00. Champion Regular Long 7/8-18 for McLaughlin Cars</p>	 <p>"O" List Price \$1.00. Champion "O" for Overland Cars.</p>	 <p>Regular List Price \$1.00. Champion Regular for Maxwell Cars.</p>	 <p>Conical List Price \$1.00. Champion Conical for Studebaker Cars.</p>
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Champion Spark Plug Company

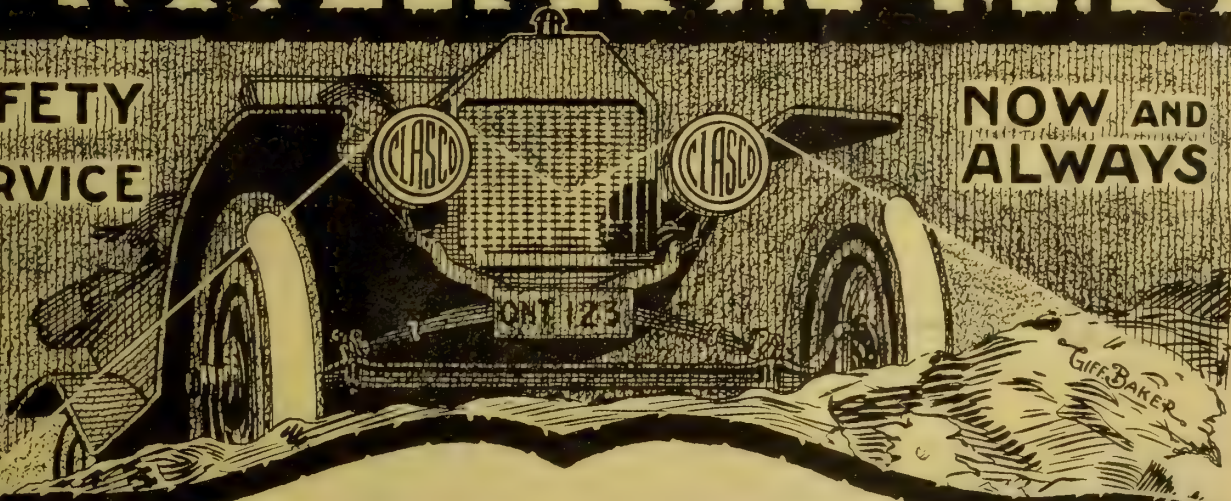
of Canada, Limited

14 Sandwich Street West Windsor, Ontario

CLASCO MOTOR LAMPS

FOR
**SAFETY
AND
SERVICE**

**NOW AND
ALWAYS**



Are you getting in on the BIG Motor Accessory Profits?

CLASCO Motor Lamps are leaders of profit-makers. They are a line which every Hardware merchant who contemplates or is selling motor accessories can scarce be without.

The sale is sure. 99% of the Motor Car Lamps sold in Canada are CLASCO Lamps—a record that only merit could make possible.

CLASCO Lamps are of heavy construction. They hold their shape and retain their beauty much longer than others. Canadian-made in every particular. Our Catalog is yours for the asking.

The Canadian Lamp and Stamping Co., Limited
Ford, Ontario

Sold by the following Jobbers:

John Millen & Sons, Ltd., Montreal; Hyslop Bros., Ltd., Toronto; Cutten & Foster, Ltd., Toronto; Northern Electric Co., Ltd., Montreal and branches; Canadian Fairbanks-Morse Co., Ltd., Montreal and branches; Wood, Vallance & Leggatt, Vancouver; Motor Car Supply Co., Calgary; Automobile Equipment Co.; Marshall Wells Co., Winnipeg.

Order from the nearest one.



Autoists want this

—the article is right

—the price is right

Dealers sell this

RUB-R-TITE PATCH

Mends torn, leaky auto tops easily, quickly, permanently, inexpensively, whatever the size of the tear or hole—whatever the material; leather, rubber, mohair, pantasote, or drill—this RUB-R-TITE PATCH will do it to the owner's entire satisfaction: or money back.



RUB-R-TITE Patches come in sheets 4 x 12 inches (in each 50c carton), and are made in four fabrics; special rubber, mohair, black drill, drab drill. Each counter case of 12 50c cartons contains an assortment of 3 of each kind. Remove linen coating from the adhesive side, apply same as plaster to size of tear. Cements itself quickly to any surface; waterproof, permanent, economical.

Mr. Jobber—Mr. Dealer—if in 30 days

a counter-case box doesn't sell, send it back and we will cancel our invoice. This is an offer we can make because, after a 12-months' trial, we know this article is a *quick, sure seller* in any kind of an auto supply store. Now then—send us your order to-day—now.

\$4.00 for (1 doz. 50c assorted patches) counter case, retailing for \$6.00 or 33 1-3% for the dealer. Jobber's discounts on request.

Write for more information if you like, but send in your trial order at once. Address

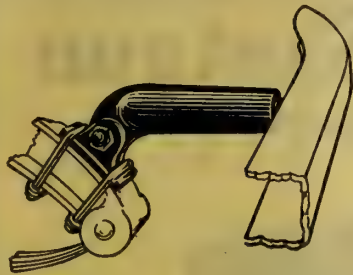
AUTO PRODUCTS MFG. CO., Inc.

FORT ERIE, ONTARIO

Factories:
or

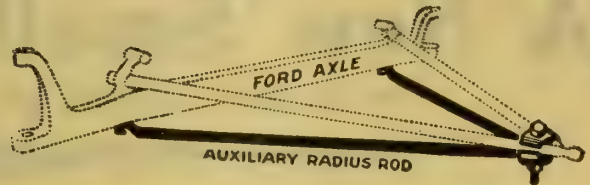
BUFFALO, N.Y.

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BUMPERS

CHANNEL
ROUND
DIAMOND
and
RESILIENT
SPRING BAR



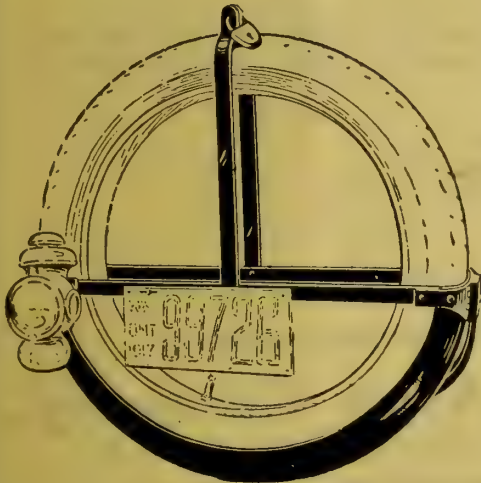
The Auxiliary Radius Rod strengthens up the Ford car and steadies the steering.

NEW TYPE BASKET TIRE CARRIER

FOR FORD AND CHEVROLET

THE BEST YET!

DEALERS: Write us for names of Jobbers who carry our lines in stock.



WHAT WE MAKE
WE GUARANTEE
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA.

DURABILITY

Short Reach
Types
\$1.00
(Retail)



Long Reach
Types
\$1.25
(Retail)

Are Spark Plugs "MADE IN ENGLAND" suitable for Cars "MADE IN U.S.A."?

Read the following unsolicited testimonial:

Mr. I. H. Tyers, 52, Dronfield Street, Leicester, in a letter dated 13th January, 1917, says:—
"It may interest you to know that I have taken out four of your Spark plugs from a five-ton Truck (Packard) after running 14,700 miles—the original plugs (American) I had to discard after 840 miles—which I think is a very good record, more so, as the Truck in question runs daily between Leicester and Bradford, a distance of 107 miles, and in the majority of cases makes a non-stop run fully loaded, five tons. I may add that during the 14,700 miles the plugs have never been taken out to be cleaned.

SPHINX

—ENGLAND'S MOST DURABLE PLUG

The Hardware Trade are invited to stock "Sphinx," they are good, there are none better, they are easy to sell—and profitable. It means Plug prestige for you and satisfaction always for your customers. Particulars of liberal trade discounts on application.

Canadian Representative: W. T. EVANS, 1684 St. Urbain Street, Montreal

If interested, tear out this page and keep with letters to be answered.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
 28 Gauge, 26 or 28 inch Barrel
 .45 Caliber, 26 inch Barrel
 .44 Caliber, 26 inch Barrel
 .410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

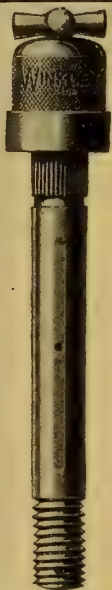
Leading Hardware and Sporting Goods Jobbers can supply

Harrington & Richardson Arms Company

715 Park Avenue

Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE



Pressed Steel and Brass Grease Cups
 Oil Hole Covers and Oil Cups
 Spring Shackle Bolts
 Brass Pattern Makers Dowel Pins



"Oil Cup"



"Ratchet"



"Plain"



"D"



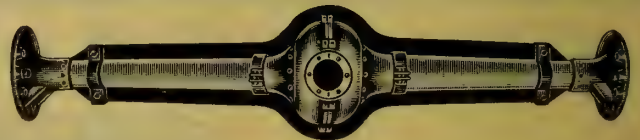
"N"



"M"

Catalogues and Prices
 Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
 WINDSOR, ONT.



Prevents Costly Auto Breaks

Sell This

Rear Axle Truss

Especially to Owners of Small
 Cars—Big Opportunities

Prevents rear axle housing from sagging or being thrown out of line, and reinforces axle in a manner that gives it almost unbreakable strength. Saves expense of new housing, new gears and much labor. CAN BE PUT ON IN A FEW MINUTES. No extra fittings necessary, and no holes to drill. Made of strong steel.

Write for full particulars of this profitable line—or ask your jobber about them.

Line, Hansen & Kimball Co.

Manufacturers of Auto Accessories.

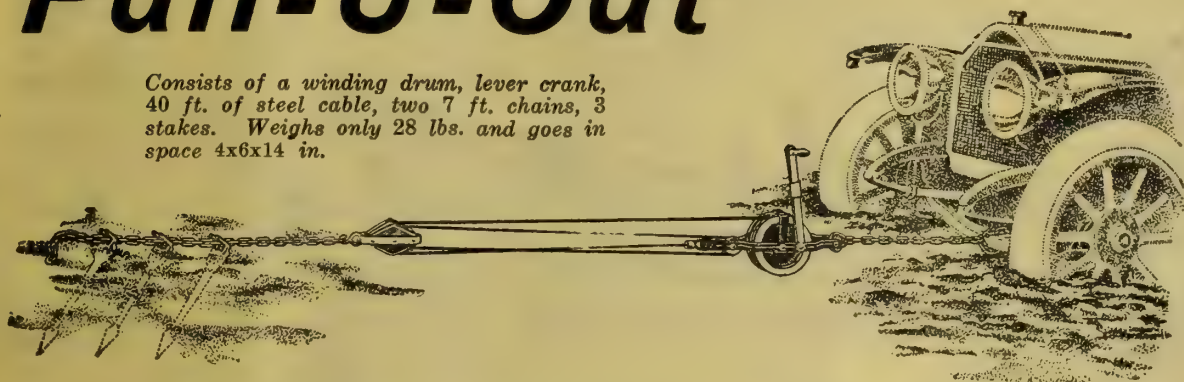
Moose Jaw

Saskatchewan

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Pull-U-Out

Consists of a winding drum, lever crank, 40 ft. of steel cable, two 7 ft. chains, 3 stakes. Weighs only 28 lbs. and goes in space 4x6x14 in.



For pulling autos out of trouble

Here is the little machine you've heard so much about. It is small enough to go into a tool box, yet powerful enough to pull the biggest auto out of mud or ditch. Simply drive in the three stakes, hitch on, turn the Pull-U-Out crank. Out comes the auto without delay, damage or cost. Pull-U-Out pays for itself on its first job.

Pull-U-Out is wonderful. It combines a rescuing device and a tow line — two things every auto. should carry. It is also invaluable as a hoist about the house or garage.

For Public Garages and Repair Shops

For quick easy lifting on repair jobs, removing bodies, engines, etc., it has no equal. On the trouble car it will save time, labor and wear and tear on tires, and do the job better.

A Better, Cheaper Hoist for Factories, etc.

One Pull-U-Out will do the work of several chain blocks, because it can be easily moved about by one man, and used wherever needed. Lighter than a chain block, has longer reach, costs less than half, will work in any position. Pulls as well as lifts. Dead weight, lifting capacity 2,000 lbs. Pulls 100,000 lbs. on wheels. Larger sizes have greater capacity.

Does Jobs No Other Machine Can Do

Will work in any position. Pulls and lifts. Is light, portable and inexpensive. Can be rigged up to do all manner of jobs which now require several men. *Guaranteed to deliver or money back.*

Pull-U-Out Portable Crane

Weighs only 250 lbs., has longer reach and costs much less than other cranes of same capacity. Can easily be moved about and used wherever lifting is to be done. Lifts one ton 9 ft. 6 in. Slip jointed, and can be put together with "S" wrench in a few minutes. Pull-U-Out easily detached and used for all other kinds of hoisting and pulling.

FAIRBANKS-MORSE AUTOMOBILE ACCESSORIES

will pull your Accessory Department out of trouble.

A properly assorted stock of Fairbanks-Morse Automobile Accessories will put your Department on a paying basis.

Our catalogue contains the most complete line of Accessories satisfactory to the Auto Owner, and profitable to the dealer.

The Canadian Fairbanks-Morse Company, Limited

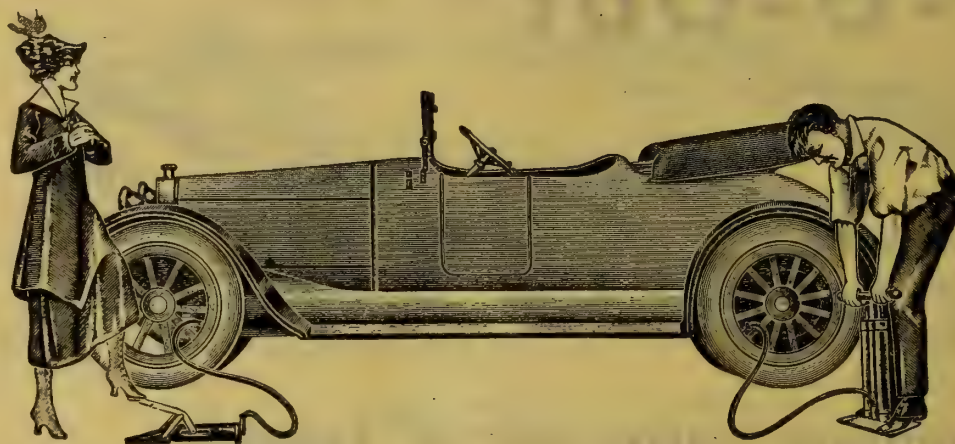
Canada's Departmental House for Mechanical Goods.

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor,
Winnipeg, Saskatoon, Calgary, Vancouver, Victoria



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The Twombly Foot Pump



The New Way

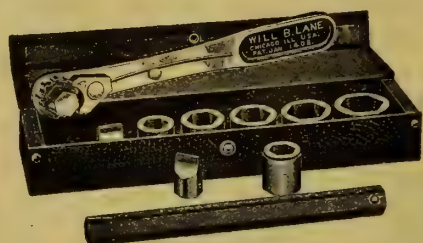
The Old Way

**Makes
Hard
Work
A
Pleasure**

The labor-saving pump—compact, simple, strong. With a Twombly Pump you can inflate the largest tire to more than standard pressure in a few moments without exertion.

If you have not yet received our 1917 Automobile Accessory Catalogue, write for one to-day. It includes accessories and supplies for all makes of cars and many recently developed devices for the car and the garage.

HYSLOP BROTHERS, Limited, Shuter & Victoria Sts.
TORONTO



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from 5/16 to 11-16 in.; A.L.A.M. Standards from 5-16 in. to 3/8 in.

LANE'S UNIQUE RATCHET WRENCH

The sales of Lane's Ratchet Wrench Sets are constantly increasing in velocity. They are unequalled for close work and are becoming favorites with mechanics.

Machine-made throughout. Made of the best material obtainable. The Sockets in both the Standard and Ford Sets are turned from Bessemer Steel and case hardened. Warranted not to break or spread. Write for prices.

CANADIAN DISTRIBUTORS:

BRITISH COLUMBIA:

Millen & Son, Ltd. - Vancouver
Wood-Vallance & Legatt, Ltd. - Vancouver
Brown, Fraser & Co., Limited - Vancouver

ALBERTA:

Marshall-Wells Alberta Company, - Edmonton
Wood-Vallance & Adams, - Calgary
Merchants Hardware Specialties, Ltd., - Calgary

SASKATCHEWAN:

J. H. Ashdown Hardware Co., Ltd. - Saskatoon

MANITOBA:

J. H. Ashdown Hardware Co., Ltd. - Winnipeg
Marshall-Wells Hardware Co., Ltd. - Winnipeg
Wood-Vallance & Co., Ltd. - Winnipeg
Millen & Son, Ltd. - Winnipeg
Merrick-Anderson Co., Ltd. - Winnipeg
Miller-Morse Hardware Co., Ltd. - Winnipeg

ONTARIO:

Hobbs Hardware Co. - London
D. H. Howden & Co., Ltd. - London
London Engine Supplies Co. - London
Wood-Vallance & Co. - Hamilton
Aikenhead Hardware, Limited - Toronto
Lyon & Marks - Toronto
Rice Lewis & Son, Ltd. - Toronto
Millen & Son, Ltd. - Toronto
Edwin Chown & Son - Kingston
W. B. Dalton & Sons, Ltd. - Kingston
Thomas Birkett & Son Co., Ltd. - Ottawa

QUEBEC:

Caverhill, Learmont & Co. - Montreal
Lewis Bros., Limited - Montreal
Millen & Son, Ltd. - Montreal
Mechanics Supply Co. - Quebec
J. S. Mitchell & Co. - Sherbrooke

WILL B. LANE, 180 North Dearborn Street, Chicago., Ill.

If interested, tear out this page and keep with letters to be answered.



Another Dealer's Record

with the

EVINRUDE

DETACHABLE ROWBOAT & CANOE MOTOR



Here's another good record with the Evinrude—from Texas this time. In 1914 the E. L. Wilson Hdwe. Co., of Beaumont, made \$140.00 in profits with the Evinrude; in 1915—\$240.00; 1916—\$280.00. Mighty good, yet the Wilson Company considers it "only a start."

In Beaumont, Texas—and in your town—everywhere, there is a demand for the Evinrude. It sells to fishermen, hunters, rowboat and canoe owners, campers and summer resorters—outdoor folks generally, a good class of people to build trade with. Every sale brings you a good profit and helps you sell other merchandise—fishing tackle, campers' supplies, etc.

Get an Evinrude on your floor. The outdoor season is close at hand—there's no time to lose. Equipment includes Evinrude Magneto—Built-In Flywheel Type—Automatic Reverse—new refinements for 1917.

Write to-day for sales plan and proposition to dealers.

EVINRUDE MOTOR CO.

650 Evinrude Block

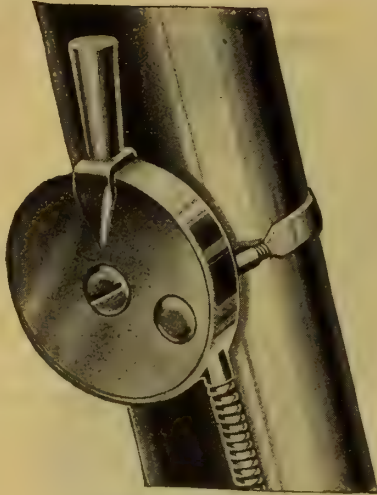
Milwaukee, Wis.

Also manufacturers of 2 and 5 H.P. 2-cycle Inboard Motors for launches, canoes, dinghies, tenders.

Over 80,000 Sold. Used by 25 Governments.

Distributing Branches: E. DROLET, Montreal; A. R. WILLIAMS MACHINERY CO., Toronto; A. A. SEARS, Victoria, B. C.





Watch-Case Style
Speedler Control

The Speedler

"Less Gas—More Mileage"

When your customer is buying gasoline, put it up to him this way:

"That you have a device that is guaranteed to save him from 20 to 40% of the gasoline consumption per mile on any automobile now built. A Speedler will enable him to travel from four to five miles on the same amount of gasoline he now uses to travel three."

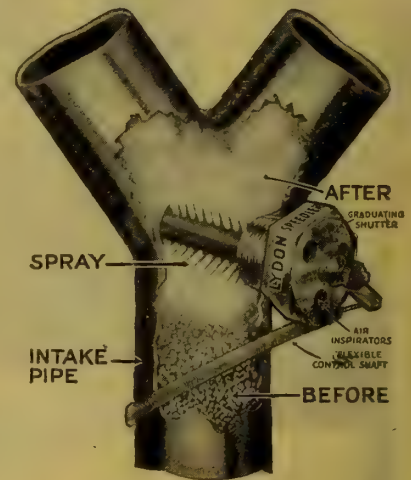
the intake manifold above the carburetor. It is easily attached to any car. The Speedler is a neat, scientifically designed air spray, which screws into

THE SPEEDLER

Saves Gasoline—Gives More Mileage—Increases Engine Power—Acts as Emergency Air Brake—Is a Decarbonizer—Makes Engine Cool.

TRY ONE ON YOUR OWN CAR
Then Demonstrate It.

Great West Electric Co., Limited
WINNIPEG, MANITOBA



TENTS, AWNINGS and FLAGS

IS A CLEAN PROFITABLE LINE

That hundreds of hardware dealers throughout Canada are now handling to advantage.

Write for our catalogue of

Camp Furniture, Flags, Waterproof Horse
and Wagon Covers and general camp
equipment.

J. J. TURNER & SONS PETERBORO
ONT.

If interested, tear out this page and keep with letters to be answered.



Speed Up Production!

—The word has been passed along—Speed up Production. Every man, woman and child should produce all they can. You will have call every day for the next few months for various gardening accessories. How about overalls — the kind that protects all the clothes — Carhartt Allovers.



Carhartt SAFETY FIRST Allovers

A small stock of these garments in connection with your gardening and auto accessory departments will prove to be a money-maker. They will sell the year round; no styles to change; just big, roomy garments that cover the wearer from head to foot.

Made for men, women and children.

Ask us to send trial shipment. Get after the trade of your customers—gardeners, autoists, machinists.

HAMILTON CARHARTT COTTON MILLS, LIMITED

TORONTO

VANCOUVER

LIVERPOOL

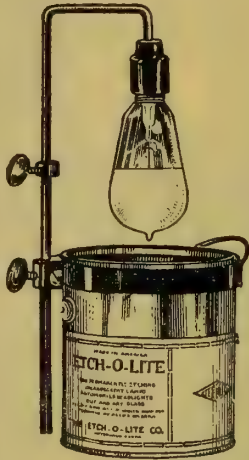
MONTREAL

WINNIPEG

If interested, tear out this page and keep with letters to be answered.

ETCH-O-LITE

An Answer to a Universal Demand



Etch-O-Lite is a new compound for permanently etching or frosting glass—replacing acid and sand blasting. It is far superior to anything ever put on the market, inasmuch as it is cleaner and gives the glass a soft, velvet finish. While it does the work of acid, it is absolutely harmless and can be handled by unskilled operators, as it will not harm the skin or clothes.

By dipping the article to be frosted or etched in Etch-O-Lite for a certain length of time, then scrap-

ing back into the can that which still adheres, and washing, you will find the glass frosted or etched better and smoother than when done in any other manner.

Etch-O-Lite can be used on glass in any form or shape, and is especially recommended for frosting lamps, dimming auto lenses, etching photographers' plates, glass novelties, lighting glass-ware, etc.

Etch-O-Lite is put up in convenient 2½, 5 or 10 lb. containers. Also sold in bulk to large users.

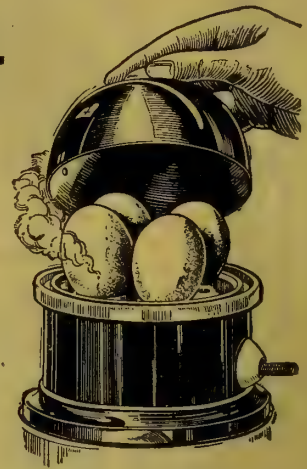
Directions are shown on each can. It has been shown that 10 pounds of Etch-O-Lite will bowl frost 1,400 40 Watt Mazda lamps.

Pointedly, Etch-O-Lite is adapted for every field wherein acids and sand-blasting have been used. It will do the work well—at less cost—and offers that all-important factor of safety.

For dipping lamps, we recommend the use of the dipping machine, as shown in illustration, which regulates depth of dip, and makes the operation entirely mechanical, and can be handled by a boy.

Etch-O-Lite is carried in stock at each of our distributing houses. Order a small quantity and test it. Write our nearest house on your specific problem—put it up to our experts—see what Etch-O-Lite will do and save for you.

Ruvio Self-Timing Egg Cooker and Milk Warmer



Here is a handy little device that will increase your sales and create good-will for you among your customers.

The steaming method of cooking eggs makes them more healthful and easier to digest. The outer part of the egg is mellow and not tough as is the case in the boiling process. With the Self-Timing Cooker, eggs of the same degree of cooking are obtained every day.

There are three outstanding features about this device that are worth noting—

IT IS SELF-TIMING—Cooks eggs hard or soft and turns off current when through. No moving parts to get out of order. No hot wire coils to burn out.

IT IS ECONOMICAL—Uses only half the current of the ordinary Electric Toaster. Operates on the usual 110-115 Volt A.C. Circuit.

IT IS HEALTHFUL—Coddled eggs are the most healthful. There is no tough, indigestible outer lining common to boiled eggs.

THE MILK or LIQUID WARMING ATTACHMENT—Fits over top of the cooker bowl in place of the cooker cover. Uniformity in milk temperature is vital to the health of the child and the use of a device that assures this important feature is satisfying as well as a convenience at all hours, day or night.

This device is a welcome addition to the heating devices now on the market. The Combined Milk Warmer and Egg Cooker retails for \$7.70. There is a profit for you of from 25 per cent. to 35 per cent., according to quantity purchased. You should see that you have a good stock on hand. Our nearest house will be glad to supply your requirements.

Northern Electric Company

LIMITED

Montreal
Halifax
Ottawa

Toronto
London
Winnipeg

Regina
Calgary
Vancouver

If interested, tear out this page and keep with letters to be answered.



Be Ready

MOTORISTS WILL WANT THE NORTH STAR No. 6 IGNITION BATTERY.

With the passing of winter comes the motor car activity. Motorists everywhere are preparing for the out-of-door season—they will need Ignition Batteries, and of course they will want the "North Star No. 6."

Be ready with the supply. North Star Dry Battery is safe to sell—always dependable—full powered—super-excellent—the battery that breeds satisfaction.

Get a supply from your jobber now. Reputation behind the goods—long service ahead of them.

CANADA DRY CELLS, LIMITED. WINNIPEG, CANADA

Get This Colt Business!

Spring is here, and with it the Automobile Season of 1917. Every automobile that takes the road needs a COLT as regular equipment.

We are preaching this preparedness in our magazine advertising. Every "safety-first" automobilist will want a COLT.

It is up to you to bring this business to your door. Why not mail the listed automobile owners in your locality a special circular?

We will supply the circulars—any quantity—with your name and address thereon.

Colt's Patent Fire Arms Mfg. Co.

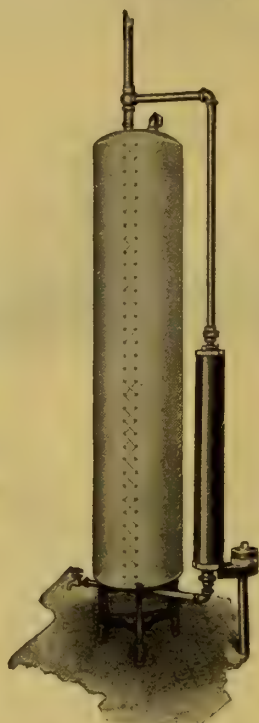
HARTFORD, CONN., U.S.A.

or A. MacFarlane & Co., Ltd., Coristine Bldg.,
Montreal, Canada



THE AUTOMOBILIST'S STORY.

"Just as we came over the hill, two thugs with murderous looking clubs sprang out of the darkness, but when I flashed my Colt they disappeared in a jiffy. Of course that saved us, but, believe me, the Colt is a mighty necessary part of an automobile equipment nowadays. I wouldn't be without one in my car."



660 Watts to 3 K.W.,
110 or 220 Volts.

National
ELECTRIC

"Quality"
is remembered
long after
"Price"
is forgotten.



All sizes and types to serve smallest
family or largest institution.

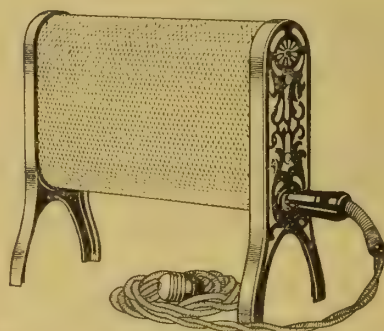


Model B—6 lbs.
Household
Travellers
Laundry
Tailor
Tailor's Machine

We manufacture a
complete line of
electrically heated
Appliances.



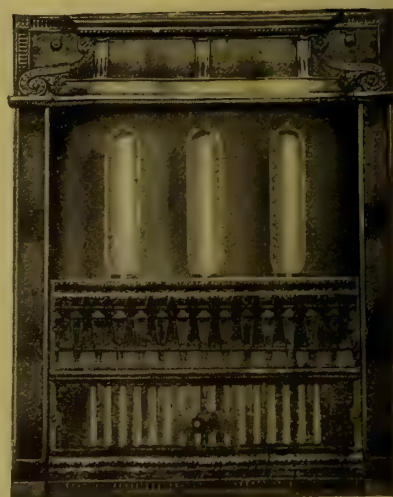
Single and Double Disc.



660 Watts to 15 K.W.
All styles.

Ask us for booklets
giving detailed in-
formation on any of
our Appliances.

Now is the time to
order if you want
prompt deliveries.



24 x 30—3-light.
30 x 30—4-light.

Two styles and any standard finish.

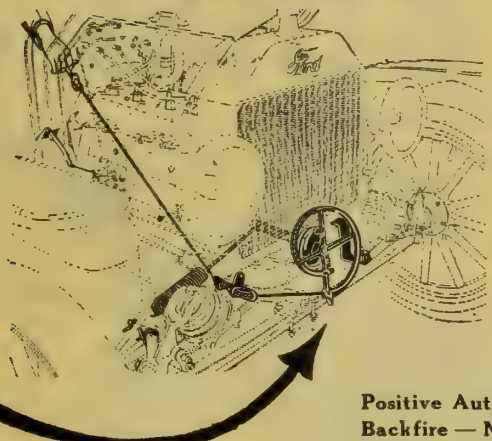
The National Electric Heating Co., Ltd.
Toronto, Canada

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Start YOUR FORD Instantly

\$14

buys this
Guaranteed
FORD STARTER



From
the
Seat

Positive Automatic Release in case of
Backfire — No Danger — No Damage

This starter does the business every time. It is sure and quick. No batteries to worry about—no pumping up—no delicate mechanism to get out of order—no upkeep expense. The SANBO is the only two compression starter of its kind. It is the satisfactory starter.

HYSLOP BROTHERS Ltd.

SHUTER & VICTORIA STS.
TORONTO

HARDWARE DEALERS
Write for Special Proposition



CANADIAN SALES AGENTS

Canada Sales Company

183 Church Street
TORONTO

122 Board of Trade Building
MONTREAL

\$8.50

(RETAIL)

**Menominee Eight
Inch Fan**



Special Prices for
June 1st Delivery
on Orders Placed
Immediately.

FACTORY PRODUCTS LIMITED

220 King St. West, Toronto, Ontario.

If interested, tear out this page and keep with letters to be answered.

RUBBER GOODS

FOR THE HARDWARE TRADE

*"Reliability
in Rubber"*



We make Hose of all kinds, Packings to suit every requirement, Belting for all purposes, Force Cups and Plumbers' Supplies, Tubing, Valves, Valve Discs, Wringer Rolls, Rubber Mats and Matting, Stair Treads, Interlocking Rubber Tiling, Automobile, Carriage and Truck Tires, Etc., Etc.

Send for Catalogue.

Gutta Percha & Rubber, Limited

TORONTO MONTREAL OTTAWA FORT WILLIAM WINNIPEG REGINA SASKATOON
CALGARY EDMONTON VANCOUVER SYDNEY MELBOURNE and PERTH, AUSTRALIA

TRADE MARK MARBLE'S CLINCHER GAFF

Simplest, safest, surest—and the only humane gaff on market. Does not rip nor tear—no steel trap feature. Holds any fish from ½ to 20 lbs. He can't slip through or twist out; just let your arm turn and he has nothing to twist against. Quicker and surer than a landing net. Gaff is 18 inches long, 7½ inches between points; can be locked with points together. Made of polished steel, heavily nickeled.

List price \$1.00. Liberal discount to dealers.

TRADE MARK MARBLE'S

Folding Fish Knife

Keen, razor steel blade, 4 inches long; weight, 3½ oz. Carry folded in pocket or open in sheath. Good for any purpose—ideal for scaling and cleaning fish. Made for hard usage.

List price, \$1.25. Liberal discount to dealers.

TRADE MARK MARBLE'S Safety Axes

More popular than ever. For pocket or belt sheath. Best tool steel blade with lead-lined guard. Hickory or steel handles.

List, \$1.50 to \$4. Liberal discount to dealers.

TRADE SUPPLIED BY JOBBERS

Write for catalog of Marble's Game-Getter Gun and 60 Specialties for sportsmen.

MARBLE ARMS MFG. CO.

5350 DELTA AVE. GLADSTONE, MICH.



Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Johns-Manville



NON-BURN ASBESTOS BRAKE LINING

THE brake lining proven on the drums of giant derricks is the safest for your motor car. Years of manufacturing brake linings for this exacting service taught us that the secret of braking safety, efficiency and durability lies in the kind of asbestos fibre used. We put only selected fibre from our own mines into Non-Burn—that's why it wears—and sells.

To The Trade

JOHNS-MANVILLE Non-Burn Asbestos Brake Lining is sold only through jobber and dealer trade channels. Discounts are generous and rigidly maintained, regardless of size of order. Ask the nearest branch for details of this profit-protecting sales policy.

**The Canadian
H. W. JOHNS-MANVILLE
COMPANY, LIMITED**

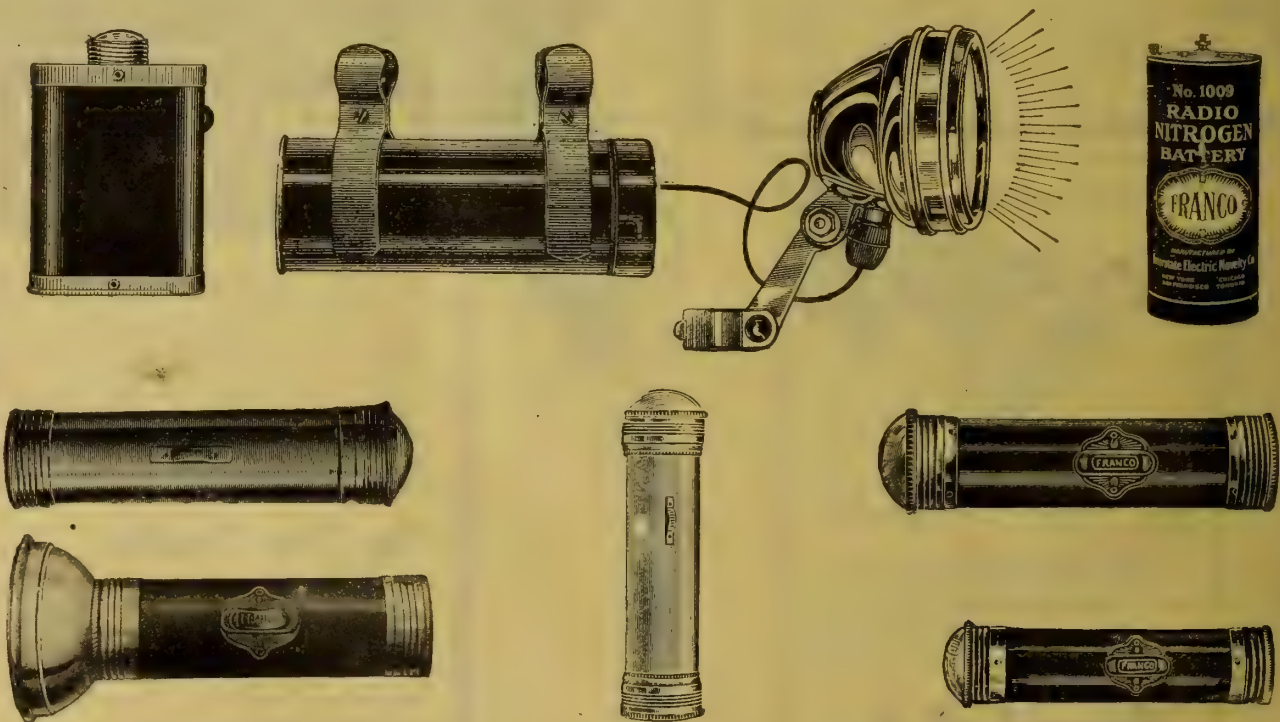
Toronto Winnipeg Montreal Vancouver





Flashlights

TO sell a poor or deficient flashlight is to give this business a black eye. But supply customers with flashlights that live long, and give delighting service is to widen demand for flashlights and make business for you. The "Franco" line, as illustrated, was **AWARDED THE GOLD MEDAL AT THE PANAMA-PACIFIC EXPOSITION.** The highest endorsement of their quality included in this award were our Radio Batteries and Lamps.



We solicit your business for our flashlights, electric lanterns, batteries, lamps and other allied lines.

Send for our Catalogue. It can help you get many orders.

Interstate Electric Novelty Co. of Canada, Limited

220 King Street West, Toronto, Ont.

The Most Progressive Flashlight Manufacturers in the Dominion.

If interested, tear out this page and keep with letters to be answered.



Stack them up

Good Value and Reasonable Prices

To give as much value as possible for the price paid is what makes satisfied customers. Now that the prices on ammunition are higher than in normal times when raw materials are plentiful, dealers should concentrate on the brands that give their customers the most for the outlay.

Dominion

The Only Canadian Ammunition

is manufactured entirely in Canada. When you sell Dominion Shot Gun Shells or Cartridges, you are giving your customer the fullest value in merchandise. The prices are based on the cost of manufacturing plus a fair profit. There is no "plus duty" in Dominion prices. You can afford to push Dominion because of its price—its superior quality, and its profit to you.

Dominion Cartridge Co.

Limited

Montreal

Que.

Don't Wash Your Car-- Spray It!

Stock This Whirlwind Seller!

Here is an accessory you can sell to nine out of ten auto owners. Its appeal is irresistible. Think of saving 95% of washing—with all its bother, muss and fuss.

This is just the big selling, repeating, highly profitable accessory that you are looking for this spring—your old friend, Liquid Veneer, especially prepared for spray cleaning and polishing automobiles, now known as



AUTO LIQUID VENEER

Sales so far have been phenomenal. Hardware dealers everywhere are re-ordering. The idea of spraying your car with Liquid Veneer, the simplicity of cleaning and polishing it in *ten minutes at a cost of only 5 cents*, is making a great hit.

The days of soap and water washing are numbered. Auto Liquid Veneer removes mud, dust and road tar, *without scratching*. It *preserves* the finish, making costly refinishing unnecessary, while soap and water dull and destroy the finish.

A simple demonstration means from half a dozen to a dozen sales. It's a revelation. There isn't a hardware dealer anywhere who cannot sell dozens of these outfits to car owners.

Remember, Liquid Veneer's wonderful reputation. Bear in mind the tremendous national advertising campaign on this spray,

now in progress. Play safe. Order *now* and be sure you are tied up with the LEADER, the biggest selling polish and cleaner in the world.

Outfits consisting of 50c brass-finished sprayer and \$1.00 quart bottle of Auto Liquid Veneer, retail for \$1.50 each. Send the coupon for full particulars. Don't delay. The height of the season is at hand. Let us hear from you now!

Buffalo Specialty Company
Buffalo, N.Y., U.S.A. Bridgeburg, Ont., Can.

Buffalo Specialty Co.,
Buffalo, N.Y., U.S.A.

Gentlemen:—

Send me full particulars about Auto Liquid Veneer, including prices, as per your ad. in Hardware and Metal.

Name

Street

City

Province



—“a wonder in the Automobile World” ONCE TRIED—ALWAYS USED. 50% MORE POWER

Gives a big increase in mileage from gasoline and removes carbon troubles and the wear and tear in the operation of having carbon removed.

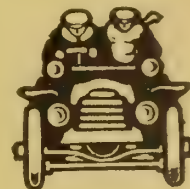
Vitagas has been endorsed by the most critical, so much so that one of Pittsburgh's automobile experts has pronounced it to be “a wonder in the automobile world.”
A Gasoline Tonic.

Just as a tonic will build up and strengthen the blood of man, so Vitagas purifies and strengthens the elements of gasoline, giving it 25% to 75% MORE EFFICIENCY.

Add this live seller to your auto accessory department. The profit is big, and satisfaction double-sure.

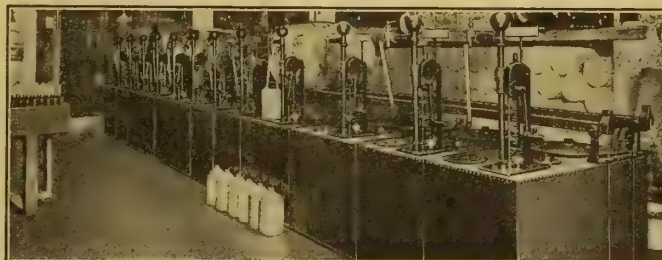
Drop us a card for full particulars.

THE HOWARD-VAUGHAN CO., Niagara Falls, Ont.



The Spring Clean-up Will Soon Be Here!

Let **BOWSER** Help



When you get your paint room cleaned up the Bowser way, the job will be finished for a long, long while.

The Bowser Self-Measuring Paint Oil Storage System

prevents all loss due to spillage, evaporation, “foots” and “fats,” and over-measure.

They are air-tight, fire-proof; deliver an accurate pint, quart, half-gallon or gallon at a stroke; and the biggest time-savers you ever saw.

Write for
Booklet
Now.

S. F. BOWSER & CO., Inc.
66-68 FRASER AVENUE - TORONTO, ONT.

Start the
Clean-up
To-day.

SALES OFFICES IN ALL CENTRES.

REPRESENTATIVES EVERYWHERE

In Answering Advertisements

It will greatly oblige our advertisers and facilitate matters generally if you will give the following information:

- (1) Are you a manufacturer, wholesale merchant, agent or consumer?
- (2) What are the actual working conditions under which the goods are to be used?
- (3) What is the most desirable shipping point—St. John, N.B., Montreal, or New York in bond.
- (4) Is special packing desired?
- (5) Can you give Canadian or United States references, as to your financial standing?

*Kindly mention
this paper when
writing advertiser*



Quality Maintained

The increasing cost of raw materials that enter into the manufacturing of rubber supplies and the higher cost of labor justify advances in prices. But our policy has been, and will continue to be, to maintain, as long as possible, the stability of prices to dealers, advancing just as little as possible, considering the cost of manufacturing.

In no case will quality or workmanship of Dominion Rubber System products be sacrificed for the sake of price. We insist upon maintaining fully the quality of each and every line we manufacture, regardless of cost. That ensures the same genuine satisfaction that has always made the Dominion Rubber System products so popular with trade and consumer alike throughout Canada.

Canadian Consolidated Rubber Co. Limited

Head Office - - - Montreal

Service Branches: Halifax, St. John, Moncton, Quebec, Ottawa, Toronto, Hamilton, Brantford, London, Kitchener, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Edmonton, Vancouver, Victoria.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX.

TORONTO, APRIL 7, 1917

No. 13

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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CHIEF OFFICES:

CANADA—Montreal, 701-702 Eastern Townships Building, Telephone Main 1004. Toronto, 143-152 University Ave., Telephone Main 7324. Winnipeg, 22 Royal Bnk Building, Telephone Garry 2313.

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Warehouse Space to Rent

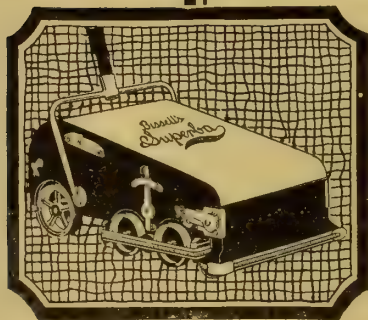
Owing to the difficulty in obtaining material from the mills under existing conditions, and feeling under obligation to supply our regular customers before completing our stock requirements, we have about 3,500 square feet of our warehouse space vacant, which we would be willing to rent at a reasonable rate, with or without services of storemen and electric crane.

APPLY

A. C. LESLIE & COMPANY, LIMITED

560 St. Paul Street, MONTREAL

Women Buy **BISSELL'S** You Don't "Sell" Them



**Bissell's
Vacuum
Sweeper**

Is a Standard
Hand Propelled
Sweeper — Both
Practical and
Efficient.

Bissell sales are profit-makers in more ways than one. Merchants not only are assured the legitimate percentage by the standardized advertised price, but are saved the "salesmanship" needed in pushing unknown machines.

A Bissell sale means simply enough time for the customer to select the special design wanted. No need to enlarge on its merits; no occasion for arguments; no delayed decisions.

Every Bissell's is insured investment, as safe a profit-maker as a government bond. No fluctuating market, no price-cutting wars, but a safe, sane and reliable business proposition.

There are Bissell's, either carpet sweeper or vacuum, to suit all pocketbooks.

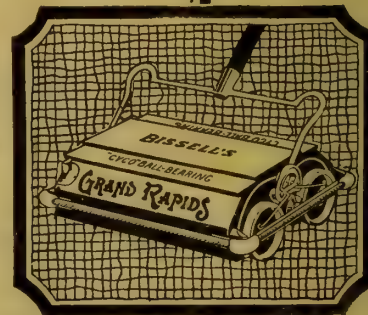
Remember, every Bissell machine is backed by over forty years of experience, gained in the exclusive manufacture of cleaning devices. And that Bissell's prestige is your most efficient salesman.

Bissell Carpet Sweeper Co. of Canada, Limited

Niagara Falls, Ont

Grand Rapids, Mich.

Largest and Oldest Exclusive Manufacturers of Carpet Sweeping Devices in the World



**Bissell's
Carpet Sweeper**
Has "Swept the
World" for Over
40 Years.

337

If interested, tear out this page and keep with letters to be answered.

Motorists Endorse Hardwaremen

Official of Motor League in Ontario in Favor of Hardware Merchants Carrying Auto Accessories—Motorists Generally Favor Hardware Merchants.

WITH the large increase in the number of automobiles which will be seen on the highways during the coming season, an increase which is foreshadowed not alone by automobile dealers who see a big business ahead, but by the official figures compiled by the automobile license departments, the automobile accessory business promises to exceed all bounds both as to the volume of business and profits accruing to the accessory dealer. The hardware trade, which has been rapidly taking on auto accessories as regular stock lines, should avail itself of the possibilities. In doing so it has the unanimous support of the great motor traveling public.

Motorists Favor Hardware Dealer

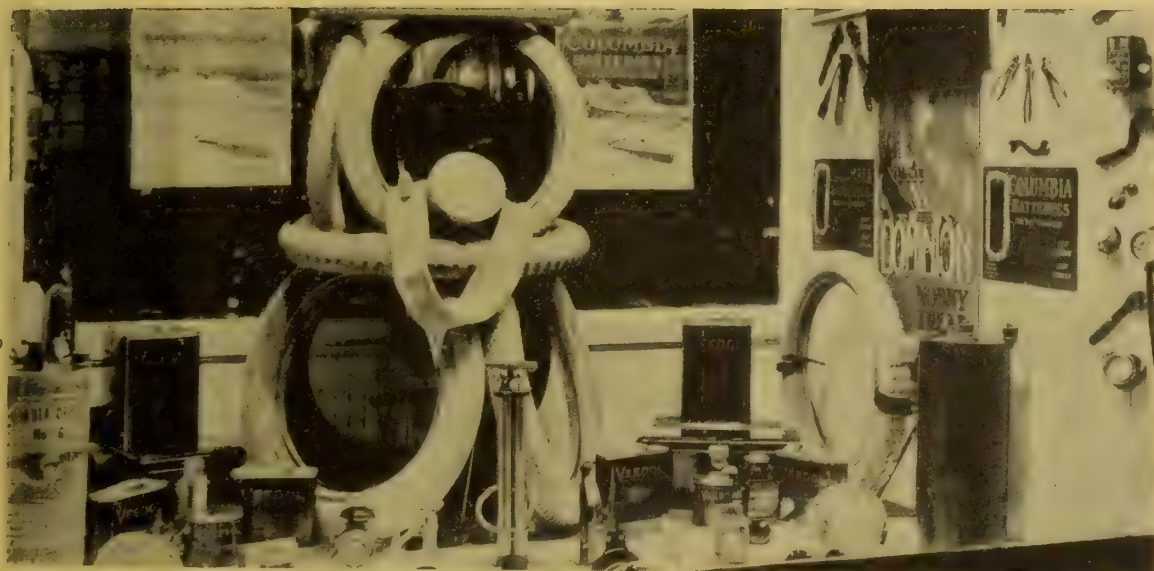
From the motorist's standpoint, the

wholesale introduction of auto accessories into the hardware trade would be very welcome, and from the standpoint of convenience, the undivided support of the whole fraternity is forthcoming. In the United States where the auto accessory trade is carried on in a large way by hardware dealers it has been found to work out to the advantage of both dealer and automobile owners.

The secretary of the Ontario Motor League, W. G. Robertson, is convinced that it is a logical development for Canada to adopt measures which have proved successful elsewhere, and in the auto accessory department of the hardware store this fact equally applies.

Considerable inconvenience has been caused the motorist during recent years, in being unable to secure small repair parts while touring through

country places, and many cases have come to notice where matters would have been greatly facilitated had the local hardware dealer stocked a few spark plugs, cement patches, or other such small accessories. The necessity for stocking actual automobile parts is not so great where the business has not been developed sufficiently to warrant the opening of a garage, for it is seldom that the transient motorist takes it into his head to instal a new carburetor, or to change the actual machinery of his car unless its working order has been impaired to such an extent as to render it useless, in which case it is necessary to turn the car into a garage. It has been proved, however, that a profitable accessory business can be worked up by the introduction of only the lighter classes of accessories such as gaso-



A good representative display of staple selling lines.

BIG INCREASE IN MOTOR LICENSES

That motoring is enjoying a strong run of popularity both from the standpoint of pleasure and necessity, is the conclusion based on the figures compiled by the Automobile License Department of Ontario, which show an approximate increase in the number of licenses issued to date of about 18 per cent. over the issuance last year.

In 1916 there were approximately 55,000 licenses issued for automobiles in Ontario, and from all appearances it is estimated by officials that this number will be exceeded in 1917 by about 10,000 licenses. The date for the renewal of licenses expired on February 15, but many cars are still remaining in storage and are under no penalty to renew until they are wanted for use. In renewing licenses many of the larger dealers state that their expectations are for a large increase in the sale of automobiles during the coming season. Another factor which influences the situation somewhat, and renders it more difficult to form an accurate opinion of the increase in licenses issued, is that many municipalities have been lax in enforcing the Act making it compulsory for motorists to renew licenses under a penalty of \$10 fine for the first offence, and for this reason the percentage of renewals for the Province is not very large as yet. Nevertheless the official estimate of an increase of 10,000 in Ontario alone, over last year is an indication that 1917 is going to be a record-breaking year in the auto trade in Canada.

having foreseen the accident and made provisions for such contingencies. In the cases of many small towns it is found that there is only sufficient support for one garage among several towns, and, while this is sufficient in case extensive repairs are required, it is very inconvenient if such repairs are slight, and that inconvenience offers the opportunity for the small town retailer to do a profitable trade.

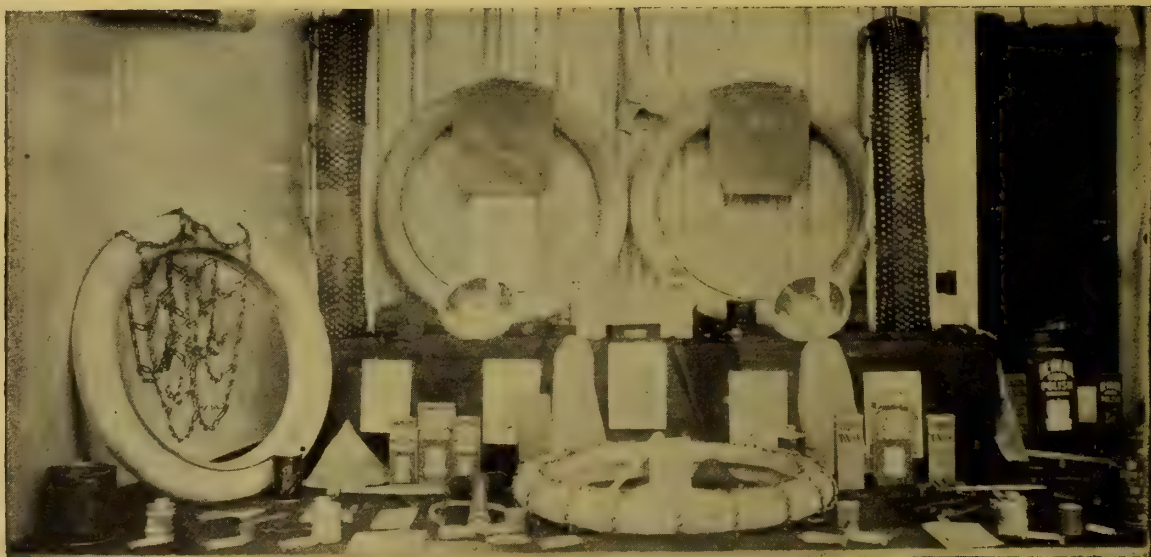
Garage

On the other hand the Ontario Motor League has also had to deal with cases where one garage, through its being the only place for miles engaged in the auto accessory trade, is making full use of its monopoly and establishing what is commonly known as a "hold up" in regard to prices on these goods. In such cases the motorist would greatly benefit by the evening up of prices due to competition in the accessory business between a local hardware dealer and the garage in question.

line, oil, repair patches, tire pumps, spark plugs, chains, jacks, and a small stock of tires of various sizes for emergency use. The foregoing, of course, applies chiefly to the situation created by the transient motorist. The demand for heavier accessories such as carburetors, fenders, headlights, and engine parts, is heavy in many localities, and as outlined in previous issues of **HARDWARE AND METAL**, is being successfully met by dozens of hardware merchants.

The opportunities for the development of the accessory trade along the lines suggested, are numerous, and especially so throughout the country places. In some of the smaller towns, which do not boast of a garage, it is an impossibility to secure automobile parts, and the motorist who is unfortunate to have a small breakdown under such circumstances is constrained to make the best of a bad job, and leave behind a few parting epithets concerning the business propensities of the local dealer, for not

With the increasing number of those who are enjoying the pleasures of motor touring, any development toward increasing the convenience of such methods of traveling is highly appreciated, and the Ontario Motor League, is of the opinion that with the active support of the motoring fraternity, an even greater adoption of automobile accessories by the retail hardware merchants, in both the cities and towns, will prove to be highly profitable to all parties concerned.



Easily arranged, yet effective method of showing accessories.

Hamilton Firm Selling Accessories

Auto. Accessories Are Being Successfully Sold in Both Wholesale and Retail Departments—Canada Following Lead of U.S. Trade.

THAT the automobile accessory department of the Wood, Vallance & Company's retail store in Hamilton, has been successful, after operating it for the past two seasons, was the statement made by the manager of the auto accessory department to **HARDWARE AND METAL**. Based on the success of this department during the past year, the manager, is firmly of the opinion that the success which has attended the introduction of automobile accessories into the hardware trade in the United States, will apply in Canada.

With a stock valued at about \$20,000 in the wholesale and retail department the company opened an auto accessory department one year ago. The energies of a special man are chiefly devoted to this department.

Small parts of light cars, oils and tires, seem to be the most saleable branches of the Accessory trade, and the company has had good success in making up \$100 lots of accessories which at some time or other are indispensable to the automobile owner.

The department manager accredits much of the success of the auto accessory trade in the hardware business to the fact that in the actual purchase of accessories no service is required. It has also been found that the automobile owner, who previously was the possessor of a horse and buggy, comes to the hardware store for his new parts just as he was in the habit of doing when he required parts for his previous outfit. The manager thinks that Canada is just following on the popular favor which the introduction of automobile accessories into the hardware trade, has found in the United States.



HARDWARE JOBBERS SELL ACCESSORIES

THE auto accessory trade in Canada, in so far as the hardware merchant is concerned, has experienced a marked impetus, by the rapidity with which wholesale hardware firms are taking on auto accessories, including practically all regular selling lines from tires to spark plugs. For a considerable period after the "auto ac-

cessory line" began to loom up as a factor to be reckoned with, largely as a result of the efforts of the trade press, the persistency of the manufacturers, and the progressiveness of certain retail hardware merchants, there was a tendency on the part of many wholesale hardware firms to keep away from the new line. This was due partly to conservatism on the part of the wholesaler and partly to the fact that many "here to-day and gone to-morrow" firms were exploiting certain lines of auto accessories with disastrous results to the public in some cases. But to-day the auto accessory business is on an entirely different, and on a much higher plan than it was three or four years ago. There are certain articles or devices, used extensively by the motorist,

which are almost as staple as nails or cutlery. With the standardization of many motor parts and accessories, the handling of certain accessories has been a problem of supply and demand. And this is where the wholesale hardware merchant is stepping in to fill a gap which was previously open. During the past year several of the leading wholesale hardware firms have added to their stocks extensive assortments of automobile accessories. These wholesalers, and those who had previously handled the line, have simplified to some extent the problems of the merchants who felt that there was only a limited demand for accessories in their community. They did not feel that there was sufficient business in sight to warrant them putting in an extensive stock of accessories, such as is carried by many other merchants, who are fortunate enough to have a large clientele of auto owners to draw from. The small dealer can now buy many lines from the wholesaler and have the goods shipped in along with other hardware supplies.

New Freight Schedule Issued

Tariff Increases Affecting Movements of Commodities From East to West Sanctioned by Railway Commission

THE Railway Commission at Ottawa has sanctioned the new tariffs fyled by the railway companies increasing the lake and rail rates from Eastern Canada, via lake and rail routes to Fort William and points west thereof, effective April 23. The increases were opposed by the Montreal and Toronto Boards of Trade, and the Canadian Manufacturers' Association, but the Commission found justification in the fact that the rail haul from Montreal was in direct competition with the all-water movement via the St. Lawrence and Great Lakes.

The new schedule of freight tariffs divides all freight into various classes according to its nature and whether there is a whole car load or part of a car load. Class Five, which includes merchandise and cottons in whole car loads is the one in which Western shippers are mostly affected.

The following comparison of old and new rates from Montreal to Winnipeg on the basis of 100 lbs., shows how Western shippers will be affected:—

Class 1, old rate, \$1.35; new, \$1.41; increase, 6c. Class 2, old, \$1.15; new, \$1.18; increase, 3c. Class 3, old, 94c; new, 97c; increase, 3c. Class 4, old, 94c; new, 97c; increase, 3c. Class 5, old, 63c; new, 65c; increase, 2c. Class 6, old, 57c; new, 58c; increase, 1c. The

increase in classes 7 to 10 are also 1c.

While the total freight charges to further Western points are different than to Winnipeg, the amount of increase in freight rate will be the same as Winnipeg.

Rates on the following commodities from Eastern shipping points to the head of the lakes are advanced as under, effective April 2:—

	Old rate.	New rate.
Binder twine .....	.15½	.17
Iron commod. ....	.19½	.22
Cement . . . . .	.12½	.15
Plasterers' hair ....	.20	.30
Stable fittings ....	.25	.27

The foregoing comparisons show that the increases are general and affect the movement of practically all traffic from Eastern to Western Canada, via the lake and rail routes. There is no change on the rates from Fort William westward.

The Railway Commission will hold sittings to hear the views of Boards of Trade, Chambers of Commerce and the Canadian Manufacturers' Association on the new lake and rail freight rates from Eastern shipping points effective April 2. The dates of the sittings are: Hamilton, April 12; Toronto, 13 and 14; Ottawa, 17, and Montreal, 18.

President Applauds Discussion

Head of Ontario Retail Hardware and Stove Dealers' Association of Opinion That Good Open Discussion Will be Productive of Much Good.

JUDGING by the letter which follows from Jas. N. McGregor, President, Ontario Retail Hardware and Stove Dealers' Association, it is quite evident that the President is of the opinion that a good open discussion, such as suggested by *HARDWARE AND METAL* would prove of inestimable value to the Association. In the many letters which have appeared in this paper since the discussion was started on March 3, some excellent suggestions have been offered by members and ex-members of the Association.

PRESIDENT MCGREGOR'S LETTER

Editor, *HARDWARE AND METAL*,
Toronto.

Dear Sir,—Your article, "What Is Wrong With The Association," in *HARDWARE AND METAL* of March 3, has aroused an interest that will bring out suggestions and ideas that cannot fail to be conducive of much good.

Would it not, at this critical stage of our association's life, be a good plan to start with the assumption that it has no definite objects and aims, but impressed with a necessity of co-operation and organization, let the many hardwaremen throughout Ontario give their ideas what the association should be, and what it should accomplish, and phoenix like, there will arise from the ashes of our present association an organization that will much better fulfil the purposes for which it was originally intended than the present is now accomplishing.

In opening up this discussion *HARDWARE AND METAL* has again proved itself the real friend of the hardwaremen; it feels the necessity of an organization of real practical merit, and if all the hardwaremen throughout Ontario will take advantage of the opportunity given them by *HARDWARE AND METAL* to show the weakness of our present organization and to show where and how it could be made of more practical use to them they would be doing a real benefit to their brother retailers, and place in the hands of the officers of the association data from which would evolve in 1918 the grandest and most successful convention that has yet been held.

We require construction more than destruction, many can pull down where they cannot re-build, many can criticize where they cannot practically advise. We are a great democracy, the executive is appointed to carry out the wishes of those whom they represent, therefore from the views and suggestions

given in these columns will be based the programme at our next convention. Let these views and suggestions be many and fraught with careful thought.

We all feel the necessity of organization, the thoughtful retailer as he peers into the not distant future can discern ahead the many shoals and quicksands that imperil his safety. Laws are being placed on the statute books to the interest of others and to our detriment, and as eternal vigilance is the price of liberty in a nation's life, so is eternal vigilance the price of continued existence in the commercial world. No hardware retailer is immune, no matter how big he is, from the dangers that confront him. No retailer is too small but what he can be of assistance, in a fight for that which is justly his. Therefore there is no man too big or too small but that he needs an association that could accomplish what a retail hardware association could, if they had enlisted under their banner all the hardwaremen in Ontario, earnestly banded together to fight for those rights which they in equity believe justly theirs. Therefore it is not particularly boosters or knockers we need, but an association of earnest business men who feel they have inherent rights, ready to fight for them and strong enough to perpetuate them.

Yours respectfully,

JAS. N. MCGREGOR,

*President, Ontario Retail Hardware and
Stove Dealers' Association.*

IMPORTANT NOTICE RE PRICES

Owing to the fact that a number of the most important price changes of the week went into effect shortly before *HARDWARE AND METAL* went on the press, it was impossible to make all changes in the "Current Market Quotation Pages" in this week's issue. The changes, however, are shown in the market reports in this section under the headings, Montreal, Toronto, London, Winnipeg. If readers, therefore, find discrepancies between prices shown in above reports and current quotations, they will understand that the former are the latest and correct prices. The lines chiefly affected are wire products, nails, files, iron pipe, Canada plates, galvanized iron, paints and oils.

How Will U.S. at War Affect Canada?

United States Not Only at War, but One of the Allies—New Funds Will be Available to Carry on Fight Against Prussianism—Effect Upon Canada Has Been Discounted.

THE important point of the declaration of President Wilson, in the United States Congress this week, especially from the standpoint of the Allied cause, was not the acceptance of a state of war with Germany, but the aligning of American powers of offensive with those nations which are endeavoring to crush Prussian militarism. This is an opinion held by Sir Edmund Walker, president of the Canadian Bank of Commerce, who has been close to the financial and business pulse of the Republic during the trying period which has ended with such a momentous decision. Those who have followed the trend of events have foreseen that the course which Germany has been pursuing in virtually conducting a campaign of war against the United States would force Mr. Wilson, sooner or later, to place that construction upon her attitude. The great question was whether this would be a technical recognition of an existing state as between these two nations or whether the President would support the Allied cause and actively co-operate against a common enemy. It was on this point that his address to Congress was awaited by those who best appreciated its importance. The answer left no doubt as to Mr. Wilson's policy.

The United States fighting with the Allies is an entirely different factor in the war than the United States at war with Germany. The wealthiest nation of the world now stands behind the great effort, millions of men will be available should they be needed; immense productive plants are at the service of the Allies, and another navy has been added to the forces which control the seas. Victory, certain, has been made doubly sure. Any apprehension which may have been felt as to the ability of Britain and her Allies to stand the financial strain to the end, to maintain sufficient armies in the field or to overcome the submarine menace has been disposed of by the Wilson declaration on behalf of the American people. Psychologically, also, the influence must be weighty when the greatest of the neutrals and the greatest of the Republics casts her lot against Germany and autocracy.

New Funds Available.

It is undoubtedly with her money that the United States can be of the greatest immediate assistance to the Allies. That it is the intention of President Wilson that this assistance shall be made quickly available is evident from his statements. It will be remembered that when Great Britain and France made their joint unsecured loan in the States that it was regarded as the first of such. However, what has actually followed has been that with every credit since extended there has been provided ample security, in addition to which heavy shipments of gold have been made. England has maintained exchange on a solid basis, but it has been by the sale of her securities, which have been collected for that purpose. Now all this wealth which has come to the States will be made available to Britain and her Allies, and it is expected that the first step will be the flotation of a billion dollar loan, the United States Government backing the foreign issue, by which means interest charges will be very greatly reduced. Mr. Wilson proposes that so far as American war expenses are concerned that they be met out of revenue. This is a wise course, considering the present wealth of the nation, and the danger of further inflation by creating new money, not to mention the fact that the national financial resources of the nation will thus be conserved to aid the Allies.

As an Active Force.

As an active combatant in the war the States promises

to become at once an important factor, and to increase that importance with the continuance of the conflict. Her navy will be of great assistance in policing the Atlantic and in offsetting the submarine menace; in fact, if necessary, American goods could be moved to England in large convoys with the protection of battleships. This becomes of greater importance when it is considered that now that the States and Japan are joined to the same common cause, the Pacific fleet could be safely moved to the Atlantic. Further, German ships now lying in American ports should prove of great importance in maintaining exports of munitions and supplies to Europe.

As for men, we might consider the potentialities of the United States by multiplying the population by that of Canada. However, there will not likely be a need for a great many American soldiers in Europe. The fact that the States has joined the Allies should shorten the campaign, but if Germany is able to hold out for a long period the American army to be raised by the President's suggestion will form a reserve which disposes of any fear that exhaustion of man power will handicap the Allies.

Economic Aspects.

The prospects of a great nation like the United States going to war has a surprisingly small effect upon the country's economic outlook. The fact is that so far as her industries are concerned the country has been at war, to all intents and purposes, for a couple of years. So far as the manufacture of munitions is concerned she can go on and do for herself what she has been doing for the Allies without interfering with their supplies, owing to the fact that they are now in a position to meet most of their own needs. Besides, as the States is an ally, her output becomes, to a large extent, part of the common fund.

So far as labor is concerned, there would appear to be no need for apprehension. If the American people accept the responsibility which war places upon them they will be able to increase production far beyond the reduction of labor by the raising of any military forces which will be needed for many months. In England we have the example of a nation with practically all of her available men under arms and with production actually on a greatly enlarged scale.

Affect in Canada.

It is not expected that the decision of the States to join the Allies will have any great effect upon Canadian business or finance. Such a development has been pretty well discounted. If the basis of preparation is such as to cause greater consumption of raw materials there may be some effect, but so far as industry is concerned it is figured that direct co-operation will not change conditions much from what they have been, nor will there be a disposition to cut off supplies from Canada of products to be used in the common cause. However, closer co-operation and satisfactory financial arrangements may result in a more general distribution of Allied munition orders as between Canada and the United States. Again, looking to the future, the participation of the United States disposes of the idea that Canada will receive favorable treatment in export markets, that is excepting those within the Empire.

As to finances, the new role of the United States makes it necessary that Canada should consider paying her own way so long as the war lasts. If the war continues to drag along it may quite well be that the American market will not be favorable to Canadian loans, while at the same time we should endeavor, so far as possible, to leave such funds for the benefit of Britain and France.

Exchange and Sales Bureau Started

Arrangements Made for Interchange of Slow Sellers by Members Ontario Retail Hardware and Stove Dealers' Association—Form Provided for Use of Members

SECRETARY W. F. Macpherson, Prescott, Ont., of the Ontario Hardware & Stove Dealers' Association, has completed arrangements for conducting an "Exchange and Sale Bureau for Members." The idea is to assist retailers in disposing of slow sellers, etc. A merchant in one section of Ontario may have on hand certain lines which are slow sellers in his district, but which could be quickly disposed of in some other part of the province. A reproduction of the form to be used is reproduced on this page. The letter sent by Secretary Macpherson to members of the Association is self explanatory as follows:—

Exchange and Sale Bureau for Members

"Dear Sir,—Have you any goods in your stock which are not moving? Of course you have.

Would you like to exchange them for money, or for some line of goods which you can sell? Of course you would, every dealer would. You may have overbought, or your trade for some particular line of goods has dropped off, or your customers did not confirm your judgment in taking on some line of goods. Well, you can safely bet that

some other dealer, say, twenty, fifty, or a hundred miles away, is selling this line quite readily.

Now, in order to give the members of our Association some more service, an 'Exchange or Sale Bureau' will be established and operated from the Secretary's office, as recommended at the Hamilton Convention.

This is a service which every member needs and which every member should try out. As to plan of operation, each member will send to the Association Secretary a list of articles which he wishes to dispose of, giving particulars as to name, quantity, size and condition of article offered. On the first of each month, a list of articles offered will be mailed to every member, the party offering same being given a register number. This number, and not the name, will appear on the sheet of articles offered. On receipt of list, scan it carefully, and when you see any line or lines you can handle, drop a line to the Secretary and you will be put in touch with the party offering. It is hoped and expected that dealers offering goods will make a special price to clear, realizing that it is better to make

a loss, if necessary, now, and get the money, than to carry goods in stock indefinitely and suffer depreciation and loss of use of capital, however small.

A form is enclosed for listing such lines as you wish to dispose of. Kindly follow out the instructions on the form when filling same out.

It is up to the members now to make this feature a success. Let me hear from you at an early date.

Yours truly,

W. F. MACPHERSON,
Sec. O.R.H. & S.D.A.



REASONS FOR SELLING LAWN MOWERS

IN the spring one of the questions most frequently asked of horticultural people is: "How can I make a lawn?" or "How can I re-make a lawn, and afterwards keep it in good condition?" The answer to such a question is: By using good seed, preferably with a seeder, a good loam, a hose, a good lawn mover, an abundance of "sticktoitiveness," and last, but not least, a good roller. In the case where there is a good depth of loam on which the grass has gradually petered out and allowed weeds to push in, a sharp iron rake should be used to scratch into the soil and break it up fine. Seed should then be sown liberally and rolled with a heavy roller. Watering should follow this and then the roller should be used again.

In cases where the soil is poor or gravel is in evidence, there is no other course but to dig out the poor soil if a good permanent lawn is the desired result. Only loam of highest quality should be substituted, and loam cannot be too good.

Pamphlets on the care of lawns should set forth the value of a roller, and should point out that it is only by rolling that a safe condition can be restored to the ground after the spring and winter, with its alternate freezing and thawing, resulting in the loosening of the earth. While rolling is particularly necessary in the early spring, it is also necessary throughout the entire summer. Used during this time it ensures an even surface, discourages the action of worms, ants, grubs, etc., and by packing down the earth hard, it makes it possible for the grass roots to utilize the water deep down.

The suggestion of a roller brings anything but pleasurable memories to many, for this implement of childhood days was a cumbersome affair, but to-day rollers are made with roller bearings that are noiseless and easy to run, and so adjusted that heavy rollers can be used without any trouble. Because of the price, which has rendered the rol-

Continued on page 67.

ONTARIO RETAIL HARDWARE and STOVE DEALERS ASSOCIATION

EXCHANGE and SALE BUREAU for MEMBERS

Date..... 191

W F Macpherson, Sec.
Prescott, Ont

Please list the following articles which I wish to dispose of and advise me at once when you receive any inquiries for same

DATE RECEIVED	REGISTER NUMBER
------------------	--------------------

Name

Address

Name and Full Description of Article Offered	Quantity to Sell of Each Size	Condition of Article	Price would Accept

PLEASE NOTE

Column 1. Give name of article, name of maker and maker's number. State size, etc., with full description to enable quick identification of article offered.

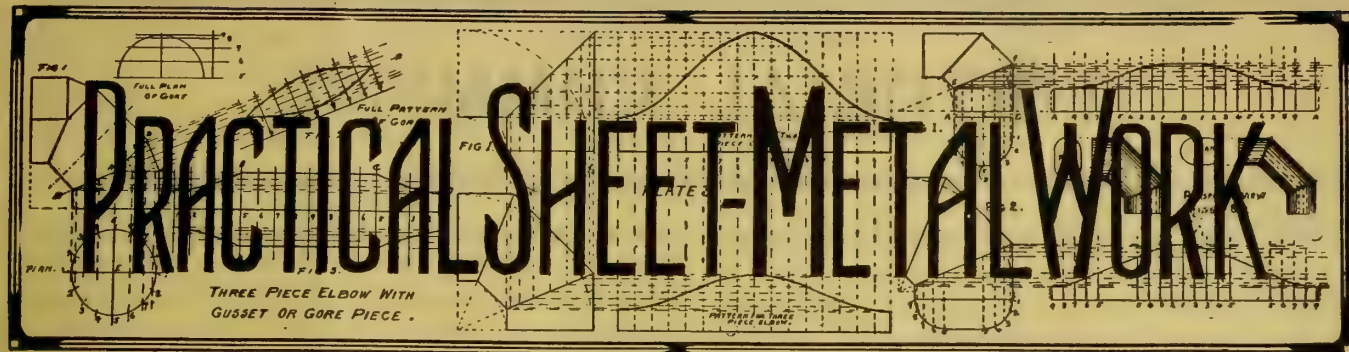
Column 2. State quantity of each size of article offered.

Column 3. State condition of article, whether new, shopworn or second-hand.

Column 4. Fill in price you would accept, should you wish to do so. With a right price quoted, quicker sale would be affected with little correspondence.

The Association undertakes to put seller and buyer in touch at once, transactions will be between them. As soon as you sell any article, advise the Secretary at once, who will remove same from the list.

*Form to be used by Ontario Retail Hardware & Stove Dealers' Association in
exchange bureau. The original measures 8 x 11½ inches.*



BY THOMAS STANFIELD

THE article for which a pattern is to be developed is that of a taper piece to fit around an iron chimney, which has to be placed through the ridge of the roof. Many times it is found to be a little difficult to flash and make water-tight such a chimney so placed.

The elevation, Fig. 1, is first drawn and the pitch of the roof determined as shown at A B C. The length of the taper is next procured, D E, making A D and E C represent the true length of the taper, with B showing the height of ridge as well as centre of the taper piece.

Next draw the plan, Fig. 2, by first extending the line B down to any convenient point, as at K, and using K as

centre of plan. Next draw a number of vertical lines down from H to point 9 and J to point 1.

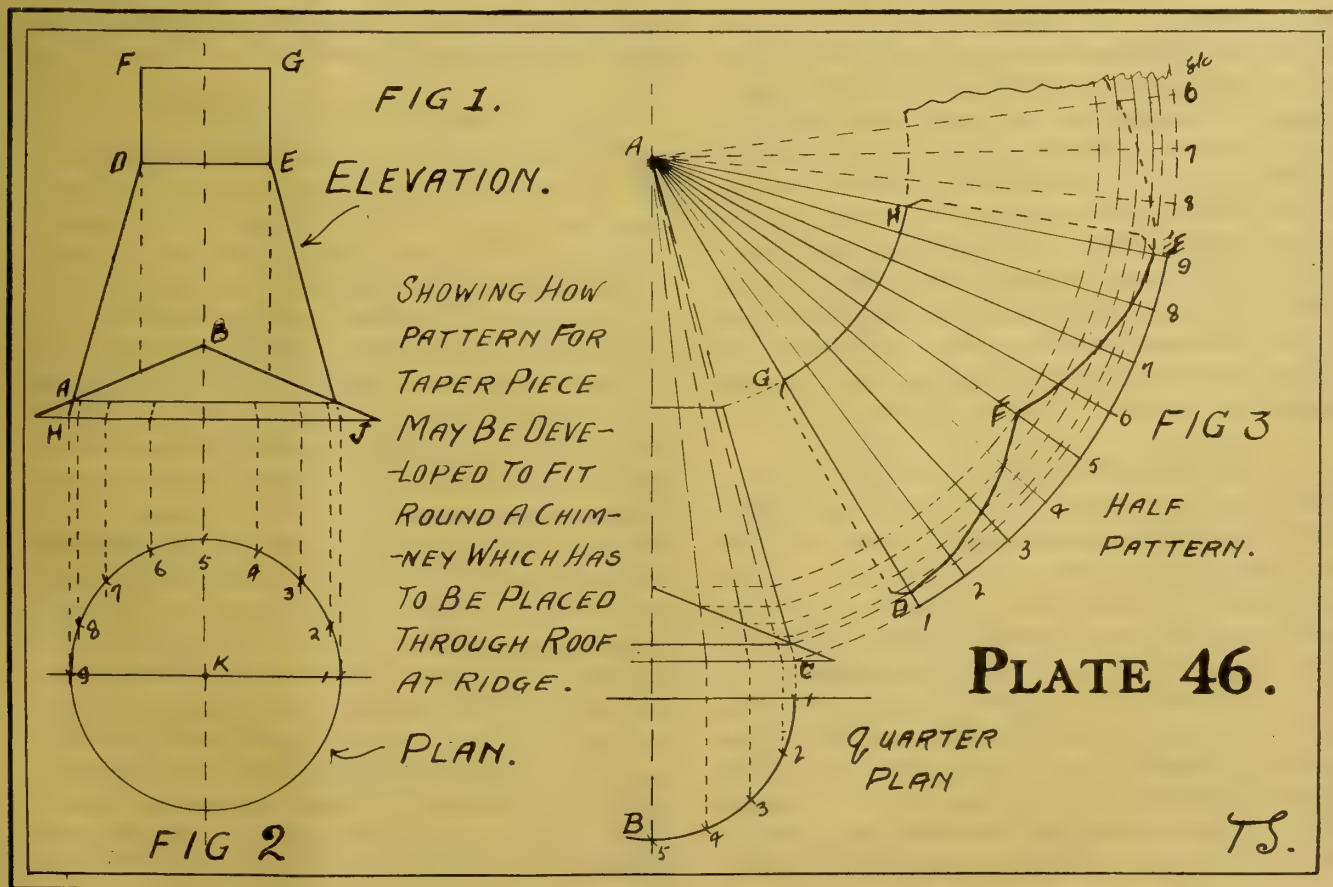
Now divide top half of the plan into equal parts, 1, 2, 3, 4, 5, 6, 7, 8, 9, point 5 being on centre, and erect vertical lines until the solid line H J is reached. This completes the full plan and elevation.

For convenience, a quarter of plan and half the elevation is now drawn, from which the pattern may be developed (see Fig. 3). First draw dotted line A B, which represents the centre, and upon this line draw the half elevation and quarter plan, the exact size of Figs. 1 and 2. In the same manner, and with A as centre, draw an arc from C, which is the stretchout line. Next

transfer the measurements, 1, 2, 3, 4, 5, etc., to this arc, and from each of these points draw a line that meets at point A.

Now draw a number of circles as shown by dotted lines, from the various points on side of taper piece, again using A as centre. The solid lines D E F G H show a half pattern, which may simply be turned over at D G or H E on the metal and marked off. The same method is followed out no matter what the taper be, or even the pitch of the roof. Allowance for flash on roof should be made, which is not shown; this would require to be peened down to fit and either riveted, soldered, or both. Allowance is shown for the side seam.

Continued in next issue.



EDITORIAL COMMENT

JOHN BULL and Uncle Sam—a hard pair to beat.

* * *

THE UNITED States has slipped into a state of war by such gradual means that business will not even suffer a jar.

* * *

THE LETTER of the president of the O.R.H. & S.D.A. reflects the right spirit.

* * *

AN EARLY spring is the best kind of booster for the retail hardwareman.

THE LURE OF THE MOTOR

THE coming of spring, the commencement of long, pleasant evenings and the disappearance of snow from the roads, combine to herald in the start of the active motoring season. People who have laid up their cars over the winter get them out and those who intend to buy new machines proceed to close up the deal. And so the active season in automobile accessories starts.

Motoring has become the ruling craze of the day. It is a healthy, robust recreation and a factor in the direction of increased efficiency in business. It is safe to state with every degree of assurance that the time is coming when every man will have his car, when the workman of limited means will drive in to work as well as the plutocrat. That the present year will see heavier purchases of cars than any previous year is a fact that is established by figures now obtainable; and so that happy day when everyone will ride has drawn nearer this year to an appreciable degree. The moral of this is that accessories and motor supplies should be handled by retail hardwaremen in increasing volume and that, as the season is now open, the proper pushing of these lines should be undertaken at once.

THE UNITED STATES AT WAR

A THRILL of elation was felt from one end of Canada to the other when the news came that Uncle Sam had picked up the gage of battle. There has been much impatience manifested by Canadians at all stages of the world struggle toward the attitude of the United States, an inability to understand how the role of bystanders could be maintained so long. Recently, however, a clearer understanding of the peculiar difficulties that have faced our wealthy neighbor has been reaching the people of Canada; and, now that the final step has been taken, attesting the sincerity and purpose of the American people, all

lack of understanding and sympathy has vanished. Until the end of the struggle and, one hopes, until the end of time, we shall stand together, bound with the bonds of a common interest, a close understanding and a lasting sympathy. Germany's blundering diplomacy has succeeded in cementing together the British Empire and the United States.

The new alliance will have the very welcome effect of smoothing away all uncertainty that has existed to date on both sides of the border line. We are now on the same side, pledged to see it through. Business relations should show almost immediately the effect of this cementing of interest. Not only will an access of cordiality be felt at once, but one imagines that for all time the trade relations between Canada and the United States will thrive on the warm feeling that comes only when two nations sally forth to war together.

Uncle Sam may not have time to play a very decisive part in the war. That is a small point, however. It is the declaration of his willingness, of his entire sympathy with our cause, that counts. Across the sea, across the border line that has not echoed to a shot fired in anger for over one hundred years, the two great English-speaking democracies have clasped hands. It may be the first step toward making possible a permanent world peace.

THE BALANCE OF BENEFIT

WE now find the *Grain Growers' Guide* complaining about the high cost of living. The *Guide* represents the interests of the farmer. If the farmer is not getting the benefit of the high prices of natural products, who is? The trouble is that the farmer is also a consumer. Every consumer looks at the price which he must pay for that which he consumes and does not consider the wherewithal from which he has to apportion that price. Money is of comparative rather than of actual value. A dollar is not so much a dollar to the purchaser as something which may be exchanged for something else. The fact remains that despite the number of dollars which the consumer must pay for his requirements he has more dollars left than before the war when the money he spent brought more for its face value. So long as we can pay the price and as a people have more left than we had under normal conditions then we are prosperous as a nation. This is proven in the actual condition that the average Canadian was never in a better position than he is to-day. It is the readjustment of commodity prices to lower levels that a producing country like Canada has to fear.

NO CAUSE FOR ALARM

WILL the entrance of the United States into the war have any effect on business conditions here? This thought was at the back of every man's mind when the announcement of President Wilson's determined stand was made, preceded only by the jubilation felt at the appearance of so powerful and welcome an ally. Speculation has been rife on this score since, but at time of writing it has not been possible to clarify opinion to the point of arriving at any definite conclusion.

It is, in fact, too early to arrive at any fixed opinion. Manufacturers and wholesalers have hesitated to speak. Some anticipate increased shortages of labor and materials with the inevitable accompaniment of higher prices. Others do not expect that there will be any such effect, basing their belief on the fact that industry in the United States was beginning to slow up, thus offering a margin of productive capacity to be taken up by war needs without drawing on the capacity for peace production. It is probably safe to say that those who incline to this view of it are in the majority.

Certainly, however, there is no need for alarm. If in his preparations for war Uncle Sam proceeded to use up all the available steel and to limit normal production to such an extent that imports to Canada would be stopped or curtailed, then undoubtedly the effect would be felt here. There is little or no chance of this, however. Nor should the labor market be very seriously upset. The United States could raise an army of 500,000 without effecting the labor market to any appreciable extent. Several million men could be taken out of the industrial ranks without seriously deranging production. In any case, the American preparations must progress by gradual stages and any dislocation of industry will come about equally slowly.

ADVANCES OF A WEEK

THE past week has been one of rapid and, in some cases, steep advances in hardware prices. Wire nails went up 25 cents a keg, thus getting over the \$5.00 mark and setting a new high water mark. A long time ago *HARDWARE AND METAL* predicted that wire nails would pass the \$5.00 mark. At that time it may have seemed a rash prediction, but it has now come to pass. Wire bale ties have advanced 25 cents, stove pipe wire has gone up the same amount, black and galvanized iron pipe have advanced twice in the week; many lines of shelf goods, including some electrical lines have been put up. These are but a few of the lines which have advanced. Altogether it has been a week of more or less spectacular activity and retail hardwaremen, as a result, will have to give serious thought to buying questions as a result.

It is not to be assumed that the changes came about as a result of the developments in the United States. The advances were coming anyway, although

the action of President Wilson may have had a hurrying-up effect.

A NEW START

PRESIDENT McGregor, of the Ontario Retail Hardware and Stove Dealers' Association strikes the right note in his letter appearing in this issue. He suggests: "Would it not be a good plan to start with the assumption that the association has no definite objects and aims, but, impressed with a necessity of co-operation and organization, let the many hardwaremen throughout Ontario give their ideas what the association should be." This, in a nutshell, was what *HARDWARE AND METAL* had in mind in getting this discussion of association matters started—a new start, on a broader basis working up to a larger membership. Mr. McGregor has expressed the idea very succinctly.

It is certainly to be hoped that more members will take advantage of the opportunity offered in the columns of *HARDWARE AND METAL* to express their views and give suggestions for the improvement of the Association. It would be a great stimulus to the officers and would enable them to prepare a thoroughly practical and interest-arousing programme for the next convention. If the individual members will do their part, then, as the president says, "Phoenix-like, there will arise from the ashes of our present Association an organization that will much better fulfill the purposes for which it was originally intended."

INCREASING PRODUCTION

THE idea is taking root very firmly in Canada that one of the factors which will help most to win the war is increased production, particularly in agricultural products. We find, for instance, the Toronto Board of Trade, launching a "War Production Club," with the object of recruiting help for the farmers this summer. We find certain manufacturers offering to give each employee holidays at full pay, provided that they will spend them on a farm. There is a tendency to get "down to cases" and to actually start a campaign to provide the farmer with the help he so sadly needs.

This is, after all, a business matter; and every business man should regard it as such. Increased production will not only go a long way toward reducing the menacingly high cost of living and to enable Canada to send more food to Great Britain, but it will prove a very potent factor in maintaining business at its present high speed of prosperity. The movement to help the farmer should have the hearty endorsement and the personal support of every merchant. Each individual merchant must decide for himself what he is in a position to do along this line. He may be able to do much or little, according to the position he happens to be in. But the main point is for each man to *do what he can*.

EVENTS IN THE TRADE

New Firms

Vermilion, Alta.—Northern Hardware Company, of Edmonton, have opened a branch store here.

Fire Losses

Windsor, Ont.—Canadian Chalmers Motor Company plant was almost totally destroyed by fire. Estimated damage is \$250,000.

Incorporation

Toronto.—The London Smelting & Refining Co., has been incorporated with a capital of \$45,000 to carry on a refining and smelting business at London, Ont.

Industrial Notes

Toronto, Queen City Foundry will erect a new foundry here at a cost of \$12,000.

Wallaceburg, Ont.—The Dominion Glass Co., will build an extension to their factory.

Toronto.—The Dominion Glass Company will construct a \$5000 addition to their factory here.

Sydney, N.S. — Construction will shortly be commenced on new coke-ovens for the Dominion Iron & Steel Co.

Montreal, Que.—The Metal and Hardware Ass'n. has protested against other than a Montreal citizen being appointed Collector of Customs here.

Halifax, N.S.—A new company to be known as the Halifax Steel Co. has been formed and will take over the Nova Scotia Car Works.

Fort William.—Mayor Murphy has announced that the Canadian Car & Foundry Co., will operate their plant here this spring.

Personal

Morris Wheeler of the Sargent Co., New Haven, U.S.A., was a business visitor to Montreal this week.

Frank E. Howland of the Cortland Carriage Goods Co., Cortland, N.Y., was in Montreal this week on business.

New Glasgow, N.S.—James A. Stairs, vice-president of the Eastern Steel Co., has recently been in Ottawa on a business trip.

Toronto.—Charles H. Waybrant recently of the Steel Company of Canada has poined the staff of Baines & Peckover, iron and steel merchants.

Mr. Notman, of McKinnon Dash Co., and McKinnon Chain Co., St. Catherine's Ontario was in Montreal this

week calling on business friends in the hardware trade.

Toronto.—Charles H. Easson, vice-president of Brown's Copper and Brass Rolling Mills, Ltd., formerly manager of the Toronto branch of the Bank of Nova Scotia, has been appointed general manager of the Standard Bank of Canada.

Obituary

Montreal.—Russel Hugh, president of Russel Hugh & Sons, Ltd., is dead.

Smith's Falls, Ont.—James H. Gould, for many years manufacturer of implements and stoves, is dead.

Montreal.—Hugh Russel president of Hugh Russel and Sons, Ltd., iron and steel merchants, died last week in Montreal, and as a veteran of industry and commerce in the city is regretted by friends in business circles far and wide. He was one of the city's well known old residents born in Montreal, August 17, 1844. In 1861 he went into business with Mr. Morland, afterwards Morland, Watson & Company. For six years he was with P. and W. MacClellan, of Glasgow, and in 1868 began business for himself, and had been in business in Montreal ever since, upwards of fifty years.

Business Changes

Hepburn, Sask.—H. C. Dick has sold out to A. Siemens.

Elm Creek, Man.—Tessier Bros., are reported as selling out.

Bladworth, Sask.—P. H. Robertson, hardware, has sold out.

Montreal. — The Royal Hardware Company has dissolved.

Craik, Sask.—The hardware business of R. L. McNaughton is for sale.

Sperling, Man.—H. M. Steeves & Co., has been succeeded by Thos. E. Grant.

Winnipeg, Man.—J. W. Wright has been succeeded by W. C. & F. Wright.

Welwyn, Sask.—Stewart Leavens & Co., have been succeeded by Campbell & Van Male.

Lafleche, Sask.—H. W. Davidson formerly of Brookdale, Man., is buying of F. X. Brunell, Lafleche, Sask.

Westboro, Ont.—Stinson & Cummings, hardware, have dissolved partnership, and now styled H. A. Stinson.

Weston.—James Hugill, hardware, previously assigned to Nelson J. McEwen, has been transferred to A. S. Crighton, Toronto.

Torquay, Sask.—Carlson & Son have been succeeded by Knutson & Eika, who have also taken over the hardware business of S. Knutson.

Strathroy, Ont.—W. H. Cuddy, hardware, and Bogue & Mihell, hardware merchants, have amalgamated. Mr. Cuddy has moved to the Bogue & Mihell store, and the business hereafter will be known as the W. H. Cuddy Hardware Co., with Mr. Cuddy as manager.

Guelph, Ont.—Grinyer Co., Ltd., formerly Geo. E. B. Grinyer Co., are taking over the store formerly occupied by H. Oecomore. A large number of changes will be made in the store interior, and provision will be made for up-to-date displays of plumbing and electrical supplies, and accessories, heating and cooking devices, mantles, tiles, etc. Geo. E. B. Grinyer will devote considerable time to the retail end and management of the business. Other departments will be conducted under managers, as follows:—Electrical Contracting Dept., H. E. Bates; Sheet Metal Work and Hot Air Heating, H. Oecomore; Plumbing, Geo. Fairley.

BRITAIN COMMANDEERS LONG TRADE CARRYING ROUTES

The requisitioning by Great Britain of all ocean tonnage engaged in the Australasian, South American and South African services, affecting as it does the longer carrying routes, is expected to exercise a material effect on the problem of transporting foodstuffs from the nearer sources such as the United States and Canada, to Europe, by curtailing the longer carrying routes.

The situation now developing, in which Canada is found to be the nearest extensive food exporter, makes it doubly imperative that this country produce all possible foodstuffs. The problem of adequate ocean tonnage will be a difficult one during the war, and after the war, but the best use must be made of the available tonnage. Exportation of everything but absolute necessities has perforce come about although this continent, with no shortage of supplies, cannot realize the extent of Europe's need.

NEWS FROM THE MARITIMES

St. John, N.B.—The hardware store of Mills, Eveleigh Company, Limited, Sussex, N.B., was broken into recently and a large quantity of small wares taken. Goods to the value of about \$300 were recovered in Moncton when two men were arrested charged with the burglary.

W. S. Fisher, of Emerson & Fisher, Ltd., is promoting a plan for advertising the harbor and industrial developments of St. John, by means of motion picture films.

Major Percy D. McAvity, 26th Battalion, wounded and invalided home, has received his discharge and will enter another branch of war activity in T. McAvity & Sons' munitions plant.

In reply to the questions of the National Service Board, the St. John Board of Trade has recommended a system of national labor bureaus for the benefit of both returned soldiers and general labor; the establishment in each province of discharge depots where all returned soldiers would be held until they are reabsorbed into civil life; the establishment of productive industries for partially disabled soldiers, and the establishment of permanent homes for incapacitated soldiers.

Robert Reid, secretary of the New Brunswick Provincial Branch of the Retail Merchants' Association of Canada, has resigned his office to become Provincial Manager for a life insurance company. His assistant, Miss F. P. Alward, will act as secretary for the present, pending the arrival of an organizer who is to be sent to New Brunswick by the Dominion Board.

Mr. Reid's resignation was accepted by the Provincial Executive with expressions of deep regret, and he was appointed to the new Provincial Advisory Board, which was authorized at the recent convention.

Other members appointed to the Advisory Board are: William Hawker, H. W. Rising, James S. McGivern, J. H. Vaughan, and Thomas Drummie.

The recommendation of the Provincial Convention in favor of the Dominion-wide adoption of the daylight saving plan, which had been referred to the executive, was considered and ordered forwarded to the Dominion Board.

The steady growth of T. McAvity & Sons, Ltd., St. John, N.B., has made necessary the provision of more adequate office accommodation, and this has been accomplished and the transfer made. The entire top floor of one of their three five-storey connecting stores in King street, has been taken over for this purpose. Formerly the offices were scattered over the first and second floors as room was found and as the need arose from time

to time. To reach the new offices a modern express elevator has been installed and also a convenient stairway, and the safety of the staff is guaranteed by steel fire escapes in the rear. About 6,000 feet of floor space is available. The removal of the offices to the top floor leaves much valuable space on the lower floors for retail display.



Toronto Merchants to Close Early

Toronto, Ont.—The following hardware firms, Prince & Co., Kehoe & Kehoe, Keyes Hardware Co., M. Phillips, all of Bloor street, have agreed to close their stores every night, beginning April 16, at 6.30 p.m., except Saturday, nights before holidays, and the period between Dec. 15 to Jan. 1. On and after June 1, these firms will close on Wednesday the year round, at 12 p.m. The firms mentioned have issued an invitation to other merchants to join in the movement for early closing.

HARDWARE LETTER BOX

Champion Incubator

Norfolk & Rochester Hdwe. Co., Ltd., Haileybury, Ont.—Please give name of the manufacturer of the Champion Incubator.

J. A. Bennett & Sons, Gouveneur, N.Y.—Ed.

* * *

Excelsior Motorcycles

The Marks, Clavet & Dobie Co., Port Arthur, Ont.—Please give name of agent for the Excelsior Motorcycle.

P. A. McBride, 343 Yonge street, Toronto.—Ed.

* * *

Wood Butter Moulds, Ladles, etc.

Martin, Finlayson & Mather, Vancouver, B.C.—Please give names of manufacturers in Canada of wooden butter moulds, ladles and spades. Also wooden potato mashers and rolling pins.

Wm. Cane & Sons Co., Newmarket, Ont.; P. Ament, Brussels, Ont.; C. Richardson & Co., St. Mary's, Ont.—Ed.

* * *

Wheelbarrows

The Russell Hardware Co., Toronto, Ont.—Please give names of manufacturers of wheelbarrows in Ontario.

David Maxwell & Sons, St. Mary's, Ont.; London Foundry Co., London, Ont.; John Watson Co., Ayr, Ont.; Erie Iron Works, Ltd., St. Thomas, Ont.; P. E. Shantz, Preston, Ont.; Steel Trough & Machine Co., Tweed, Ont.; Bateman,

Wilkinson & Co., Toronto; B. Bell & Son, St. George, Ont.—Ed.

* * *

Buyers of Waste Paper, etc.

Wells & Emmerson, Port Arthur, Ont.—Please give names of buyers of waste paper, books, magazines, etc.

E. Pullen, 20 Maud street, Toronto, Ont.; M. C. Pink & Co., 138 Esplanade E., Toronto; Helpert Bros., Toronto, Ont.; Factory Waste & Metal Co., Montreal; Harris & Co., London, Ont.; The Pullan Paper Stock Co., Winnipeg, Man.; Dominion Metal Exporting Co., Winnipeg.—Ed.



REASONS FOR SELLING LAWN MOWERS

Continued from page 62.

ler in a few cases a prohibitive article for some individual families, the suggestion has been taken up in many communities to purchase a roller between a number of families, and the result has been that the lawns have been greatly improved in appearance and the individual cost has not been heavy.



FARMER AHEAD OF THE GAME

From *Iron Age*.

Since the prices of steel and of agricultural implements have advanced sharply in the past two years, many farmers have been inclined to complain, and the buying of farm implements frequently has been postponed. The farmers thought they were being imposed upon. Dr. W. E. Taylor, in the house organ, *The Furrow*, published by Deere & Co., expresses the opinion that before criticizing too harshly it would be well to analyze conditions thoroughly, and he gives some interesting figures as to the advances in prices of materials used by agricultural implement manufacturers, advances in prices of their products and advances in prices paid for farm products. He states that the average price the Kansas farmer received for wheat from 1906 to 1915 was 84 cents per bush., and it required 178 bushels to pay for a binder; but with wheat at the recent price of \$1.75 per bushel it takes but 97 bushels to pay for the same machine, whose price has been advanced from \$150 to \$170. In the case of a gang plow, he states that it would have taken 74 bushels of wheat to buy it in past years, and now only 48 bushels are required. Evidently the farmer is ahead of the game, and from present indications he will be even more prosperous the present year.

TOO LATE TO CLASSIFY

WANTED

A first-class Retail Hardware salesman to manage retail hardware business in a Saskatchewan City. Good salary to right man. Would consider proposition of allowing suitable party to take a financial interest in the Business. Apply, giving references, etc., immediately, to P.O. Drawer 648, Saskatoon, Sask.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

HATCH GARAGE DOOR OUTFIT

Canada Steel Goods Co., Ltd., Hamilton, Ont., is introducing a new product called the "Hatch Garage Door Outfit."

The outfit consists of three high-grade door hangers operated on swivels and hung on a National track. The hangers are roller-bearing and, the makers state, have been very carefully constructed so as to withstand any reasonable amount of strain for an indefinite length of time.

Three doors to a garage, swinging around a corner, eliminate, it is said, all objections to the "round the corner sliding door," which was in existence before—the principle objection being the great amount of room which the one-piece door took up while making the turn. In the case of three doors, the centre door swinging inwards as the swivel hangers thereon make the turn, the door rolls in almost a circle, taking up no extra room and thus being as practical and adaptable in a small garage as in a big one.

The doors are hung on three pairs of special garage door hinges (japanned), which have been manufactured particularly for this set, and three stay-rollers are placed in the floor—one at the far end of the door and two in the centre, one inside and one outside for the door to slide between.

Two extra heavy handles are also included in the set, and a japanned safety hasp is included, to be used on the outside of the door for fastening.

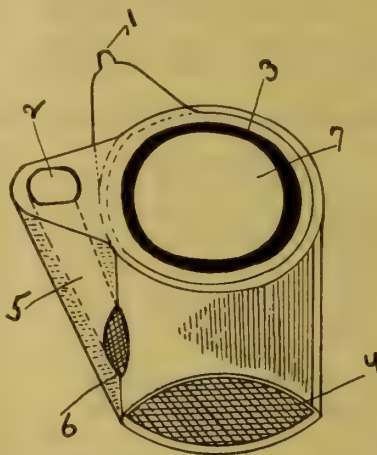
The section of the door nearest the bend has no hangers attached, so that it can be swung upon its hinges and latched back, and the door then rolled around from the inside when required.



Hatch Garage Door Outfit.

KING DRINKING FOUNTAIN

The Relax Company, of 2118 monroe avenue, Norwood, O., manufacturers of the Relax Water Heater Cleaner, has added to their line the King Safety First Combination Sanitary Drinking Fountain and Anti-Water Splash, as shown in the accompanying illustration. It is so constructed that it filters the water before drawn into the mouth through the drinking attachment. It can be attached, it is claimed, to any faucet, and to be used when one drinks instead of a cup or glass, ensuring against germs, dirt, or infection of any sort; in using it, one does not touch any part of the drinking attachment. It is small enough to be carried in the



SPECIFICATIONS

No. 1 represents a flap to turn on and shut off water when not in use. No. 2 shows the sanitary drinking attachment. No. 3 shows rubber that fits the faucet. No. 4 anti-water splash. No. 5 is the channel that supplies the water to the sanitary drinking spout. No. 6 a strainer, this being the only device that strains dirt from the water before drinking it. No. 7 opening that

pocket or purse, instead of a cup or glass. This attachment is also said to prevent splashing.

NEW SPARK PLUG

The Canadian Fairbanks-Morse Co., Montreal, sole agents for Canada for the Bethlehem Spark Plug, announce a new model for 1917, which is illustrated herewith. This is a one-point spark plug, selling, it is said, at a popular price. It is stated by the manufacturers that this one point plug is specially designed for those who desire quality at a low price, Bethlehem workmanship throughout, nickel plated, and made of standard high grade material.

A new feature of the Bethlehem line

of plugs, which consists of nine different models, is also announced for 1917. The new feature is that the porcelains are interchangeable, making handling by the dealer and also by the consumer.

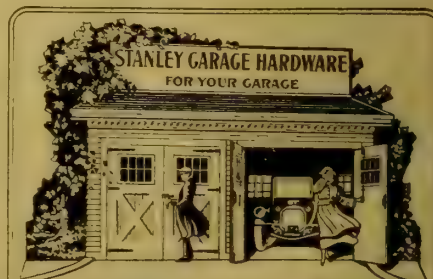


One Point Spark Plug.

much easier in that when a new porcelain is required it is not necessary to state for which type of spark plug it is required, as the one porcelain will fit any type.

GARAGE HARDWARE ELECTROS

The Stanley Works, New Britain, Conn., have prepared a series of 7 electros on their garage hardware. These electros are furnished free to hardware merchants. The accompanying reproduction of one of the electros is in greatly reduced size. The electros of the illustrations only are sent to the dealer. This permits him to alter and to change the copy as he sees fit, and allows the newspaper to set it in their own type, so that it has more the effect of being the dealers' individual advertisement.



WHETHER you are planning to build a new garage or are just dissatisfied with the fittings on your present one, you will be mighty interested in seeing samples of the shipment of Stanley Garage Hardware we have just received and which we are displaying this week in our window.

Stanley Garage Hardware

is so different from the usual hardware you might have put on your garage that we want even try to tell you here any more about it. You will understand as soon as you see our display.

Garage owners who have equipped their garages with this hardware, tell us how satisfactorily it works, and how greatly it adds to the service they get from having their own garages.

We have a lot of gasoline pumps, garage hoists, automobile valves, radiators, etc. In fact, you can get here, wherever you may require for your automobile, or your garage.

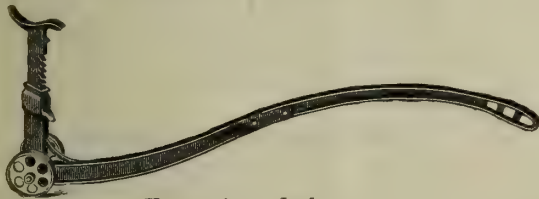
Your name and address goes here.

Reproduction in miniature of one of the Stanley Works electros.

A proof of the copy and illustration is sent with each advertisement. Electros C1 and C7 illustrate the Stanley garage hardware window display cut-out. A dealer who runs this electro in his newspaper during the week he has the display in his window, is concentrating these two advertising forces upon his trade at one time. Both of them, used to supplant each other, it is claimed, are sure to bring to him more valuable results than the sum of the results from using both, but at different times, especially when his newspaper advertising calls attention to his window display. The illustrations of electros and other selling helps furnished free to retailers are shown in a book entitled, "Selling More Stanley Garage Hardware," which is also supplied free on request.

HOVEY AUTO JACK

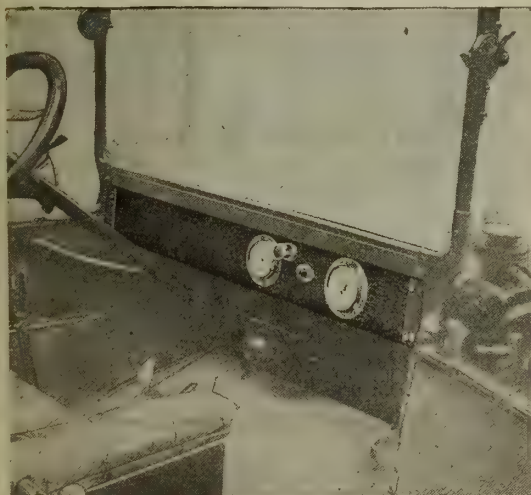
J. H. Whetstone & Co., Lapeer, Mich., are marketing two auto accessories, here illustrated. The Hovey auto jack on wheels, operates by "kicking up" the moveable head and depressing the handle. It locks by gravity, and lets down by merely lifting the handle. Adjust-



Hovey Auto Jack.

ment is made by the foot, and not the hands. The handle is four feet long, which, it is stated, gives ample leverage. The jack is made of malleable iron and open hearth steel.

The company is also marketing the W. A. instrument board. The board is for use on Ford cars, and it is claimed, adds dignity and style to the car. The board will not only accommodate a speedometer, but makes it possible to add a flush type clock, switches, etc.,



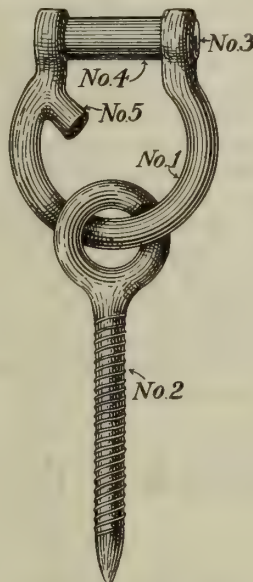
W. A. Instrument Board.

without the necessity of taking it to a machine shop to have holes cut. The W. A. board consists of two metal brackets, one for each side of the car, and a wood centre, which is covered with high grade imitation leather; also furnished in mahogany without leather.

Every one is guaranteed a perfect fit and, it is claimed, can be easily installed by anyone. There are no holes to drill. To attach you simply loosen two nuts on the windshield bracket, slip the board into place and tighten the nuts.

NECKYOKE ROLLER RING

The accompanying cut shows a new roller ring for a neckyoke, patented by the Neckyoke Roller Ring Co., Pembroke, Ont. The makers claim that the roller eliminates danger of wearing out



Neckyoke Roller Ring.

the leather strap, such as often happens they claim, in the stationery ring and bolt.

CASSCO TIRE PUMP

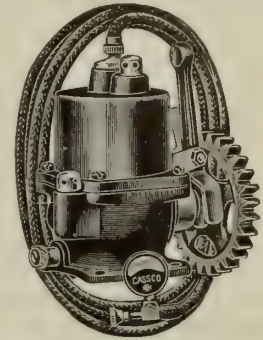
The Cassco Tire Pump (engine driven) is offered to the trade by the Edward A. Cassidy Co. Inc., Madison Ave. at 40th St., New York, N.Y. The makers claim that the pump is simple and scientific in design. It takes up little space. It is easy to install. A motorist can attach it himself. Once in place, it is always ready for service. With one easy motion of the hand it is claimed, you can mesh or unmesh the gears. It requires no attention except occasional oiling. Its few, strongly made parts are never out of order.

The air from the pump is dry and clean. The design of piston and cylinder it is said, prevents oil spray.

The pump will inflate a 34 x 4 tire to 80 pounds pressure in 1½ minutes.

It is said that the pump can be installed with a screw-driver and wrench. Special brackets and fittings

are supplied with the pump. The gears are accurately cut, standard pitch. The displacement is:—5 cubic inches; one inch stroke; bore 2½ inches. An over-



Cassco Tire Pump.

flow at the bottom of the crank case is claimed to insure correct lubrication.

The company is also marketing the Corning Conaphore. This device is described as an entirely new scientific headlight glass. It is the result of three years of experimentation. It is claimed to be unlike any noglare lens or dimmer device.

The Corning Conaphore has a smooth outer surface and a series of patented horizontal corrugations on the inner face. These corrugations bend down the light rays and shoot them out in a long, intense beam.

The Conaphore is made of Noviol Glass (a patented yellow tint glass) which absorbs the blue and violet rays. The beam of light transmitted by this glass eliminates back-glare and penetrates fog or dust.

PETELER FOOT PUMP

Moreau & Pratt, Inc. 1834 Broadway, N.Y., are marketing the Peteler foot tire pump, here illustrated. It is claimed that with the foot pump the motorist is enabled to inflate a tire in the natural, easy way, like walking. The accom-



Peterler Foot Tire Pump.

panying illustration shows a side view of the pump opened. The pump it is claimed, can be easily worked by foot power, and delivers a maximum of air with extraordinary ease of operation. The makers claim that a woman or child can inflate the largest tires. The pump is said to be simple in construction, is finished in baked black enamel and nickel trim, and can be carried in the kit.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

The entrance of the United States into the war on the side of the Allies brings with it a wide scope of market possibilities. The future is very uncertain, owing to the lack of definite statements by the United States as to probable requirements. It is known that of late many United States munition plants have completed their contracts and did not receive renewals. However, the entrance of the United States Government as a heavy buyer of iron and steel products, has already had a firming effect in a market that is already oversold. In the market reports this week there are several important price changes to announce. These changes, all in an upward direction, were anticipated for some time before President Wilson's momentous announcement and the new development in the international situation can hardly be blamed for this week's price advances. Practically all wire products, including wire nails, O & A wire, tinned and coppered wire, wire bale ties, bright and annealed wire. Black and galvanized iron pipe have advanced twice since last week's reports. Prices on pig-iron have been withdrawn this week, and higher prices are undoubtedly forthcoming. Among other lines which have advanced during the week are files, cutlery, chair seats, ice cream freezers, food choppers, screen doors, bit braces, drills, stoves and ranges, black bristle brushes, brooms, coarse jute twine. Turpentine has declined in price and linseed oil is slightly easier, owing to arrivals of flax seed from the West.

MONTREAL MARKETS

MONTREAL, April 5.—Simply the old story of general advancing tendency summarises the hardware markets from the Montreal point of view this week. Iron pipe has advanced twice during the week. Shelf goods show fewer changes, but there is every reason to believe that firmness will develop sharply in shelf goods should there be serious military movements in the States, and extensive preparations. It is hinted quietly however, that America is already well prepared for war, and has small arms by the million, and machine guns, etc., already manufactured. That a great and renowned small arms manufacturing plant is being taken over by the U.S.A., is another rumor not confirmed. Hardware wholesalers are looking for harder delivery conditions due to the action of the States, but are grown rather callous to war's rumors now, and are ready for anything. Iron and steel prices are firm, and pipe has advanced. Gasoline and coal oil are up. Files have advanced, and the supply of these in some sizes is short to the verge of famine. Ingot metals are quiet for the time being. There is great activity in the matter of garden tools, and should

this increase very much there may be shortages, and price advances.

Iron Pipe Prices Have Again Advanced

Montreal

IRON PIPE.—Advances in iron pipe are in effect this week, two advances having been made since last issue was published. This is due to the strength of the iron and steel market, and there is at the same time noted a marked shortage of all sizes of pipe larger than 1¼ inch. There may be more scarcity of pipe than this as the strain on manufacturing resources continues, and importation is so curtailed. New prices for standard and extra strong lapweld and butt-weld pipe both black and galvanized, are shown in panels elsewhere.

Shelf Goods And Some Heavies Up

Montreal

SHELF GOODS, ETC.—The present week has been again rather light in the matter of changes in price for the shelf goods lists, but various heavier goods have altered here and there, and there

are some shelf goods changes of importance.

Yankee Tools Up

Yankee tools (North Bros.) have been advanced by an average of ten per cent. over the whole range of them. Some lines are more advanced than others.

Goodell & Pratt Lines Up.

Goodell and Pratt's hand drills are advanced some ten per cent. The same makers' breast drills and various kindred lines are also advanced this week.

Millers Falls Drills Also

Millers Falls Drills are also subject this week to advances amounting to about ten per cent. upon most of these lines.

Spring Butts Advance

The line of spring butts or hinges made by the American firm of Bommer has advanced about ten per cent., and "Chicago" spring butts and hinges with them.

Woodscrews and Bolts Next

There is a very strong tendency about the market for wood screws and bolts. These lines may advance before long, but the cry of "wolf!" has been sounded previously as to these. When that warning has been often heard some shepherds of the hardware market sleep on. The wise ones keep awake.

Files Are Advancing

Not entirely made known throughout the wholesale hardware trade in the city, but still on its way is the advance in files. Various important lines are altering their discounts from 60 to 55 per cent. and from 50 to 45 per cent. Most of the best known makes will be found in this advance. The shortage of files especially for munition men has been frequently indicated by this paper, and the advance foretold.

Horse Blankets Advanced

An advance in horse blankets is noted, due to the increasing cost of materials for their manufacture. The advance comes to about \$1.90 per dozen on most of the lines in the range of these goods.

Warehouse Trucks Up

There is an advance of some 15 per cent. in warehouse trucks of all unusually required descriptions and makes.

A Washing Machine Advances

One line of washing machines, "Gold Coin" has been advanced by twenty-five cents from \$7.50 to \$7.75 this week due to the general firmness in these

manufactured articles, but the principal range of these goods has not altered since the last advance.

Gasoline Is Up And Oils Are Firm

Montreal

GASOLINE AND COAL OIL.—Still the market for crude oil in the United States advances, and the prices quoted for gasoline and coal oil in Montreal this week are up. Gasoline is now 32½ cents per Imperial gallon. Royalite coal oil is 17 cents. Palacine coal oil is 20 cents per Imperial gallon. These prices are firm and should the action of the United States in the present war prove far-spread and deep reaching in regard to national preparedness on a greater scale than is believed to exist quietly at present, then the market for crude oil may jump vigorously. The outlook as regards bringing the crude oil to Canada is not very certain at time of writing. There may be railway difficulties, and embargoes. The market is therefore very firm in tone.

Sheet And Plate Market Very Strong

Montreal

SHEETS, PLATES, ETC.—In every way the market for sheets and plates of all kinds, galvanised, black, or tinned is very much as last week's report, that is exceedingly firm, and with all kinds of delays in deliveries, shortages etc. Some long delayed shipments of sheets from the United States have, however, been creeping in as railway embargoes were temporarily lifted, but with the war cloud heavy over America the outlook is for continued shortage of lines like sheets and plates in this country owing to strain on the manufacturing and railway resources of the United States. This may not be realised as seriously as seems to some points of view, but the doubt regarding deliveries is present. Large tinned sheets are likely to be very markedly scarce, since Great Britain has refused to permit either manufacture or export of these. Early buyers under contract in the market for sheets and plates have now their opportunity to reap harvests of profits for the whole market is firmer by far than when contracts still existing and being fulfilled, were made, and demand for sheets and plates far exceeds supply.

Wire Advances, And Nails Are Firming

Montreal

NAILS, WIRE, ETC.—While the market for standard wire nails is still represented in all its present strength by the base price of \$5.25 there is an even stronger tone apparent, and there might be advances. Strengthening of the market would have the effect first of

levelling up conditions, for some variations in the base price for steel wire nails have existed here and there. The firming tendency in the market for this class of product is found very markedly this week in wire. Galvanized wire is advanced to \$6.00 base per hundred pounds for barbed wire, and \$6.50 base for plain twist. Galvanized coil spring wire goes to \$6.05 base for No. 9 and \$6.20 base for No. 12. Plain galvanized wire No. 9 is priced at \$6.00, No. 12 at \$6.15, and No. 13 at \$6.25 per hundred pounds. These advances were not generally noted at time of writing, but are fairly representative of the main market.

Renewed Firmness In Iron and Steel

Montreal

IRON AND STEEL.—An insistent firmness characterises the iron and steel market. Domestic pig iron which was quoted at about \$43 per ton last week, is now considered worth \$45 in the market, and the trend is steadily upwards still. The question of the effect of the United States belligerence upon the iron and steel market is being con-

NEW WIRE NAIL PRICES.

Effective April 5, 1917.

With the advance of 25c in nails, standard steel wire nails are now quoted at \$5.20 f.o.b. in Toronto, London, Hamilton, Milton.

For Montreal, Gananoque, Collingwood and Owen Sound the base price is \$5.25 f.o.b.

Windsor and Walkerville remain unchanged at \$5.02½ base.

Fort William f.o.b. prices are \$4.70 base.

sidered but not talked about very definitely, as the truth is that no one is very certain what might be the outcome of active war on the part of the United States. Certainly in every opinion there will be no falling off in prices of iron and steel, and there may be substantial advances. On the other hand quite vigorous opinion exists to the effect that for the past year the States might as well have been at war as far as the manufacturing industries are concerned, and there may not be so very much difference in the state of affairs. Advances in the prices of iron pipe will be noted this week, and wire has also shown advances all due to the iron and steel market firmness. Horseshoe iron is corrected to \$4.05 base.

Common bar iron, per 100 lbs.	\$ 3.80
Refined iron, per 100 lbs.	4.05
Horseshoe iron, per 100 lbs.	4.05
Norway iron	11.00
Mild steel	4.50
Band Steel	4.50
Sleigh shoe steel	4.50
Tire steel	4.70
Toe calk steel	5.40
Mining tool steel, per lb.	0.13½
Black Diamond tool steel, per lb.	0.14½
Spring steel	6.25
Single reeled machinery steel	6.25

Lead And Zinc Goods Maintain Steadily

Montreal

LEAD AND ZINC PRODUCTS.—The market for lead and zinc products for the current week is still firm though the lead market is not particularly active, and indeed appeared a little easier in some directions. All the principal lead products in pipe and sheet lead have been experiencing demand as the spring advances and need for repairs following winter's stress and strain. Zinc sheets are still being sold at the quotations of last week, and expert opinion notes that there is no parity between the price of these and the price of the metal. Solders and babbitts maintain their market, and demand for these continues steady.

Lead pipe, lb.	\$0 16	....
Lead waste pipe, lb.	0 17	....
Lead traps and bends	Plus 10%	....
Lead wool, lb.	0 16	....
Lead sheets, 3 lbs. sq. ft.	0 17	....
Lead sheets, 3½ lbs. sq. ft.	0 17	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 16	....
Cut sheets, ¾ lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 37	....
Solder, strictly, lb.	0 35	0 37
Solder, commercial, lb.	0 23	0 33½
Solder, wiping, lb.	0 33	....
Solder, wire, lb.		0 52
Zinc sheets, per lb.	0 33	....

America's Stand May Affect Rope Market

Montreal

ROPE, TWINE, ETC.—Prices on binder twine are still to come. The market awaits news of the quotations made across the line. It is anticipated that these will be advanced over former market experience. Whether the advance will be a considerable one or only a shade or two over earlier opening prices is not certain; some opinions incline to the idea that it should not be a very strong advance. But the attitude of the States towards the war now makes a difference that may mean stronger markets. Rope and cordage of all kinds may be affected by this. Manila is likely to be firmer. Sisal comes from Mexico, and Mexico may be very much embroiled in the affairs resulting from America's definite stand. The whole outlook is towards firmness, and meanwhile the cordage manufacturers and merchants are very busy filling orders.

Firm Market Tone In Stoves And Ranges

Montreal

STOVES, RANGES, ETC.—Following the advances last week in stoves and ranges the market is steady and firm. The advances were inevitable owing to the higher cost of raw materials, almost every conceivable line of material used in stove and range manufacture having advanced in price. It is noted this week that in certain cases the higher priced lines of stoves have not advanced to the full extent of ten per cent. on former prices at last previous advance. Certain lines of

these have gone up only about five per cent. Before long Fall business in stoves and ranges will be going ahead, the opening of navigation meaning additional and less costly facilities for transportation of heavy freight to many points. According to indications there will be additional difficulties in the great metal markets should belligerent action be actively engaged in by the United States, but stove and range manufacturers in Montreal are inclined to think that these factors will not very seriously affect this industry, already inured to many great difficulties. Stove and range prices are not in for any sudden rises on that account.

Old Metals And Materials Advance

Montreal

OLD METALS ETC.—There is a slightly firmer tone to the market for old metals and for rubber materials there is quite an advance in some lines. Old cast iron is up to \$22.50 per gross ton for the No. 1 machinery grade of this metal, and old stove plate is worth \$12.50 per ton (gross). The market for iron materials is very firm. There is no change in the price of tea lead or heavy lead pipe as compared with last week's quotations, but brass materials are advanced a little. Yellow brass is worth half a cent more per pound. Red brass has advanced in value by about the same amount, and light brass, free from iron, is up to 11 cents a pound. Heavy copper is shaded up as high as a cent of difference for desirable lots and the same quotation as last week for average grade stuff. Old rubbers, boots and shoes, and lumbermen's rubber boots are worth 7½ cents a pound this week, rubber being in firmer market. This price is for clean No. 5 circular packing. Auto tires are this week worth 5½ cents a pound and bicycle tires 3 cents a pound, the rubber market being stronger. Firmer prices still might follow U. S. military moves.

Tea lead	\$ 0.07	.....
Heavy lead pipe	0.08½	.....
Yellow brass	0.16½	.....
Red brass	0.21½	0.22
Light brass	0.11	.....
Heavy zinc	0.09½	.....
Heavy copper	0.27	0.28
Old cast iron, per gross ton	.....	22.50
Stove plate, per ton	12.00	12.50
Old rubber, boots and shoes	0.07½	.....
Overshoes, lumbermen's rubber boots	0.07½	.....
Auto tires	0.05½	.....
Bicycle tires	0.03	.....

Ingot Metals Find Dull-Toned Markets

Montreal

INGOT METALS.—The market for the ingot metals was this week reported dull and unchanged as regards quotations in the main though some shadings downward were mentioned. There was not much concern expressed as to the outcome of greater war activity by the United States. Metal deliveries have been uncertain for many a month, and more uncertainty will be taken philosophically

by the markets unless it grows very acute.

TIN.—Quoted for small orders \$58.50 to \$59 and for larger orders at \$57 tin is in quiet market. Some consignments of tin were received by one large firm from England this week.

Copper Unchanged.

COPPER.—No great changes were noted in copper for which \$38 to \$39.50 was quoted. From as low as \$35 upwards was mentioned for larger orders.

Lead Also Dull

LEAD.—The market for lead was dull in tone, and \$12 to \$13 was quoted for this metal.

Spelter Unaltered.

SPELTER.—Very dull market conditions were found for spelter, and \$13 to \$14 per hundred pounds was the quotation range.

Antimony Not Changed.

ANTIMONY.—No great change has been recorded in antimony, and \$27 to \$29 is mentioned as market quotation for this metal.

Aluminum Steady

ALUMINUM.—There is a steadiness, even a shading of weakness in aluminum and \$72 per hundred pounds was the market quotation for this metal with no very unusual demand experienced.

TORONTO MARKETS

TORONTO, April 5.—With every probability that the United States will get into the war there are wholesalers who anticipate that there will in the near future be another siege of higher prices. They point out that the producing plants of the country will turn their attention first of all to war materials. Goods for home consumption will necessarily have to take a sec-

ondary place in the face of the greater need. It is held that the production of munitions of all kinds will keep up fully as great in her industrial plants as when the Allies were purchasing enormous quantities of supplies. It is pointed out that there has been a diminution of orders from the Allies recently owing to the fact that the various kinds of munitions could be produced cheaper at home than they could in the plants of the United States. With the United States Government in control of these industrial plants the munitions could be produced without the necessity for big profits. By the continuing of the supply of munitions in the United States it would allow the men now utilized in these pursuits to be freed for service in other lines. With increased activities in steel and iron lines higher prices are anticipated by those in touch with the situation. As to how this will work out remains to be seen. Business during the week in spring lines has been very good.

Cutlery, Chair Seats And Shaving Soap Up

Toronto

SHELF HARDWARE.—There have been a number of advances in staple lines of shelf hardware during the week and indications point to a continued upward tendency for some time at least. Wholesalers anticipate that with the United States taking part in the war there will be every reason for a steady march upward due to the drawing away of labor from its usual pursuits and to the increased demand for iron and steel.

Table and Pocket Cutlery Higher

An advance of 10 per cent. in the Joseph Rodgers line of table cutlery, pocket cutlery and butcher knives was announced during the week. An advance was recorded in this line within recent weeks.

Chair Seats Up 15 Per Cent.

Wooden veneered chair seats have

NEW WIRE PRICES.

Effective April 5, 1917.

An advance of 25c per hundred in all wire products makes the following prices effective f.o.b. Toronto, Hamilton, Montreal:

Cut Hay Baling Wire.

No. 9	\$6.00
No. 10	6.05
No. 11	6.15
No. 12	6.25
No. 13	6.35
No. 13½	6.35
No. 14	6.50
No. 15	6.75

Stovepipe Wire.

No. 18	6.95
No. 19	7.45

Hay Wire in Coils.

No. 12	5.45
No. 14	5.50
No. 15	5.60

Smooth Steel Wire.

Nos. 0-9 gauge, base	5.75
Extras over base sizes on heavier gauges are as follows: No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.	

Oiled and Annealed Wire.

No. 10	\$5.91
No. 11	5.97
No. 12	6.05

Wire Bale Ties.

No. 12	6.05
No. 13	6.15
No. 13½	6.20
No. 14	6.30
No. 15	6.50
No. 16	6.75

Fence Staples.

Fence staples, bright	5.35
Fence staples, galvanized	6.20

Poultry Netting Staples.

Poultry netting staples, galvanized, list	12.00
Less discount of 12½%.	

Bright poultry netting staples are \$1.10 less than galvanized after discount has been made.

made an advance of approximately 15 per cent. These articles come from the United States and are higher in price because of the increased labor and raw material cost.

Shaving Soap Up

Higher prices have been announced on Williams' lines of shaving soaps, the large sticks now selling at \$2.50 per dozen, and the barber's bar at 42c per pound. The reason for the advance is given as the high prices prevailing for fats and oils of all kinds.

Prices on Coaster Wagons

A rearrangement of the prices on auto coaster wagons now makes the selling prices of these articles as follows:—No. 00, \$1.65 each; No. 01, \$3.30 each; No. 1, \$4 each; No. 2, \$4.40 each; No. 3, \$4.85 each; No. 4, \$5.60 each

Ice Cream Freezers Advance

New prices that have been announced on Frost King ice cream freezers provide for a substantial advance. One-quart size now sells at \$1.70 each; 2-quart at \$1.95 each; 3-quart at \$2.30 each; 4-quart at \$2.70 each; 6-quart at \$3.45 each; 8-quart at \$4.45 each; 12-quart at \$6.80 each.

Further advances have been made in Gem and Universal food choppers. On the Gem the new prices are as follows: No. 16, \$11 per dozen; No. 20, \$17.25 per dozen; No. 22, \$20.40 per dozen, and No. 24, \$29 per dozen. For the Universal the prices are as follows: No. 0, \$13.50 per dozen; No. 1, \$16.30 per dozen; No. 2, \$19 per dozen, and No. 3, \$24.50 per dozen.

Screen Doors Also Up

A further advance has been made effective in the price of screen doors. There is a scarcity of these and the demand has been heavy, some manufacturers refusing to take any more orders for delivery this year. Prices now prevailing are as follows:—No. 1, \$12.50 per dozen net; No. 2, \$15.30; No. 3, \$21.10 per dozen net; No. 6, \$20.90 per dozen net; No. 8, \$22.10 per dozen; No. 9, \$26.10 per dozen; No. 21, \$18.45 dozen; No. 21½, \$19.25 per dozen net.

Braces and Drills Up 10 Per Cent.

An advance of 10 per cent. has been announced in the line of tools manufactured by the Millers Falls Tool Company. Their line includes such items as bit braces, drill braces and breast drills.

Lantern Globe Prices

Prices at which cold blast pattern globes are now selling is 75c per dozen, with the short pattern globe quoted at the same price.

Hayforks and Pulleys Up 10 Per Cent.

An advance has been announced by American manufacturers of hay forks, hay fork pulleys and kindred lines

WROUGHT PIPE.

In effect March 29, 1917.

Per 100 feet—	Black	Galvanized
Buttweld.		
¾ in.	\$ 4 50	\$ 6 00
¾ in.	3 90	6 00
¾ in.	3 90	6 00
¾ in.	5 10	6 67
¾ in.	6 33	8 45
1 in.	9 35	12 50
1¼ in.	12 65	16 91
1½ in.	15 13	20 21
2 in.	20 25	27 20
2½ in.	32 18	43 00
3 in.	42 08	56 23
3½ in.	52 44	69 46
4 in.	62 13	82 30
Lapweld.		
2 in.	23 31	29 79
2½ in.	35 10	45 34
3 in.	45 90	59 29
3½ in.	57 04	74 06
4 in.	67 58	87 75
4½ in.	78 74	102 20
5 in.	91 76	119 10
6 in.	119 00	154 60
7 in.	157 10	201 10
8 L in.	165 00	211 30
8 in.	190 10	242 40
9 in.	227 20	291 50
10 L in.	211 20	270 40
10 in.	271 90	348 10
Prices Ontario, Quebec and Maritime Provinces.		

which amounts to 10 per cent. Some wholesalers have accordingly made this advance effective in quotations.

Spades and Shovels May Go Up

There is a strong probability that spades and shovels may advance in the near future, and it is anticipated the upward movement will be in the neighborhood of 10 per cent.

Files Have Been Moved to Higher Levels

Toronto. FILES.—A general advance of approximately 10 per cent. has been made

Latest List on Wrought Pipe And One Now Effective

PIPE, STANDARD WROUGHT.		
In effect April 3, 1917, superseding all previous lists.		
Buttweld—	Black	Galvanized
¾ in.	\$ 4 50	\$ 6 00
¾ in.	4 26	6 00
¾ in.	4 26	6 00
¾ in.	5 36	6 93
¾ in.	6 67	8 80
1 in.	9 86	13 01
1¼ in.	13 34	17 60
1½ in.	15 95	21 04
2 in.	21 46	28 31
2½ in.	33 93	44 75
3 in.	44 37	58 52
3½ in.	55 20	72 22
4 in.	65 40	85 57
Lapweld—		
2 in.	24 42	30 90
2½ in.	36 86	47 09
2 in.	48 20	61 58
3½ in.	59 80	76 82
4 in.	70 85	91 02
4½ in.	82 55	106 00
5 in.	96 20	123 60
6 in.	124 80	160 30
7 in.	164 20	208 30
8 L in.	172 50	218 80
8 in.	198 70	252 00
9 in.	238 10	301 90
10 L in.	220 80	280 00
10 in.	284 30	360 50
Prices—Ontario, Quebec and Maritime Provinces.		

in the price of files through the changing of the discount. Great Western are now quoted at 55 per cent., where formerly the discount was 60 and 26 per cent. Kearney & Foot Arcade brand is now quoted at 55 per cent., the former discount being 60 per cent. Vulcan and Globe brands of files are now quoted at 55 per cent. where the discount was 60 per cent. formerly. Nicholson and Black Diamond are now quoted at 45 per cent. as compared with the former discount of 50 per cent. Delta files remain unchanged at 40 and 5 per cent. discount. There has been a scarcity of files developing owing to the great demand for munition work and for industries of various kinds.

Picks, Mattocks and Crowbars May Go Up

Toronto. HAMMERS, PICKS, CROWBARS.—There is a very firm market for picks, mattocks, crowbars, sledge hammers, machinists' hammers, axes, and all lines of a kindred classification. Already there has been an advance by the American manufacturers and the Canadian manufacturers will in all probability advance in sympathy with that market. Local wholesalers state they will not be surprised to see higher prices for these articles.

Nails and Wire Up 25c Per Hundred

Toronto. NAILS, WIRE.—Following the firm situation in wire and nails that has been noted in these columns from time to time for several weeks past an advance has been made effective during the week to the extent of 25c per hundred on standard steel wire nails and on cut hay baling wire, stovepipe wire, hay wire in coils, smooth steel wire, oiled and annealed wired and bale ties. Prices on the various wire commodities and on wire nails will be found in a panel form elsewhere.

Wrought Iron Pipe Goes Up \$10 Per Ton

Toronto. IRON PIPE.—Two advances have been recorded in the price of wrought iron pipe since our last issue which makes the total increase in the week approximately \$10 per ton. On March 29 an advance of two points was made effective which increased the price \$4 per ton and on April 3, a further advance was recorded of six points on ¼ and ¾ inch and three points on all the remaining sizes with the exception of double extra heavy in which there was an advance of five points. The reason for the advance is attributed to the

scarcity of raw material, manufacturers being unable to get sufficient. For the available supplies of pipe there has been a good demand. Net prices for the two advances will be found in panel elsewhere in this issue.

Stoves and Ranges Advanced 10 Per Cent.

Toronto.

STOVES, ENAMELWARE.—An advance has been made effective in the price of coal and wood ranges and heaters. The demand for these lines has been good for this time of year and with advance in prices. There has been a good demand for furnaces reported for this time of the year. An advance in furnaces by some manufacturers was announced in these columns last week. The trade in gas ranges and electric ranges has been very brisk within the past couple of weeks, production being behind the demand for these. Very heavy shipments are being made in oil stoves and heaters and inquiries for these from prospective consumers has also been large. Enamelware has been going into consumption well but prices have remained unchanged during the week.

Cast Iron Fittings Again Move Higher

Toronto.

SOIL PIPE, FITTINGS.—A further advance has been recorded in the price of cast iron fittings, now being quoted at 35 and 5 per cent. off list as compared with 40 per cent. formerly. It was intimated in these columns in our last issue that the market for these was in a strong position and that further advances were not improbable. Soil pipe and malleable fittings remain unchanged.

Discount

Medium and extra heavy soil pipe, 6-inch and under	55%
8-inch soil pipe	40%
Medium and extra heavy fittings, 6-inch and under	60%
Malleable fittings	10%
Cast iron fittings	35 and 5%

Closet Outfits Have Advanced \$2 Per Set

Toronto.

ENAMELWARE, RANGE BOILERS.—There has been an advance all along the line in closet outfits of \$2 per set. One of the cheapest sets that formerly sold for \$19 is now quoted at \$21. With vitreous china, enamel iron or white vitro tank and oak and mahogany finish are now quoted at \$22.75. Bathtubs and sinks hold steady in price at the advances recorded in last issue. Range boilers are also in a steady market with prices unchanged.

30-gallon range boilers, standard	\$10.50
30-gallon range boilers, extra heavy	13.00
Bathtubs, roll-top, 4, 4½, 5 feet, 24 to 30 in. wide	25.80
Bathtubs, 5½ ft.	29.40
Sinks, roll-top, 18 x 30 in., staple	13.35
Closets	21.00

MANY PRICE CHANGES.

There have been many price changes during the past week, some of which took place while the first forms of **HARDWARE AND METAL** were on the press. For this reason the current quotations have not been corrected up to date and there may be some discrepancies in the prices quoted in the weekly market reports when compared with the current quotations. The quotations as given in the weekly market reports are the ones that give the latest information on market conditions.

Heavy Jute Twine Advances 1c Per Pound

Toronto.

CORDAGE TWINE.—An advance of 1c per pound in coarse jute twines has been made effective during the week, the advance amounting to about 6 per cent. An embargo recently placed on the shipment of jute by the British Government is causing a scarcity of this commodity. Cordage of various kinds has been going out freely for the past few weeks on spring orders that were previously placed. Retailers are taking the full extent of their bookings as most of the trade was booked at prices lower than those now prevailing. There is a continued good demand for cordage along the waterfront where preparations go merrily ahead. Prices on binder twine have not yet been announced but it is anticipated they will be given out within a very few days.

Gasoline Consumption Is Getting Heavier

Toronto.

GASOLINE, COAL OIL, LUBRICATING OILS.—With the coming of spring weather there has been a perceptible increase in the consumption of gasoline, especially in the city districts where the streets are favorable to motoring. In the country districts the bad roads are yet a bar to consumption from those districts. Gasoline held steady in price during the week at the advance recorded last week, the wholesale selling price being 31½c and 32c. Benzine is quoted 1c per gallon under gasoline. Coal oil also remained in steady market. Oil companies have been handicapped with shipments on the railways during the winter months but with the opening of navigation it is thought probable that more cars will be released and so provide in a fuller measure for the bigger

consumption of the summer months. Castor oil has shown an inclination to move to higher levels, now being quoted at 27c to 30c per pound as compared with 25c to 30c formerly.

Brushes and Brooms Have Moved Upward

Toronto.

BRUSHES AND BROOMS.—As intimated recently that the manufacturers contemplated advancing the price of black bristle brushes, this advance has been made effectively during the past week, the increase being from 5 to 10 per cent. on all black bristle brushes. This has been caused through the scarcity and difficulty in getting these bristles. An advance of approximately 5 per cent. has been made in the price of brooms made by some manufacturers. Broom corn in Oklahoma and Kansas has advanced to \$400 per ton, recent quotations being \$340 per ton, which is compared with \$60 per ton in normal times. Woodenware of all kinds is holding firm in price but orders will not be booked later than May 1.

Radiator Valves Have Been Advanced

Toronto.

VALVES.—An advance of approximately 12½ per cent. has been made effective in radiator valves by the changing of the discount. Standard and high grade are now quoted at 15 per cent. off list as compared with 25 per cent. formerly. Different lists are used by some concerns and in this way different discounts are used but it is understood prices quite generally are the same. Following are the discount.

	%
Ground work	39-53
Compression work, standard	55
High grade	48
Cushion work	49
Fuller work, standard	54
High grade	47
Basin cocks, No. 0, standard	49-53
High grade	49
Nos. 1 and 2	49-53
Bath cocks	55
Flatway stop and waste cocks, standard	53
High grade	50
Roundway stop and waste cocks, standard	53
High grade	50
Brass steam cocks, standard	10
Globe, angle and check valves, standard	15
High grade	10
Radiator valves, standard	15
High grade	15
Patent quick opening valves	55
Basin Cocks—	
No. 0 and 1, Fuller pattern	53
No. 0 and 1, compression	49
Midget	51
Globe, angle and check valves, medium pressure	40
Radiator valves, standard	40
Radiator valves, Jenkins disc.	45
Radiator valves, quick opening	45

Black Sheets Are In Mobile Market

Toronto.

SHEETS, PLATES.—Black sheets have again been advanced by some concerns to the extent of 50c per hundred

on some of the higher gauges and 40c per hundred on the heavier gauges. The increase is in the neighborhood of \$10 per ton. There is a range in the market, variations in quotations being made according to the condition of the stocks of the dealer. Changes announced during the week by some of the dealers make the following prices effective: No. 12 gauge, \$6.55; No. 14, \$6.45; No. 16, \$6.35; No. 26, \$6.40; No. 28, \$6.50; No. 29, \$6.60. Following are the prices which prevail in other quarters:

	Per 100 lbs.	
No. 10 gauge, base	\$6.40	\$6.50
No. 28 gauge, base	6.75	6.75
1/4-inch (boiler plates)	6.50	6.50

Differentials for other gauges; No. 12 gauge 10c higher than No. 10; No. 14 gauge 20c less than No. 10; No. 16 gauge 10c less than No. 10; Nos. 22-24 gauges same as No. 10; No. 26 gauge is 10c less than No. 28.

Corrugated Sheets In Fair Demand

Toronto.

CORRUGATED SHEETS.—There has been a fair demand for corrugated sheets during the week but prices remain unchanged at the advances recorded in last week's issue. Galvanized and painted shingles also steady in price. Following are the prices on corrugated sheets:

	Per 100 Sq. Feet	
	Galvanized	Painted
No. 28 gauge	\$ 6.50	\$ 5.50
No. 26 gauge	7.00	6.25
No. 24 gauge	11.00	8.50
No. 22 gauge	12.25	10.50
No. 20 gauge	15.50	13.00
No. 18 gauge	20.00	16.50

Demand For Iron And Steel Not As Brisk

Toronto.

IRON AND STEEL.—The demand for iron and steel locally has not been quite as brisk during the past week as in recent weeks. Trade however has been fairly good. An uncertainty pervades the market as to just how the entrance of the United States into the war is likely to affect prices. The opinion is expressed that the tendency will in all probability be to still higher levels. Prices remained unchanged during the week with the exception of sheet cast steel which was increased 1c per pound on the lower grades.

	Per 100 lbs.	
Common bar iron	\$ 4.25	\$ 4.25
Common bar steel	4.50	4.50
Refined iron	4.65	4.65
Angles, base	5.00	5.00
Horseshoe iron	4.50	4.50
Norway iron	7.50	9.00
Mild steel	4.50	4.75
Tire steel	4.75	4.75
Toe calk steel	3.15	5.25
Sleigh shoe steel	4.60	4.75
Rand steel	4.75	5.00
Spring steel	6.00	6.50
Mining tool steel	17.00	18.00
Sheet cast steel	26.00	35.00

Boiler Tubes Hold Steady In Firm Market

Toronto.

BOILER TUGES.—Demand for boiler tubes has continued good during the

week and prices have remained unchanged at the advance recorded last week, which amounted to 10 per cent. Conditions are in a very firm position in the American markets and the Canadian market reflects this situation.

	Per 100 Feet	
	Cold Drawn	Lapweld
1-inch	\$24.00	\$
1 1/4-inch	30.00	....
1 1/2-inch	32.00	25.00
1 3/4-inch	32.00	25.00
2-inch	35.00	26.00
2 1/4-inch	37.00	....
2 1/2-inch	44.00	33.00
3-inch	47.00	38.00
3 1/4-inch	....	45.00
3 1/2-inch	59.00	48.00
4-inch	74.00	60.00

Fair Demand Reported For Lead Products

Toronto.

LEAD AND ZINC PRODUCTS.—The market for lead and zinc products has held steady during the week, no movement in prices being recorded. A fair

BINDER TWINE PRICES SOON.

From authentic sources it is learned that prices on binder twine in the United States were expected to open around 18c. or 20c. per pound. Later developments, however, have made it highly probable the opening price in the United States will be in the neighborhood of 15c. per pound. The situation in the United States has a very pertinent bearing on prices in Canada.

demand is reported for these commodities during the week. The pig lead and zinc market held in a steady position and the lead and zinc products reflected this condition.

Lead pipe, lb.	\$0.16	....
Lead waste pipe, lb.	0.17	....
Lead traps and bends	10% on list	....
Lead wool, lb.	0.15	....
Lead sheets, 3 lbs. sq. ft.	0.15 1/2	....
Lead sheets, 3 1/2 lbs. sq. ft.	0.15 3/4	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.15 1/2	0.16 3/4
Cut sheets, 3/4 lb. extra and cut sheets to size, 1c lb. extra.	....	....
Solder, guaranteed, lb.	0.35	....
Solder, strictly, lb.	0.32 3/4	....
Solder, commercial, lb.	0.31 3/4	....
Solder, wiping, lb.	0.31 1/2	0.32
Solder, wire, lb.	0.35	....
Zinc sheets, per lb.	0.25	....

Old Copper Takes Big Dip Downward

Toronto.

OLD MATERIALS.—There has been a decidedly weaker tax tone in copper and brass during the week as a result of the offer of one of the largest producing companies to furnish the United States with copper at 16 3/4c per pound and from the fact that some twelve other concerns have followed the lead taken in this respect. Old heavy copper declined 3c per pound during the week and is now quot-

ed at 26 1/2c. Yellow brass is quoted down 1c at 16c and red brass at 21c is also down 1c. There has been a good demand for old materials of all kinds but the weakness in copper has demoralized the market for that commodity.

	Per lb.	
Tea lead	\$ 0.06 1/2	....
Heavy lead pipe	0.09 1/2	....
Yellow brass	0.16	....
Red brass	0.21	....
Light brass	0.10	....
Heavy zinc	0.09 1/2	....
Heavy copper	0.26 1/2	....
Old cast iron, per ton	18.00	....
Stove plate, per ton	14.50	....
Old rubbers, boots & shoes.	0.08 1/2	....
Overshoes, lumbermen's rubber boots	0.06 1/2	....
Bicycle tires	0.02 1/2	....
Auto tires	0.06	....

Metal Markets Are In Waiting Mood

Toronto

PIG IRON.—Pig iron prices have again been withdrawn and there is really no market at present. The last quotation was \$43 ton, but was withdrawn on Tuesday of this week.

There is a quiet tendency in the metal markets, due to a disposition to await developments in the international situation. The undertone however is firm and an upward movement in prices will likely develop now that the U.S. Government has decided to take an active part in the war.

COPPER.—The market is quiet and prices have an easier tone due to the appearance of re-sale copper on the market offered at concessions. Buying of copper for deliveries near the end of the year is increasing locally at 39c-40c.

TIN.—Prices of tin continue nominal, and the market is quiet although somewhat firmer. The London market has been advancing steadily for some days, but New York prices are unchanged. Tin is quoted locally at 55-57c lb.

SPELTER.—The market is firm. Prices of spelter depend upon developments in the zinc ore situation, as the margin of profit is now very fine. A change one way or the other in the price of ore would likely be reflected in quotations on spelter. Local price is 13-15c per pound.

LEAD.—There is no change in the lead situation and nothing to indicate any marked change in prices in the near future. Lead is quoted locally at 12-13c per pound.

ANTIMONY.—Quotations are nominal and slightly firmer due to a scarcity of spot metal. Locally price is 35-36c lb.

ALUMINUM.—The market is dull and prices unchanged at 68c per pound.

LONDON MARKETS

LONDON, Ont., April 5.—The past week has not passed without the usual weekly surprises in the way of price changes. Iron pipe scored twice, and two advances were made during the week. Wire nails and products have also advanced 25c per 100 lbs. These advances will not come as a surprise to those who have been following the market reports. Several other important advances have also gone into effect during the week.

With the coming of the warm weather of spring a good demand has developed for all spring lines. Garden tools and paints are just now extra good sellers. Turpentine is the only commodity in which there has been a downward trend. Business here has been excellent during the week.

Iron Pipe Makes Two Advances In Week

London.

IRON PIPE.—Two advances in wrought iron pipe have been recorded during the week, the most recent going into effect on Wednesday of the present week. The first advance amounted to two points or \$4 per ton while the one which took place this week amounted to the same in certain sizes while in other sizes the advance was greater. Net prices for both changes will be found in panels elsewhere in this issue.

Nails and Wire Up Another 25c

London.

In accordance with recent predictions, wire nails, wire bale ties, stove pipe wire, bright and annealed wire, tinned and coppered wire have all advanced 25c per 100 lbs. This latest advance makes the price of wire nails \$5.20 per keg locally. A quotation of \$5.02½ is made for Windsor and Walkerville, F.O.B. factory points. Cut nails are still quoted at \$4.70 base locally. Prices on wire are shown in current quotations.

Barn Door Rollers Have Been Advanced

London.

BARN DOOR HANGERS.—New prices have been announced on Richards Wilcox barn door hangers which provide for a substantial increase. No. 545 are now quoted at \$10.50 per dozen pairs; No. 544 at \$13.20 per dozen pairs; No. 543 at \$14.25 per dozen pairs; No. 542A at \$10.80 per dozen pairs. Round track for the above sizes in No. 543 R. W. is quoted at 11c per foot and for No. 542A at 9c per foot. Parlor door hangers are also higher in price, No. 19 single

now being quoted at \$3.15 per set complete with track and No. 19 double at \$5.40 per set. No. 12 single is quoted at \$1.90 per set and No. 12 double at \$3.78 per set complete with track.

Many Miscellaneous Lines Advanced

London.

Bits, Braces and Drills Up

Increases in the price of Stanley Rule and Level bit braces and breast drills have been made effective and which provide for an advance of 10 per cent. in these goods.

Electric Irons and Toaster Lists

New prices have been issued on Canadian Beauty electric irons and toasters by the changing of the list prices. List prices are now as follows: Electric iron Model A, \$4.50; Model B, \$5; electric upright toasters No. 220, \$4.50; electric grills No. 250, \$6. The same discount of 25 per cent. applies to new list as that applying to former lists.

House Brooms Up 25c to 50c

An advance of 25c to 50c per dozen has been made in the price of house brooms. The cheapest price on any of the brooms is now \$5.25 per dozen whereas the former price was \$5.

Scales Marked Higher

An advance in the price of Champion scales has been made effective here following an intimation made in the Toronto report last week to this effect. The new discount is now 15 per cent. as compared with 20 per cent. formerly. All Burrow, Stewart & Milne scales, beams, etc., are now 15 per cent. off list.

Yankee Tools Up 10 Per Cent.

As announced elsewhere in **HARDWARE AND METAL** last week an advance has been put into effect here on all Yankee tools which amounts to 10 per cent. This includes ratchet screw drivers, drills, etc.

New Discounts on Pumps

Reference was made in the Toronto report last week to the change in discounts on pumps which provides for an increase in price. This change has been

announced here. Iron pumps are now quoted at a discount of 30 per cent.; brass cylinder pumps at 25 per cent. off list; repair parts for pumps, net list; iron cylinders, 25 per cent. off list, brass lined cylinders, 10 per cent. off list, brass body cylinders, net list.

White Lead in Oil Firm

The price of white lead in oil holds firm at recent quotations of \$15 per hundred in ton lots and \$15.30 in less than ton lots.

Hemp Packing Up 2c

An advance of 2c per pound has been recorded in the price of hemp packing, Russian hemp now being quoted at 30c per pound and Italian hemp No. 1 at 38c and Italian No. 2 at 30c.

Putty Advances 25c Per Hundred

London.

PUTTY.—An advance of 25c. per hundred pounds has been recorded in the price of standard putty which now makes the selling price \$4.10 in 100-lb. drums and \$4.20 per hundred in 25-lb. drums. Bladder putty in barrels has also been increased in the same proportion and is now sold at \$4.35 in barrel lots and \$4.75 in less than barrels. Pure putty on the other hand has advanced 45c per hundred by the changing of the differential from 80c to \$1 per hundred pounds above the price of standard.

Turpentine Down 3c

A decline of 3c per gallon has been put into effect on turpentine. In single barrel lots it is now quoted at 73c per gallon and in 2 to 4 barrel lots at 72c. In 5-gallon lots the price is 80c per gallon.

Linseed Oil Unchanged

There is a fair sale of linseed oil. Prices remain unchanged at \$1.40 per gallon for raw in 1 to 2 barrel lots and \$1.43 per gallon for boiled in the same quantity. For 3 to 5 barrel lots the price is \$1.39 for raw and \$1.42 for boiled. In 6 to 9 barrel lots the price is \$1.37 for raw and \$1.40 for boiled per gallon.

WINNIPEG MARKETS

WINNIPEG, April 5. — With the end of April comes the end of the spring rush of orders in carload quantities. There will be good business, in fact, big business during April, but the bulk of it will be handled through local shipments.

The first three months of the year have been extremely busy ones for the hard-

ware jobbers and sales records have been established each month and for the quarter. Most certainly the amount of business already handled and in sight does not look like the "blue ruin" which some pessimists insist must come. Latest reports from the country indicate that the labor situation on the farms is being taken care of very well and the early

spring will give the West sufficient opportunity to prepare the land for another bumper crop.

Building Paper Prices Withdrawn

Winnipeg

One of the most outstanding features of the market is the situation in regard to building papers and roofing. All prices are at present withdrawn and it will be a week or ten days before new prices are available. There is a decided shortage now existing in many lines and the new prices which manufacturers will be paying for pulp means that sharp advances are due to come into effect.

The bulk of the trade in building papers and roofings during the past two years has been confined to the country points, as building in the cities has been reduced to a minimum. With good crops and high prices for grain, the farmers have been adding to their buildings with the result that business on paper has been splendid and manufacturers have been running their plants to capacity to keep up with their orders.

As soon as the new schedule of prices is available, **HARDWARE AND METAL** will advise its readers.

Carriage and Wagon Hardware Advanced

Winnipeg

In these columns a couple of weeks ago, **HARDWARE AND METAL** advised its readers of a probable increase in some lines of carriage and wagon hardware. During the week a change has gone into effect on malleable clevises and whiffletree hooks, the new prices being as follows:

Per lb.: Malleable clevises, 15c.; whiffletree hooks, No. 107, 17c.; 207 and 307, 16c.

Other lines may be expected to follow suit in the very near future.

Canada Plate Scores Further Advance

Winnipeg

Another advance during the week on Canada plate of \$1.25 per box is undoubtedly the forerunner of further advances in the prevailing quotations on stove pipe and elbows. Stocks of Canada plate are extremely low and that a shortage of all lines of pipe may exist this fall now seems a possibility. The prices now ruling on Canada plate as represented by above increase are:

Half polished, per box: 18 x 21, \$8.50; 18 x 24, \$8.50; 20 x 28, \$8.75.

Full polished, per box: 18 x 21, \$9.50; 18 x 24, \$9.50; 20 x 28, \$9.75.

Blacksmiths' Supplies Advanced In Price

Winnipeg

New prices issued on anvils show advanced figures for these lines, quotations now reading for Norris, 13c. lb.; Peter Wright, 20c. lb. Jobbers have revised their prices on blacksmith's forges, blowers and post drills, with the result that new quotations being made are about 10 to 15% higher than those formerly ruling.

New prices at advanced figures have also been put in force on wagon and plow eveners, neckyokes, and singletrees, all mounted, with necessary irons. These advances follow naturally on the increased cost of lumber and new prices issued on clevises and whiffletree irons, etc.

Many Shelf Lines Go Higher

Winnipeg

Other lines which have undergone a revision in price during the week are as follows:—

Per doz.: Cast stove pipe dampers, 6 in., \$1; 7 in., \$1.20; steel stove pipe dampers, 6 in., 80c.; 7 in., 90c.

Ingersoll watches, each: Maple Leaf, \$1.05; Climax, \$1.15; Eclipse, \$1.45; Junior, \$1.95; Midget, \$1.95.

Gall Cure, per doz.: Bickmore's, 2 oz., \$1.90; 6 oz., \$3.75.

Curry combs, per doz.: 121, \$2; 127, \$2.75; Eclipse, \$3.

Paint Products Advanced in Price

Winnipeg

Following recent predictions made in these columns and following the announcement in the paint department of last week's issue of **HARDWARE AND METAL**, all lines of mixed paints have taken a decided increase in price, ranging from 20c. to 25c. per gallon. This is one of the biggest single advances made in this line, since price started to incline and it is possible this basis may be held firm for some little time.

The linseed oil situation is, of course, somewhat unsettled as yet and the prices of paint will be governed to some extent by developments in this market. Locally there has been no change in prevailing prices, which remain at:

Raw, \$1.40 per gal. in bbl. lots; boiled, \$1.43 per gal. bbl. lots.

Conditions remain serene in regard to turpentine, as well, and no change has been recorded for some time past. Present prices are as follows:

Per gal.: 85c. bbl. lots; 88c. ½ bbl. lots; 90c. 5 gal. and 1 gal. lots.

Throughout the West a revision has been made in prices ruling on coach and wagon paints, the advance approximating 10% throughout

To give some idea as to the level attained in prices on paints we give herewith present prices on one of the well known brands, and other makes have advanced in proportion:

Stephens, per gal.: Outside white, \$3.35; house paint, \$3.10; floor, \$2.70; Silkstone, \$2.65.



PAINT SALES AND SERVICE

(Continued from page 78)

building; it also presents special difficulties that the average buyer of paint knows nothing about. Herein is another way in which the dealer can render service to his customers, and thus assure their satisfaction. Of course, the dealer may not himself be aware of the dangers and difficulties pertaining to certain kinds of wood, but it would amply pay him to take the trouble to find out. That is easily done. All large paint establishments have experienced chemists associated with the establishment who are capable of giving expert advice on just such points. This service is open to the dealer, and if he does not take advantage of it, the loss is his.

There are varieties of wood that have an exceedingly porous texture, these need an abnormal amount of filler to satisfy their thirst, and only by so satisfying it can the best results be obtained.

Moisture the Great Enemy of Paint

Another point that is often lost sight of is that moisture is the natural enemy of paint. To paint on a damp surface is to lay yourself open to cracked and swelled paint. For the sun's rays beating on the imprisoned moisture will generate gases that are sure to destroy the surface. The painter should take no chances with rain. It is essential that the surface should be dry before there is any thought of painting.

These are only a few items in regard to paint that will however be sufficient to show the dealer that there is something in paint salesmanship beside just handing the paint over the counter.

The present idea of salesmanship is to sell to a satisfied customer; only so can repeat orders be obtained. In the matter of paint a satisfied customer presupposes a satisfactory result. How can this be if the rudimentary dangers that face the painter are not known. The dealer who sells an understanding service with every can of paint is on a fair way to reap a rich harvest.

WEEKLY PAINT DEPARTMENT

Paint Sales and Service

The Many Dangers and Difficulties in the Painting Trade Not Known to the Amateur
—For This Reason the Paint is Often Unjustly Blamed—How the Dealer
Can Safeguard Against These Dangers by Careful
Enquiry and a Service of Expert Information.

HANDLING paint sales successfully requires more than a little skill and not a little real knowledge of the subject. Anyone, of course, can sell a can of paint, but there is a good deal of art in making a friend of the person sold, and keeping that friendship in force after the paint has been actually used. There is hardly a paint dealer anywhere who has not had dissatisfied customers dropping in to complain of the paint sold.

Now there are roughly speaking three reasons for this. In the first place, the paint may be actually bad, but as most dealers now are handling standard makes of paint that are first-class in every particular, this reason may be almost disregarded. Then there is the person, who against the best of advice tries to make paint do what it was never intended that it should do, who has not the most rudimentary knowledge of how to use paint, and how to protect himself against the troubles that may arise. That sort of person is of course beyond redemption. But probably the vast majority of complaints come from people who through ignorance of the art of painting have not achieved the success they expected. Not unnaturally they blame the dealer, and are thoroughly convinced that the paint he sold was of a poor quality and consequently was the cause of their failure. Now, that paint was probably of first-class quality, and under proper use would have given thorough satisfaction. Therefore, the blame must in the end fasten itself on the dealer. The reason for the failure and the dissatisfied customer was that the dealer had made no effort to find out just what sort of a job the paint was intended for, so that the proper paint could have been supplied, nor had he suggested the best method to the purchaser, the best method of using the paint.

Service and Satisfied Customers.

This is a service that might very easily be rendered by the paint dealer. Most

people who go to the hardware store are strictly amateurs in their knowledge of paint and its use. The dealer, on the other hand, does know something of paint, or if he does not, he certainly should, and a little attention devoted to discovering for what use the paint he is selling is desired, and a little not too obvious advice as to the methods whereby the best results may be obtained should prove a valuable method of furthering sales and assuring satisfied customers.

There are many different considerations to be taken into account in giving this service of advice to customers. It is necessary in the first place to know something of the purpose for which the paint is to be used, and also where it is to be used should be considered. For instance, there is a good deal of difference in the conditions of work done in a city and similar work in the country. A city house, for instance, is more or less sheltered by surrounding houses from the worst weather; at most it is only subjected to the full stress of weather on two sides, while the house in the country, often standing in the most exposed place, is subject to the full force of whatever the weather may be. Now it is not reasonable to assume that the same treatment that would give satisfactory results in the case of the city house will give equally satisfactory results in the country. The exposed surface will naturally not be in as satisfactory a condition to receive the new paint as the more sheltered city house surface, and probably there will be required an extra coat of paint to overcome this difference. The dealer who makes his estimate on the condition existing in the city is advising the buyer to his hurt, and need not feel too resentful if the buyer returns and complains that the product sold was not satisfactory.

The Dangers in Painting New Surfaces

Then there is a question whether the surface to be painted is new or old. A

new surface needs infinite care to secure the best results than an old. Now the amateur painter is not generally aware of that fact and consequently the best results are not obtained. Even when the painter is aware that it is wise to work over the knots and pitchy places with shellac, it is not always that he realizes just how important this work actually is, that to do it carelessly or scimp it is the surest way to court failure. The shellac should be applied evenly, and allowed to dry before the paint is actually applied; moreover, on a new wood it is wise to shellac all the coats to be sure of adequate protection against pitchy excrescences.

In the good old days it used to be considered the thing to have all the shellacing done before the primer was put on, now the usual practice is the other way, the primer and its proper applications is one of the essential elements of painting success.

Different Woods Present Different Conditions

Of all the surfaces for which paint is used, wood is the most difficult to actually gauge, composed mainly of ligno-cellulose, it also contains water, extractives and mineral matter. Water and the extractives are naturally repellent of paint and as a result great care is necessary to overcome these difficulties. Different kinds of wood, too, each present their several difficulties. For instance, the yellow pine so much used for building in some parts carries an excessive amount of moisture, and to paint direct on the green surface is courting failure. It has been found by experience that the best method of handling this particular wood is to let it weather for some months. This treatment hardens the natural sap and evaporates much of the water. It is possible then to clean and paint and be assured of a successful job.

Spruce is another wood much used in
Continued on page 77.

QUALITY

First, Last and Always



it is quality with Jamieson's Ready Prepared Paints. This dependable quality has kept Jamieson's Paint on the market for more than fifty years. It is the quality and durability that keep Jamieson's in public favor, while other brands come and go.

Let us tell you how profitable our proposition is for you to handle.

R. C. Jamieson & Co.

Limited

Montreal

Canada

Established 1858

Owning and Operating
P. D. DODS & CO.,
Limited

FIRST




Moore's

House Colors

WIN THE SALE

You Boost Your Own Profits—

Every time you boost Moore's House Paints you help your own business and boost your own profit. Moore's Paints sell at a reasonable price and give big satisfaction to every customer—they are dependable for all kinds of house painting.

When a purchaser asks for a good paint—sell him Moore's, and get a substantial profit.

Benjamin Moore & Co., Limited
WEST TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 5. — Demand for mixed paints maintains, and the advances of the past week appear to have had little if any retarding effect upon the general outlook for the approach of a good painting year. Opening of navigation though still distant seems to be in the minds of many who require large consignments of paint, and the railway difficulties which have retarded deliveries are slightly improved. The chances of complications in markets due to the entry of the United States into the war are not vexing many minds seriously as yet, though some firming of markets is anticipated, and further delivery troubles also. Linseed oil is a shade or so easier this week. Turpentine is easier locally, though there is a firmness of market anticipated. Glass is very firm. White lead in oil, and putty, are unchanged in market from last week, and May 15 represents the date limit on deliveries at present prices.

Mixed Paint Shows Business Activity

Montreal

MIXED PAINTS. — Following the advances in mixed paints the market is not at all unsettled, and demand is unaffected to any extent. In fact the demand for paints is considerable on all hands, and with the opening of navigation now within more measurable distance there should be large business in this line. As all indications are pointing to the strong probability that this will be a year of plentiful paint sales because so much painting has been neglected in the past two years, the activity of the factories at present is not wondered at. A great many large shipments have been delayed by railway difficulties, and the outlying districts will welcome improved facilities which are now being achieved though slowly.

Linseed Oil Is A Little Easier

Montreal

LINSEED OIL. — Very gradually the situation as regards linseed oil is being relieved by the arrival of limited quantities of flax-seed from the North-West. The quotations for flax-seed are high, and there is a firming tendency in the market which means that although crushers are now able to release supplies of oil more freely prices are very firm. It was

estimated this week that at the present basis of quotation by crushers linseed oil can hardly be sold to the retail trade for less than \$1.30 per Imperial gallon raw. This as a matter of fact is about the usual market quotation, or rather the lowest general quotation found on the Montreal market for raw linseed oil. Much higher figures were quoted by one firm not anxious to enter the market with linseed oil at the present time. This firm quoted \$1.47 per Imperial gallon for raw and \$1.50 for boiled. Quotations of \$1.40 to \$1.43 were on the average respective of the Montreal market, and at least one firm quoted definitely \$1.30 per Imp. gallon for raw linseed, and \$1.32½ per gallon for boiled, although the differential between raw and boiled is more usually three cents than two and a half cents in Montreal. One barrel lots are still the basis of quotation.

Turpentine Steady, Even A Shade Down

Montreal

TURPENTINE. — There is a firmer tone to the primary market for turpentine, but supplies have been coming in better to Montreal, and this following the local firmness due to irregular supplies rather offsets the general market tone making turpentine quotations in the main rather easier than prevailed last week and the previous weeks. As low as 74 cents per Imperial gallon for turpentine in one barrel lots was quoted by several firms during the present week, but quotations ran as high as 77 and 79 to 80 cents in some quarters. In the main the easier tendency due to better supplies was noted, but with the shadow of warfare in its first hand aspect lowering over the United States hints were here and there heard of strengthening factors in the turpentine market. Should there be vigorous military activity in the States transportation is likely to be affected to the firming of turpentine prices in Canada even if no other factor operates in similar manner.

White Lead in Oil Steady and Firm

Montreal

WHITE LEAD IN OIL. — There is no change this week in the prices of white lead in oil, and though the tendencies of the market are still towards firmness for the metal, the slight relaxation of the linseed oil situation is in some measure

reassuring. Not that much lower prices are to be looked for in linseed oil for some considerable time, only any glimmering ray of hope for better things in this direction enables the market to carry its burdens still stolidly along in anticipation of still better things ahead. Quotations for white lead in oil are made on the basis of \$14.80 per hundred pounds for one ton lots, and \$15.10 per hundred pounds for less than tons with bookings taken only for delivery up to May 15 and not after that.

Putty Prices Are Steady At Increase

Montreal

PUTTY. — All the contributing factors which advanced putty prices last week, are still very much to the fore in the markets. Whiting is as hard to get as ever. Linseed oil, though a little easier in supply is as firm as ever in price, and there is little chance of this product's being much lower priced for some time to come. Putty is quoted upon the basis of last week's alterations in price, that is, \$3.35 per hundred pounds for bulk in barrels f.o.b. Montreal for standard grade putty, and a dollar higher per hundred pounds for pure. Demand is good, the present spring being one of quite marked activity in the industries to which putty is necessary.

Glass Markets Are Firm To Firmer

Montreal

GLASS. — Conditions affecting the manufacture of glass in the United States are as difficult as ever, and prices remain high with every prospect of firmness in the market on this side of the border as well as at the points of manufacture. Demand for glass is at the usual scale for spring, rather better for the time of year than in previous war time experience, although there has been little large scale building in Montreal and district to call for special supplies. Considerable stocks have been held by merchants in Montreal since the outbreak of the war, but these are not now so large, and replacement is very much harder than was ever anticipated.

TORONTO

TORONTO, April 5. — There has been quite a bit of sorting in paint lines already this spring and manufacturers state that it is unusual for it to begin



*The Standard
of the World*

Accepted the world over as the white lead by which all others are judged! Made continuously for nearly 200 years, during which time it has been building a wonderful reputation.

**BRANDRAM'S GENUINE
B.B. WHITE LEAD**

is the one you should sell, if you would have your store become known as headquarters for painters' supplies. If you stock this white lead, the trade of the master painter will come to you—and he buys many things besides white lead.

Write to-day for current prices

BRANDRAM-HENDERSON

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY LIMITED

If interested, tear out this page and keep with letters to be answered.

so early. Such a condition would seem to indicate that already there has been a fairly free movement of paint. Sorting business is expected to develop more freely as the season advances. There has been a decline in turpentine during the week and linseed is in easier tone as the result of arrival of flaxseed from the Canadian West. Black bristle brushes of all kinds have been advanced by one manufacturer from 5 to 10 per cent. Trade in these lines is reported brisk, which further indicates that paint is being used. Conditions still point to a favorable paint trade during the spring and summer.

Linseed Oil Showed A Weaker Tendency

Toronto.

LINSEED OIL.—There was an easier tendency in linseed oil during the week due to the fact that crushers have been able to get better supplies of seed from the Canadian West. Prices have declined from 2c. to 7c. per gallon in certain instances, and are now quoted as low as \$1.30 per gallon in one to two barrel lots for raw. There are still some quotations made at \$1.40 per gallon for raw. One concern that had been restricting its sales to single barrels is now in the market prepared to sell up to nine barrels. Arrivals of seed from the West have been greatly improved during the week. As far as the price of flaxseed goes there has been no reason for a decline on that score, as the market has shown a steady movement towards higher levels. On Wednesday of last week cash flaxseed at Winnipeg closed at \$2.62⁷/₈ per bushel, while on Wednesday of this week the price was \$2.71³/₄ per bushel. This represents a net upward movement of 8⁷/₈c. per bushel. May option on flaxseed also showed a higher tendency in about the same proportion. The flaxseed market followed upward in sympathy with the wheat market where substantial gains were made on the announcement of the speech of President Wilson asking that Congress authorize the declaration of a state of war. With the free movement of flaxseed the price of linseed oil is in a firm undertone at the present high prices prevailing for the seed. The movement of flaxseed in the North-West has been fairly heavy, upwards of 100 cars having been inspected at Winnipeg. Demand for oil cake is falling somewhat with the approach of the grass-feeding season.

	Raw.	Boiled.
	Per gal.	Per gal.
1 to 2 bbls...	\$1.30-\$1.40	\$1.32 ¹ / ₂ -\$1.43
3 to 5 bbls...	1.29- 1.39	1.31 ¹ / ₂ - 1.42
6 to 9 bbls...	1.28- 1.38	1.30 ¹ / ₂ - 1.41

Turpentine Declined 3c Per Gallon in Week

Toronto.

TURPENTINE.—A decline of 3c. per gallon was recorded in the price of turpentine during the week which now

makes the selling price locally 73c. per gallon in single barrel lots. The decline was due to the lower prices recently quoted in the Southern centres. In the primary market during the week there has been a tendency to firmness owing to the backwardness of the commodity in coming from the market. Locally there has not been much activity as arrivals of supplies have been light. Some concerns are still out of the market owing to their inability to get supplies. The market in turpentine is in an unsettled condition as yet as it will not be evident until well along in April as to how heavy the receipts from the woods of the South are likely to be. Much will also depend on whether there is any export demand for turpentine and rosins. Just at present it is not apparent whether goods will have any considerable movement in that direction. In the South there is an absence of confidence in prices with a tendency to hold off in purchases until prices are more favorable.

Per Imp. gal.

1 barrel lots	\$0.73
2 to 4 barrels	0.72
5-gallon lots	0.80

Sorting Orders In Paint Already Coming

Toronto.

MIXED PAINTS.—Some manufacturers report that already there has been some sorting business in mixed paints which to their minds indicates that the paint is going into consumption and that dealers are beginning to look over their stocks and are replenishing. One of the features of the present spring trade has been the sale of larger sizes of tins which to some indicates that painters are taking more to ready mixed paints rather than mix their own paints. High prices for linseed oil and other raw materials have in all probability had something to do with this condition. Prices in paints held steady at the advance of 25c. per gallon announced in these columns last week.

Putty and Glass Hold In Firm Tone

Toronto.

PUTTY AND GLASS.—There was a continued firmness in the putty market following the advance of 25c. per hundred pounds announced last week. It is pointed out by some dealers that the price of putty is now quoted at \$7 per hundred. On the present basis in Canada pure putty in 100-lb. drums is selling at \$5.10 per hundred. There has been a fair demand for this commodity during the week. Glass also held in steady market with the discount most generally quoted being 15 per cent. and in one instance 10 per cent. Glass has been going into consumption fairly well during the week. Bulk putty in casks is quoted at \$3.65 per hundred pounds for standard, and in 100-lb. drums at \$4.10, 25-lb. drums at \$4.20.

12¹/₂-lb. irons at \$4.45, and bladders in barrels at \$4.35 per hundred.

White Lead In Oil Market Uneventful

Toronto.

WHITE LEAD IN OIL.—There was a quiet market in white lead in oil during the week with prices remaining unchanged at \$15 per hundred pounds in ton lots and \$15.30 in less than ton lots. Consumption is not heavy in the face of the high prices. The pig lead market held steady in New York around \$9.75 per hundred during the week. As to what effect the United States at war will have on the lead market is yet doubtful.

Gum Shellac And Wood Alcohol Up

Toronto.

SHELLAC, WOOD ALCOHOL.—There was an inclination toward higher levels in quotations made by wholesalers for finest orange and finest white gum shellac, the range for finest orange now being from 70c. to 72c. and for finest white from 70c. to 76c. per pound. Varnish shellac was in a continued firm market with pure white in gallon jugs being quoted up as high as \$4 and pure orange at \$3.50. Demand for varnish shellac has been improving somewhat. Wood alcohol is also in firmer market with a scarcity noted in certain quarters. In single gallons it is quoted from \$1.60 to \$1.75 as compared with \$1.55 to \$1.75 last week. In barrels the price remains at \$1.35 per gallon, with some firms refusing to sell in barrel lots.

WHY ONE PERSON SUCCEEDS.

From West Coast Trade.

There is a certain town which the writer visited a short time ago. It is located in a prosperous district fairly representative of the state. There are several stores, of which two stand out prominently by reason of the size of their stocks.

Both are well arranged with modern fixtures; they are clean; their stocks are kept up fresh and up to date, and as far as outward appearances go, each should be doing as good a business as the other.

The owner of one of them said his business was increasing right along; that collections were good; that he felt optimistic in regard to the retail trade in his vicinity and was in general an enthusiast.

The other dealer, however, had a long tale of woe to tell. His trade so far this year has been less than it was a year ago; his collections were poor; he felt that the retail mail order houses were getting the upper hand and he was much discouraged with the outlook.

Why the difference in opinions? Simply this:—

The first dealer is a consistent and persistent advertiser. He goes after business with a vim. He never lays down, but is up and doing all the time. He offers to meet competitors. He is getting the business.

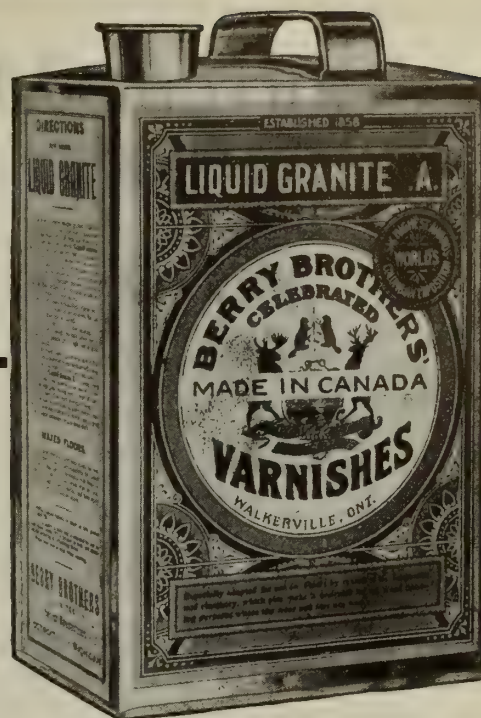
The second man, however, is not much of an advertiser. When plans for increasing trade were outlined to him—plans that are being used successfully in other towns—he said they might be all right, but it was his experience that people would not respond to appeals from the local merchant, and would rather send away—"besides, I haven't time for that sort of thing."

"Deliveries as Usual"

Railway embargoes have been lifted, and we are now operating all our mills and able to offer in limited quantities our

MAPLE LEAF BRAND WARRANTED PURE LINSEED OIL

*WRITE FOR PRICES TO
OUR NEAREST MILL*



A Strong Leader

BERRY Brothers' label on a can is accepted by all varnish buyers as a guarantee of quality. Consumers have learned that every "Berry" product can be implicitly relied upon as true to description, and the best made for the uses intended.

It pays to push Berry Brothers' Finishes because they not only win customers but retain them.

Write for descriptive price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
ESTABLISHED 1858

WALKERVILLE

ONTARIO
(480)

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok, 20%; 22 long rifle, smokeless, 20%; 22 long rifle, black, 22' long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.25; 22 long smokeless, \$7.50; 22 long rifle smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire Smokeless—303 Winchester, \$32.75 per M.; 303 Savage, \$72.25; 302 British, \$95; 32 Winchester special, \$72.25; \$3-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½, \$3.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$2.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16.....	\$ 6.00	12/16.....	\$ 7.00
4/16.....	5.00	13/16.....	8.25
5/16.....	5.00	14/16.....	8.25
6/16.....	5.00	15/16.....	9.50
7/16.....	5.00	16/16.....	9.50
8/16.....	5.00	18/16.....	9.50
9/16.....	6.00	20/16.....	14.00
10/16.....	6.00	24/14.....	16.00
11/16.....	7.00		

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 60 and 10%.
F.O.B. Toronto, Montreal, London and Hamilton.

List Prices Per Dozen.

3/16.....	\$ 4.50	12/16.....	\$ 7.00
4/16.....	4.00	13/16.....	8.00
5/16.....	4.00	14/16.....	8.00
6/16.....	4.00	15/16.....	9.00
7/16.....	4.50	16/16.....	9.00
8/16.....	5.00	18/16.....	10.50
9/16.....	5.50	20/16.....	12.00
10/16.....	6.00	24/16.....	15.00
11/16.....	7.00		

Discount from above list 33 1-3 per cent, on Irwin Auger Bit.

AXES

Single Bit, doz.....	8 50	11 00
Double Bit	14 00	16 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz.....	10 00	
No. 3, doz.....	10 80	
No. 4, doz.....	11 60	
No. 5, doz.....	13 20	

RABBIT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 20, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..\$1.35-\$1.45
Cut Lace Leather, lb..\$1.50-\$1.65

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 20%.
Carriage Bolts (\$1), list, 7-16 in., 5%.
Machine Bolts, ¾ in. dia. and smaller, 20%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 10%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 5%.
Coach and Lag Screws, 30%.
Skein Bolts, 10%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 10%.
Elevator Bolts, 15%.
Fancy Head Bolts, 10%.
Shaft Bolts (\$3 list), 10%.
Step Bolts, large head (\$3 list), 10%.
Whiffletree Bolts, 10%.
Nuts, square, net list.
Nuts, hexagon, net list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.12¼-12½

BRASS

Per lb.	
Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round ..	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.	5 00
3 sections, 5 ft., doz.	6 30
3 sections, 6 ft., doz.	7 50

BOILERS (Range)

30-gal. Standard	10 50
30-gal. extra heavy	13 00

BOARDS, BAKE

Per doz.	
No. 1—18 in.x24 in.....	7 00
No. 2—18 in.x28 in.....	7 60
No. 3—20 in.x30 in.....	8 00

BOARDS (Ironing)

Size 12x60 ins., doz.....	8 00
Size 14x60 ins.....	9 00
Folding, 14x58 ins., doz....	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz. 2 25	
Folding, per doz.	3 60

BOARDS, STOVE

See list under Wares.

Tin		Zinc	
Pony	Dozen	\$1 75	
Crown .....	.....	5 55	
Dnady .....	.....	3 75	
Improved Globe	2 65	3 85	
Standard Globe	2 75	3 95	
Original Globe	3 00	4 25	
Newmarket King ....	.....	4 25	
Diam'd King (Glass) ....	.....	4 50	
Western King (Enamel) ..	.....	4 75	
Wood, double faced. ....	.....	1 70	

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—	
No. 340	17½%
No. 300	15 %
No. 338	17½%
No. 308	17½%
No. 304	20 and 10%
Nos. 302, 342, 344	25 %
Nos. 310 and 314	12½%
Nos. 320 and 310	25 %

F.O.B. Toronto, Montreal, London, Hamilton.

Chicago Spring Butts—
Chicago Spring Hinges, 10%.
Triplex Spring Hinges, 40%.
Chicago Mortise Floor (5000) 40%
Chicago Relax Floor (6000), 45, 7½%.
Chicago Premier (4000), 25%.
Chicago Ajax (3000), 25%.
Chicago Fire Station, List.
Lavatory Door Hinges, 20, 10, 7½%.
Chicago Screen Door (2000), 50%.
Chicago Screen Door (3000), 25, 5%.
Non-Hold Back Screen Door Steel, 40, 20%.
F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—¾ in., \$14.70 per 100 lbs.; 3-16 in., \$10.20; ¼ in., \$7.80; 5-16 in., \$6.90; ¾ in., \$6; 7-16 in., \$7.65; ½ in., \$7.45; ¾ in., \$7.25; ¾ in., \$7.15; ¾ in., \$7; 1 in., \$6.85.

B.B. chain is priced as follows: ¼ in., \$13; 5-16 in., \$11.10; ¾ in., \$10.30; 7-16 in., \$10.05; ½ in., \$9.85; ¾ in., \$9.65; ¾ in., \$9.50; ¾ in., \$9.35; 1 in., \$9.20.

Fire Welded—7-16 in., \$6; ½ in., \$6; ¾ in., \$6; ¾ in., \$6.

B.B. Crane Chain—¾ in., \$9 per 100 lbs.; 5-16 in., \$8; ¾ in., \$7.20; 7-16 in., \$7.20; ½ in., \$7.20; ¾ in., \$7.20; cow ties, 25%; trace chains, 25%; dog chains, 37½%; halter chains, 37½%; tie-out chains, 67½%.

CHURNS

List prices hand churns:—No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.
List prices power churns:—No. 0, \$11; No. 1, \$11; No. 2, \$12; No. 3, \$12; No. 4, \$17; No. 5, \$20.
Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 25%, out of stock

CHOPPERS. FOOD

Universal (doz.)—		London	
No. 0	\$14 40	\$13 80	
1	17 40	16 80	
2	20 40	19 80	
3	25 80	24 60	

CLOTHES LINE (Galvanized)

No.		Per M. ft.	
17, 7-strand, 100-ft. lengths..	\$6.40		
17, 7-strand, 50-ft. lengths..	6.60		
18, 6-strand, 100-ft. lengths..	4.95		
18, 6-strand, 50-ft. lengths..	5.15		
19, 6-strand, 100-ft. lengths..	4.35		
19, 6-strand, 50-ft. lengths..	4.60		

COPPER

Montreal Toronto
Casting ingot, see weekly report
Bars, ½ to 2 in..... 55 00 53 00
Plain sheets, 14 oz.,
14x28 in., 14x60 in. 55 00 53 50
Copper sheet, tinned,
14x60, 14 oz. 60 00 54 25
Copper sheet, plan-
ished, 14x60 base. 64 00 60 00
Braziers' in sheets,
6x4 base 55 00 52 00

COMBS

Curry combs, list, plus 25%.

CORD (SASH)

No. 6, lb.	0 48½
No. 7, lb.	0 45½
Nos. 8, 9, 10, 12	0 45

CANADA PLATES

Prices nominal.

Montreal Toronto	
Ordinary, 52 sheets... 8 25	7 90
All bright, 52 sheets. 9 00	8 15
Galvanized	
Apollo Crown Gorbals	
18x24x52 .. 6 25	7 50 9 75
60 .. 6 50	7 75 10 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 20x28 base\$22 00
IX, 20x28 base 26 00
IXX, 20x28 base 30 00
IXXX, 20x28 base 24 00
Raven and Murex Grades—
IC, 20x28 base, 56 sheets.. 9 00
IX, 20x28 base, 56 sheets.. 10 00
IXX, 20x28 base, 56 sheets 12 00
IXXX, 20x28 base, 56 sheets 14 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 200 lbs., \$17; 216 lbs., \$18.

COKES, AMERICAN

Bessemer Steel—
14x20 I.C. base 10 00
20x28 I.C., double box.... 20 50

CLOCKS

Big Ben\$2 40-\$2 50
Good Morning, each 1 05
Lookout 1 35
CROWBARS, 5% to 6c per lb.

DRILLS

Bit Stock Drills, 40%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	\$ 11 00
I X, 14 x 20 base	12 05
I X X, 14 x 20 base	12 90

ENAMELWARE
See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.
Great Western, Amer.....60, 2½%
Kearney & Foot, Arcade. 60
J. Barton Smith Eagle.... 60
Disston Brand..... 50
Vulcan Brand 60
Globe 60
Nicholson 50
Black Diamond 50
Delta Files40, 5
F.O.B. Toronto, Montreal, London and Hamilton.

RAMSAY'S VARNISH STAIN

In
Business
75
Years



In
Business
75
Years

TWO THINGS YOU WANT!

Profits and Satisfied Customers. Both are yours if you handle RAMSAY'S VARNISH STAINS.
Don't hesitate. Time is Money.

A. Ramsay & Son Co., Montreal Branches, Toronto and Vancouver

MEAKINS BRUSHES

Quality and Price

make "Meakins" Brushes quick-sellers, and their behavior in action is so satisfactory that the user cannot be easily persuaded to try other kinds—this means permanent business for you.

Every sale of a Meakins Brush performs a double service—profit to you, satisfaction to your customer. Get our Catalogue for styles and prices.



MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal



If interested, tear out this page and keep with letters to be answered.

GRINDSTONES	Per 100 lbs.
Over 40 lbs. and 2 in. thick	2 15
Under 40 lbs.	2 45
Mounted No. 115, each	7 00
Bi-Treadle, each	6 75

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	\$ 7 75
Russet rope shank, 1 1/4 in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1 1/4 in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1 1/4 in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1 1/4 in.	16 25

HALTERS (SISAL)

7-16 in. gross (\$21.60; 9-16 in., \$22.50).	
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HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13 1/2

HANDLES (WOOD)

	Net
Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.	

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	8 05
Atlas, No. 2	8 50
Stearns, 4 in.	6 70
Stearns, 5 in.	9 25
Perfect, No. 1	10 45
Perfect, No. 1 1/2	12 00
Perfect, No. 2	10 00
Storm King and safe-type hangers, doz.	7 00
Steel track, 1 1/4 in.	8 50

HEATERS (OIL)

No. 520 (120), each	\$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 620 (230), each	5 65
No. 660 (260), each	7 95

HINGES, TEE AND STRAP

	List Prices.	
Heavy	Strap	Tee
4-inch	\$3 00	\$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60

8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch		14 40

Subject to discount of 20 and 10% off list.

Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	7 25
Over 14 in., per 100 lbs.	6 75

Extra hooks for above, % in., per lb.	07
Extra hooks for above, % in., per lb.	6%

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	English	Canadian	Fox
No. 2, per doz.	2 40	3 25	
No. 3, per doz.	2 50	3 70	
No. 4, per doz.	2 60	4 00	
No. 5, per doz.	2 80		
Little Giant	4 40		

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.90; No. 1 and smaller, \$5.15; show pattern, No. 2 and larger, \$5.15; No. 1 and smaller, \$5.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$5.35; No. 1 and smaller, \$5.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$6.75; special countersunk steel, all sizes, 0-4, \$7.25; toe weight steel shoes, all sizes, No. 1 to 4, \$7.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$2; No. 2 and larger, \$1.90; "Sharp" No. 2 and larger, \$2.10; "Sharp" No. 1 and smaller, \$2. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, 1/2 in., ft.	0 12
Corrugated, 3/4 in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	17 50
72x30, 26 gauge, case lots	18 00
Less than case, 25c per 100 lbs. extra.	

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 25
Mrs. Potts, No. 50, nickel-plated, per set	1 35
Mrs. Potts, handles, japaned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs.	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated.	5 50
Princess Electric, each	3 20
Canadian Beaty Electric Irons, each	3 00
Gasoline Sad Irons each.	3 75

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	19c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-8 ft.	26c ft.
B.T. Iron Bound, 16 ft.	41c ft.
B.T. Iron Bound, 18 and 20 ft.	50c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.
Common and Roped Extension	
Up to 32 ft.	17c ft.
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.
10 ft. to 16 ft. 13c ft.
18 ft. to 22 ft. 14c ft.

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS	Per doz.
Short Globe, doz.	8 50
Jumbo, doz.	10 00
Jap'd Dash, doz.	11 25
Search Dash, doz.	11 75
Searchlight, No. 20, doz.	19 50
All brass	24 75
Little Bobs	1 75 2 35
Copper, well japanned, doz.	14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast		0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	2 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 55
Steel Thumb, No. 3, per doz.	2 10
Steel Thumb, No. 4, per doz.	3 70
Barn Door, No. 5, per doz.	2 10
Barn Door, No. 9, per doz.	3 20

LEAD

Pig, see weekly report.	Mont'l Tor'to Lb.
Lead wool	0 16 0 15
Sheets, 3 and 3 1/2 lbs. sq. ft.	0 17 0 15 1/2
Sheets, 4-6 lbs. sq. ft.	0 16 0 15 1/2
Cut sheets, 3/4 c lb. extra.	
Cut sheets to size, 1c lb. extra.	

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00

Momentum	16 50
New Century, style A.	16 50
New Century, style B.	18 00
Playtime, engine drive.	19 50
Ideal Power	25 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 30
Champion	17 00
New Excell-A-Li	18 00
Blue Bell, without stand.	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
L. W. pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A. 8 50

B.T. Bonnie, style B. 9 00

B.T. Ideal 13 50

B.T. Ideal Power 15 00

B.T. Ideal Water Motor 25 40

B.T. Cyclone 12 50

B.T. Vollmar, No. 2 13 00

B.T. Vollmar, No. 3 14 00

Forest City, engine-driven. 40 00

Forest City, electric 92 00

Discount on B.T. Goods 45%.

F.o.b. London, Ont. On shipments of three or more washers, freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths', 2 1/2 x 5 1/2 in. 1 75

Carpenters', round hickory 2 05

MOPS

Mops, O-Cedar, doz.	\$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch, .31 3 inch... 10c

1 1/4 inch, .31 3 1/4 inch... 10c

1 1/2 inch, .35c 3 1/2 inch... 10c

1 3/4 inch, .40c 4 inch... 5c

1 7/8 inch, .40c 4 1/2 inch... 5c

2 inch, .30c 5 inch, base.

2 1/4 inch, .30c 5 1/2 inch, base.

2 1/2 inch, .15c 6 inch, base.

6 1/2 to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slatting, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price.

Finishing Nails, 50c per 100 lbs. advance over common nail price.

Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, \$4.95 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, \$5 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B. factory points, carload freight allowed, \$5.02 1/2.

Cut Nails — Montreal, \$4.70 base; Toronto, \$4.75 base; London, \$4.70; Hamilton, \$4.75. No equalization of freights.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.



Our Big Consumer Advertising Campaign is in Full Swing

Our list of publications this year is greater than ever and the advertising covers a longer period than 1916 which was the banner year for C.P. Agents. You can readily guess that 1917 will show a much larger increase for those same C.P. Agents as well as those who have joined hands with us since.

Canada Paint

Stands for the best finishes that can be made, and is backed by the best selling proposition for paints and finishes in all of Canada.

When we place an order of goods on your shelves, our service has only begun—we can't expect you to buy more until you have sold a good part of your stock.

Our intensive selling plans will help you to obtain a larger portion of the paint and varnish trade in your district.

If you are really interested in selling more goods we will be pleased to tell you the complete story of the C.P. Full Line Agency.

The Canada Paint Co., Limited

572 William Street, Montreal
112 Sutherland Avenue, Winnipeg

NAILS (HORSE)

C Brand.		
Size.	Per box of	25 lbs.
No. 3	\$19 25
No. 4	9 25
No. 4½	8 00
No. 5	4 25
No. 6	4 00
No. 7	3 75
No. 8	3 75
No. 9	3 50
No. 10	3 50
No. 11	3 50
No. 12	3 50

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

London, Hamilton, Montreal, Toronto.

Roofing nails, American, large head, keg, \$7.95.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.	
12 inch...	\$1.80
18 inch...	2.65
24 inch...	3.40
30 inch...	4.00
36 inch...	4.75
42 inch...	5.50

1½ inch mesh and 19 ga. wire.	
12 inch...	\$3.50
18 inch...	5.00
24 inch...	6.30
30 inch...	7.75
36 inch...	9.00

1 inch mesh and 20 ga. wire.	
12 inch...	\$ 4.00
18 inch...	5.50
24 inch...	7.00
30 inch...	8.50
36 inch...	10.50

(¾ inch mesh and 20 ga. wire.)	
24 inch...	\$10.50
30 inch...	12.75
36 inch...	15.00

(½ inch mesh and 22 ga. wire.)	
24 inch...	\$16.50
30 inch...	20.10

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian

netting, 30, 10% off list.

Montreal, 30% off list.

American netting, 30% off list.

POULTRY FENCING

Per rod

Invincible, 1640 0 68

Invincible, 1848 0 73

Invincible, 2060 0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM

Per 100 lbs.

Best (American)\$20.75-\$21.00

U.S. Navy (American) 20 00

Clipper, U.S. 17 00

U.S. Navy (English) 17 50

Plumbers (spun)\$8.00-\$8.50

OIL

Montreal Toronto

Can. prime white

petrol 0 17 0 16

Royalite 0 17 0 16

Palacine 0 20 0 19

Lampoline 0 17 0 16

Electroline 0 20 0 19

Castor oil, per lb. 0 30 25-30

Black oil (Summer) 0 14 0 13

Black oil (Winter) 0 14½ 0 13½

Cylinder Green 0 38 0 37½

Paraffine 0 21½ 0 20½

XXX Machine 0 24 0 23

Fuel oil, bbls. 0 13¾ 0 12¾

Fuel oil, tank cars 0 12¾ 0 11¾

OLD MATERIALS

See weekly report.

PACKING

Per lb.

Fine jute 0 12

Coarse jute 0 09½

Square braided hemp 0 28

No. 1 Italian 0 36

No. 2 Italian 0 28

PAPER

Per 400 ft. roll

Dry Fibre, No. 1 roll 1 20

Dry Fibre, No. 2 roll 62-65

Resin sized, per roll	..... 1 00
Tarred Fibre, No. 1 roll	..... 1 25
Tarred Fibre, No. 2 roll	..... 0 75
Surprise Fibre	..... 0 67
Tarred Felt, per cwt.	..... 3 35
Asbestos Sheeting, (per 100 lbs.)	.....\$9.00-\$12.00
Carpet Felt, 16 oz., per 100	.....\$4.25-\$4.50
F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.	

PAPERS

Gen. Hudson, per doz.	.....\$7 75
Little Star, per doz.	..... 6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	..... 7 00	6 50
6 to 7 lbs., doz.	..... 7 25	6 75
7 lbs., doz.	..... 7 50	6 75
7 to 8 lbs., doz.	..... 8 00	7 00
8 lbs., doz.	..... 8 00	7 50

PINS, COTER

Cotter pins, 85% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	.....\$0 85
5 gross, 4½-in. (loose)	..... 0 90
5 gross, 5-in. (loose)	..... 1 00

PIPE, STANDARD WROUGHT

Buttweld— Black Galvanized

Per 100 feet

¼ in.	.....\$ 4 50	\$ 6 00
½ in.	..... 3 78	5 91
¾ in.	..... 3 78	5 91
1 in.	..... 4 93	6 50
1½ in.	..... 6 10	8 22
2 in.	..... 9 01	12 16
2½ in.	..... 12 19	16 45
3 in.	..... 13 58	19 66
3½ in.	..... 19 61	26 46
4 in.	..... 31 01	41 83
4½ in.	..... 40 55	54 70
5 in.	..... 50 60	67 62
5½ in.	..... 59 95	80 12

Lapweld—

2 in.	..... 22 57	29 05
2½ in.	..... 33 92	44 17
3 in.	..... 44 37	57 76
3½ in.	..... 55 20	72 22
4 in.	..... 65 40	85 57
4½ in.	..... 76 20	99 70
5 in.	..... 88 80	116 20
6 in.	..... 115 20	150 70
7 in.	..... 152 30	196 40
8 in.	..... 160 00	206 30
9 in.	..... 184 30	237 60
10 in.	..... 220 80	284 60
10 L. in.	..... 204 80	264 00
10 in.	..... 263 70	339 90

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 55%.

4" and under, running thread, 40%.

Standard couplings, 4" and under, 50%.

4½" and larger, 30%.

Terms 2% 30 days. Approved credit.

Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain List

2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 30% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Montreal Toronto

Medium and extra

heavy, 6" and un- % %

der 55 55

8" soil pipe 40 40

Medium and extra

heavy fittings, 6" and under 60 60

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. 4 75

Pine, green, per bbl. 5 25

POLISH

O-Cedar, 4-oz. bottles, doz. \$ 2 00

O-Cedar, 12-oz. bottles, doz. 4 00

O-Cedar, 1-qt. can, doz. 10 00

O-Cedar, ½-gal. cans, doz. 16 00

O-Cedar, 1 gal. cans, doz. 24 00

Liquid Veneer—

4 oz., doz.	.....\$2 00
12 oz., doz.	..... 4 00
32 oz., doz.	..... 8 40
64 oz., each	..... 1 20
128 oz., each	..... 2 10

PUMPS

Pumps	..... 25%
Cistern Pumps	..... 25%
Set Lengths	..... 20%
Brass Lined Cylinders	..... 10%
Brass Body Cylinders	..... net list

RIVETS AND BURRS

Iron rivets, blacked and tinned, 27½%; Iron Burrs, 27½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pks., 1c per lb.; ¼-lb. pks., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING

	Per square
Samson, 1-ply, roll	..... 1 70
Samson, 2-ply, roll	..... 2 35
Samson, 3-ply, roll	..... 2 95
Pluvius, 1-ply	..... 1 45
Pluvius, 2-ply	..... 2 00
R. S. Special, 1-ply	..... 1 25
R. S. Special, 2-ply	..... 1 50
R. S. Special, 3-ply	..... 1 75

Amazon, 1 ply 2 00

Amazon, 2 ply 2 50

Amazon, 3 ply 3 00

Everlastic, 1 ply 1 55

Everlastic, 2 ply 1 80

Everlastic, 3 ply 2 05

Liquid roofing cement, per gal., in barrels 0 22

5 and 10 gal. lots, per gal. 0 24

Coal Tar, bbl.\$4.50-\$5

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE

Pure Manila basislb. 29½

British Manila basis 25

New Zealand hemp basis.... 25

Sisal basis 24

Above quotations are basis

prices % and larger diameter.

The following advances over basis

are made for smaller sizes:—

Smaller than ¾ and down to 7/16

dia.—½c above basis; ¾ dia., 1c

above basis; 1½ and 5/16 dia. 1½c

above basis; 3/16 dia., 2c above

basis.

Single lath yarn basis 24

Double lath yarn 24½

Yacht marine, tarred 54

White polished halyards 30

Hemp, deep sea line basis. 44

Hemp, tarred ratline basis. 40

Hemp, tarred bolt rope basis 42

Marline and Houseline 42

Jute rope basis16-17½

Italian rope basis 44

Cotton, ½ lb. 0 42½ 0 47½

5-32 lb. 0 41½ 0 44

3-16 lb. 0 39 0 41½

¼ lb. and up 0 38 0 40

F. O. B. Toronto, Hamilton,

London, Montreal.

SCALES

Scale Stamping

Champion— List extra

4 lb.\$ 4 60 \$0 20

10 lb. 6 00 0 20

240 lb. 10 00 0 50

600 lb. 25 00 1 00

1200 lb. 30 00 1 00

2000 lbs. 39 00 1 00

2000 lbs. Drop

lever 46 00 1 00

10 lb. Household 4 00 0 10

25 lb. Household 5 20 0 30

Above list prices subject to a

discount of 15%. No discount

allowed on stamping charge.

F.o.b. Toronto, Montreal,

London, Hamilton.

SCREWS

Discounts off Standard List

adopted Aug. 1, 1903.

Wood, F. H., bright 75

Wood, R. H., bright 70

Wood, O. H., bright 70

Wood, F. H. Brass 42½

Wood, R. H., brass 40

Wood, O. H., brass 40

Wood, F. H., bronze 35

Wood, R. H., bronze 32½

Wood, O. H., bronze 32½

Square cap

Hexagon cap

F.O.B. Toronto, Hamilton, London and

There's Not a Single Weak Link!

Effecto Auto Finishes—a Strong Line all the Way Through

1. Every Auto Owner is a Prospect. Effecto is a material with which he can *refinish his car himself*, making it look like new in a short time and at a very small cost. *It's not a wax or a polish*—it's a durable, beautiful *enamel* made in black and colors, — including also the fast-selling Top and Seat Dressing.

2. Effecto is Nationally Advertised. The same liberal aggressive policy of advertising that has made "61" Floor Varnish and Vitralite Enamel familiar is being pursued in developing this new line. The Effecto Campaign this Spring will be entirely independent of our other publicity.

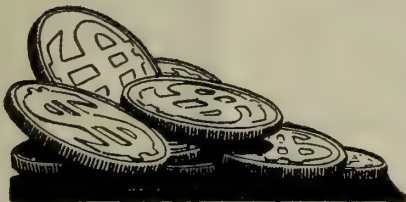
3. Competes with Nothing Else You Sell. The Effecto line is not an improvement on, nor a substitute for some article that has always brought you a good profit in the past. Money spent in your store for Effecto would otherwise *not have been spent there at all*. It is *new* profit.

4. Brings You the Auto Trade. These are the successful people — the kind whose other business is of real value to you. They own homes, factories and other buildings. Their annual purchases of your goods are enormous — and once inside your store, they'll come again.

5. Only a Small Investment Needed. The special One-Case Assortment—a full line of Effecto, lots of live publicity. Inquire about it today!

**Effecto
AUTO
FINISHES**

Grab this Effecto Proposition, Mr. Dealer! Let it swing you over among the other successful Effecto Dealers.



**SAFE and SURE
PROFITS**

Get Your Share

of the great and growing sales from which P&L Dealers everywhere are getting Big Profits. Write for the Pratt & Lambert Dealer Proposition — and do it today — NOW!



PRATT & LAMBERT-INC.

Varnish Makers 68 Years
24 Courtwright St., Bridgeburg, Ontario

New York
London

Factories
Bridgeburg, Ontario
Buffalo
Paris

Chicago
Hamburg

Pratt & Lambert Varnish Proposition
Quality Sales Profits Repeats...

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur),
Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30%	.....	20 and 5
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	.....	20%
Riveted Back Scoops	25 and 5	.....	25 and 5

Jones Miners Spring Point

Riveted Shovels, Lists Nos.

42 and 43

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	1st Grade	2nd Grade	4th Grade
No. 2, black	\$19.00	\$16.50	\$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished

Half polished

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDER, BAR

See Weekly Report

STAPLES

Fence staples, bright, kegs. 5 10
Fence staples, galv., in kegs 5 95
Fence hooks, galv., in kegs 5 95
In 25-lb. boxes add 25c extra.

Montreal, Hamilton, Toronto and London.

TAPPERS, CARPET Bissell's

B doirDoz. 31 00
Champion Nic. 25 00
Champion Jap. 23 00
Univ. Japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, Japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear. 34 00
Parlor Queen 37 00

F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.....\$77 00
Household Vac, doz..... 63 00
Superba Vac, doz..... 92 00

F.O.B. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, ea... 6 50
Ontario, 2-passenger, ea... 5 50
Baby, ea. 3 50
"Quebec," 4-passenger, ea. 7 25
"Quebec," 2-passenger, ea. 6 25

TACKS Discount.

Revised Hardware Tack
List adopted Jan. 1, 1916.70-10%
Double pointed tacks...60.10%
Shoe findings list adopted December 21, 1916—Net list.
List of Capped Goods adopted Jan. 1, 1916...70-10%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands. 40%.
Samson, 30 and 7½%.

TROUGH (EAVE)

O. G. Square bead and half round
Size in girth Per 100 feet
8 in.\$ 6 90
10 in. 7 70
12 in. 9 10
15 in. 12 50
18 in. 16 00

Discount, 10%.

TRAPS (GAME)

See weekly report.
Victor No. 1 1 65
Jump, No. 1 2 15
Hawley & Norton, No. 1... 2 89
Newhouse, No. 1 3 45

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping37½-44½
4-ply wrapping40-48

WOOD TUBS

No. 0, per doz. 12 10
No. 1, per doz. 10 45
No. 2, per doz. 8 80
No. 3, per doz. 7 70

VALVES

Ground work45-47
Compression work, standard. 45
High grade 48
Cushion work 40
Fuller work, standard 54
High grade 47
Basin cocks, No. 0, standard 49
High grade 49
Nos. 1 and 2, standard. 49
High grade 40
Bath Cocks 53
Standard 50
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Steam Cocks 53
Standard 50
High grade 50
Radiator valves, standard... 20
High grade 30
Globe, angle and check valves, standard 15
Do. high-grade 10
Patent quick opening valves 35

WARES, ETC.

Scotch Grey Ware, 60%.
Colonial, 30. 20%.
Imperial Ware, 30 and 20%.
Premier, 25%.
Canada Ware, 25%.
White Ware, 50, 17½%.
Japanned Ware, list.
Japanned Ware, White, list, plus 10%.
Plain and Jap. Sprinklers, list, plus 5%.
Stamped Ware, plain, 50. 15%.
Stamped Ware, retinned, 50, 10%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50, 15%.
Tinners' Trimmings, retinned, 50 and 10%.
Tinners' Trimmings, gen., 5%.
Milk Can Trimmings, list, plus 30%.
Cream Cans, Railroad, 5%.
Factory Milk Cans, list, plus 10%.
Railroad Delivery Milk Cans, 12½%.
Pieced Ware, C.B., list, plus 30%.
Sheet Iron Ware, 7½%.
Pieced Ware, ordinary, list, plus 12½%.
Fry Pans, 50 and 10%.
Spiders, 30 and 10%.
Fire Shovels, 10%.
Steel Sinks, painted, 10%.
Steel Sinks, galvanized, 5%.

Light Galv. Pails and Tubs, list, plus 10%.

Heavy Galv. Pails & Tubs, list. Garbage Pails, list.

Balance Galv. Goods, list plus 10%.

Jap. Coal Hods, list, plus 7½%.

Galv. Coal Hods, list, plus.

Paper Lined Boards, 50. 5%.

Wood Lined Boards, 40, 12½%.

Elbows, 2½%.

Elbows, Galv., list, plus 12½%.

Elbows, Light, 5" and 6", \$1.70.

Elbows, Light, 7", \$1.85.

Stove and other Pipes, list, plus 10%.

Stove Pipe Thimbles, 50, 10%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list.

WASHERS, IRON.

Full box, 10%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Tor'to Lond'n Mont'l

Sectional, 1 lb., per 100 lbs., \$3 70 \$4 25 \$4 00

Sectional, ½ lb., per 100 lbs., 3 70 4 50 4 00

Solid, 3 to 30 lbs., per cwt. 2 40 3 50 2 50

WEIGHTS, Horse, 6c lb.

WHEELBARROWS.

Navy, steel wheel, doz... 45 40

Garden, steel wheel, doz... 58 30

Light garden, each 41 00

WHIFFLETREES (Steel).

No. 70—F.D. & B.D.

Whiffletrees—

28", each

34", each

36", each

No. 73—Doubletrees, 44", ea.

No. 74—Doubletrees, lumber men's, 44", each

Neck yokes—34", each

36", each

40", each

44", each

Plow Sets—No. 79, each....

No. 80, each....

No. 81, each....

No. 82, each....

No. 72—Singletrees, 40", ea.

2-Horse Sets, Nos. 75, 76, 77, set

F.O.B. Hamilton.

WIRE GOODS

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%

Bright Iron Gate Hooks and eyes 82½%

Bright square cornered screw hooks, and stove pipe eyes 82½%

Brass screw eyes suits, A.B.C. 70 %

Brass Screw Hooks 70 %

Brass Gate Hooks and Eyes 70 %

F.O.B. Toronto, Montreal, London, Hamilton.

WIRE

Copper wire list, plus 10%.

Brass wire, 3 to 24 gauge, add 40%: 25 to 36 gauge, add 25%.

WIRE CUT HAY RALING.

No. 9, \$5.75; No. 10, \$5.80; No. 11, \$5.90; No. 12, \$6; No. 13, \$6.10; No. 13½, \$6.10; No. 14, \$6.25; No. 15, \$6.50.

F.o.b. Toronto, Hamilton and Montreal.

WIRE STOVE PIPE.

No. 18, \$6.70; No. 19, \$7.20.

F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.

Fine steel, list, plus 30%. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 22, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$3;

Nos. 26-31, \$5; Nos. 32-34, \$7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ¼-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, \$5.40; No. 14, \$5.45; No. 15, \$5.55.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$5.50 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$2.50; bright, soft drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ¼-lb. hanks, 75c; in ¼-lb. hanks, \$1.

WIRE, O. & A.

No. 10, \$5.66; No. 11, \$5.72; No. 12, \$5.80.

WIRE CLOTH.

Black Fly Screen Cloth, \$2.75 per 100 sq. ft. in 100-ft. rolls; \$2.80 in 50-ft. rolls. Bronze, 14c sq. ft.

WIRE (FENCE)

Toronto London

Barb\$5 00 \$4 65

No. 9 pl. galv.... 4 25 4 25

No. 12 pl. galv.... 4 40 4 45

No. 13, pl. galv.... 4 50 4 55

No. 9 coil sp.... 4 25 4 30

No. 12 coil sp.... 4 60

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop— Per cwt.

No. 12 \$ 5 80

No. 13 5 90

No. 12½ 5 35

No. 14 6 05

No. 15 6 25

No. 16 6 50

WRINGERS.

Royal Can., 11 in., doz. list, \$84 72

Eze, 11 in., per doz. 91 80

Trojan, 12 inch 185 00

Favorite, 511E 105 80

Unexcelled, 1041E 129 60

Easy Work 90 50

Challenge, 3111E 94 30

Gem, 141E 61 80

Sunlight, 111E 82 80

Ottawa, 341E 103 30

Empire, 11 in. 93 80

Superior, 11 in. 84 80

Majestic, 11 in. 88 00

Perfect, 11 in. 97 50

Bicycle, 11 in. 103 30

Daisy, No. 2 114 72

Daisy, No. 1 105 84

Maple Leaf No. 2 103 20

Maple Leaf No. 1 94 32

Sun 78 36

Safety 87 50

Rapid 82 80

Universal 63 00

Eureka, 10" 65 00

Eureka, 11" 71 00

Eclipse 97 00

Discount off above list, 45 & 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Stillton & Trimo— List price ea.

6 in. \$ 2 00

8 in. 2 25

10 in. 2 50

14 in. 2 50

18 in. 5 00

24 in. 7 25

36 in. 13 50

48 in. 20 00

Discount off above list, 50, 5% off list; Coes, 10% off list; Regular, 65% off list.

WRINGERS—MOP.

White, No. 1, each..... 1 50

WIRE NAILS

IN STEEL
HOOP KEG

Weatherproof

WIRE BALE TIES

For Baling Hay, etc.

FENCE STAPLES

Bright or Galvanized

POULTRY NETTING STAPLES

WIRE

Bright or Annealed

SPECIAL O. & A. WIRE

The Laidlaw Bale- Tie Co., Limited

HAMILTON, ONTARIO

A. T. Diggins, Stair Bldg., To-
ronto, Ont

H. E. O. Bull, Montreal, Que.

Harry F. Moulden, Winnipeg,
Man.

Geo. W. Laidlaw, Vancouver, B.C.

NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



RELIANCE LIQUID GLUE

THE intense strength of this glue, combined with the fact that it is always ready for use, and grips any surfaces, makes it the ideal glue for any kind of work.

Your wholesaler sells it.

Reliance Ink Co., Ltd., Winnipeg

ESTABLISHED 1849.

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.
Edmonton, Alta.
Halifax, N.S.
London, Ont.
Ottawa, Ont.
St. John, N.B.

Vancouver, B.C.
Hamilton, Ont.
Montreal, Que.
Quebec, Que.
Toronto, Ont.
Winnipeg, Man.

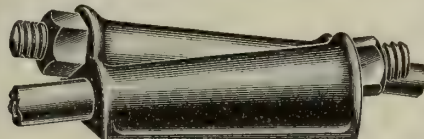
Victoria, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager
Western Canada
TORONTO

Lugs for Bands

on silos, tanks, wood pipe lines, etc.



For round rods $\frac{3}{8}$ to $1\frac{1}{2}$ inches.

For flat bands 2 to 6 inches.

(A number of patterns)

Also Drive-Well points.

Fence Building Tools.

Otterville Mfg. Co., Ltd.
OTTERVILLE, ONT.



THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by

SCHOENER MFG. COMPANY
St. Cloud, Minn.

Eastern Canadian Distributors:

Louis A. Larson, Ottawa.

Western Canadian Distributors:

Merrick-Anderson Co., Winnipeg, Man.



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

MYERS TANK PUMPS EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

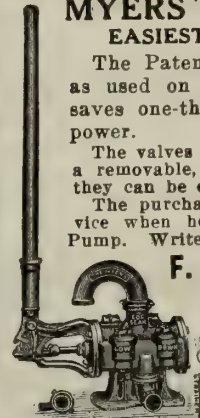
The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.

F. E. Myers & Bro'

Ashland, Ohio.

J. H. Ashdown, Hdwe.
Co., Ltd., Winnipeg,
Calgary & Branches.

Lewis Bros., Ltd.,
Montreal. Distribu-
tors of Myers Pump



Building
Paper,
Tar and Plain

Ready
Roofing,

Keystone
Deading Felt,

Wall Board,

Cement,

Hard Wall
Plaster,

Plaster Paris,

Lime,

Fire Brick,

Fire Clay,

Axe, Sledge
and Pick
Handles,

etc.

Quality and
Service
Our Motto.

WALTER
BELYEA & CO.

Successors to
the late

Thomas Black
Winnipeg

Builders Supplies

Shipped
Immediately
from
Stock

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg. \$11.00.
Shot, soft, per cwt., \$17.00;
chilled, \$18.50; buckshot, \$17.80;
ball, \$18.20.

ANVILS

Peter Wright, 80 lbs. and up.
14½c per lb.; clip horn, 15½c.
Norris, 41 to 56 lbs., 15c; 57 to
70 lbs., 13½c; 71 to 83 lbs., 12½c;
84 lbs. and over, 12c.

AXES

Single Bit \$ 8 00 \$13 00
Double Bit 13 50 15 50
Broad axes 28 00 31 00

BARBS, CROW. \$.25 per 100 lbs.

BAR IRON

Bar iron, \$3.90; Swedish iron,
\$5; sleigh shoe, steel, \$4; spring
steel, \$5; machinery steel, \$5;
tool steel, octagon, 100 lbs.,
\$10.25. Black Diamond, 100 lbs.,
\$12.50.

BELTING

Rubber, 6 in. and under, 50 and
10%; over 6 in., 50%.
Agricultural or No. 1 leather
belting, 47½% off list.

Standard, 30, 10 and 5% off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.30 per lb.;
cut, \$1.45 per lb.; rawhide, sides,
\$1.25; cut, \$1.40.
Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ¾ and smaller,
15%; 7-16 and larger, net list;
machine, ¾ and under, 15%; 7-16
and over, 5%; machine set
screws, 25%; plough bolts, 5%;
nuts, small lots, 3c advance
over list; case lots, 2c advance
over list; stove bolts, 50%; shaft
bolts, 5%; tire bolts, 30%;
sleigh shoe bolts to ¾, 5%; 7-16
and up, net list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to \$1.45 per roll,
cording to quality; plain, 55c to
to \$1.25.

CHAIN

Coll, 3-16 in., \$10.75; ¼, \$8;
5-16, \$7.10; ¾, \$6.25; 7-16, \$6; ½,
\$5.75; 9-16, \$5.75; ¾, \$5.85; ¾,
\$5.60; Logging, 5-16, 8¾c; ¾,
7¾c; tie out, 65%.

CHURNS

Barrel, No. 0, \$6.30; No. 1,
\$6.30; No. 2, \$7; No. 3, \$7.70; No.
4, \$9.10 each.

CLEAVISES, MALL. 9½c per lb.

COPPER.

Sheet and planished copper,
75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ¼
in. round shank, 30%.

EAVETROUGH

Eavetrough, 8 in., per 100 ft.,
\$4.70; 10 in., \$5.20; 12 in., \$6.10.
Conductor pipe, 2 in., per 100
ft., \$5.45; 3 in., \$6.60; 4 in., \$8.70.

ENAMELWARE

Canada, 20; Imperial, 30, 12½;
Premier, 20; Colonial, 30, 12½;
white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,
18c lb.; 10-lb. jugs, \$2.15 each; 24-
oz. bottles, \$4.35 doz.; 12-oz. bot-
tles, \$2.25 doz.

GALVANIZED WARE.

17½% advance on net list, ex-
cept heavy tubs and heavy pails,
which are 7½% advance on list.

GLASS, WINDOW Single Double			
Up to 25 in.	8 75	12 75	
26 to 40	9 75	14 75	
41 to 50	12 50	16 50	
51 to 60	13 00	17 25	
61 to 70	14 00	18 50	

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., \$2.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 15%.
Corrugated Strap Hinges — 4,
\$1.25; 5, \$1.90; 6, \$2.65; 8, \$4.30;
10, \$6.35; 12, \$9.70.

Corrugated Tee Hinges — 4,
\$1.70; 5, \$2.60; 6, \$3.15; 8, \$5.50;
10, \$7.85; 12, \$11.10.

HORSESHOES

Iron, No. 0 to 1, \$5.90; No. 2
and larger, \$5.65; snowshoes, No.
0 to No. 1, \$6.15; No. 2 and
larger, \$5.90; steel, No. 0 to 1,
\$6.35; No. 2 and larger, \$6.10;
featherweight, \$7.50.

JACKSCREWS

30 per cent. off list.

IRON BAND.

1½ in., \$4.15; 1¼, \$4.15; 1 in.,
\$4.25. Apollo

IRON GALVANIZED "Fleur

Premier de Lis			
10½ oz. or 28 Eng....	9 25	9 25	
28 Am. or 26 Eng....	8 95	8 95	
26 Am. or 26 spec....	8 65	8 65	
24	8 50	8 50	
22	8 50	8 50	
18 and 20	8 35	8 35	
16 Am.	8 20	8 20	

IRONS, SAD

Common Sad Irons, 8 lbs.,
8c per lb.; 4 lbs., 10c per lb.
Mrs. Pott's No. 55, set..... 1 20
Mrs. Pott's No. 50, set..... 1 25
Mrs. Pott's common sad iron
handles, \$1.15 dozen. Mrs. Pott's
improved, \$1.50 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$5.50; per
doz., 75c; B, per case 6 doz.,
\$4.85; per doz., 90c.

LANTERNS

No. 2, plain 8 75
No. 20, X-ray 12 50
No. 22, Dash-board 11 25
Short Globe, doz. 8 75

LEAD PIPE, \$16.40.

LEAD WASTE, \$17.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, \$7.75; cutter, \$7.75.

NAILS

Wire, f.o.b. Fort William, \$5
base; Winnipeg, \$5.40 base. Cut
f.o.b., Winnipeg, \$5.10.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., \$3.50;
36 in., \$4.50; 48 in., \$5.25; 60 in.,
\$6.25; 72 in., \$7.

NUTS

Square, small lots, 3c advance
over list; case lots, 2c advance
over list; Hexagon, small lots,
3c advance over list; case lots,
2c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher,
37c; "B" Castor machine oil,
24½c; Buffalo Engine gasoline,
33½c; Buffalo "A" gas engine oil,
48c; Royal gasoline, 33c; Family

Safety coal oil, 20c; "Engoline"
engine coal oil, 16c; Summer
Black oil, 21c; Kelso engine oil,
45c; Electro oil, 45c; Royalite
oil, 16½c; Standard gas engine
oil, 44c; Prairie Harvester oil,
46c.

PAINTS

Stephens' Out White, \$3.10;
Stephens' House, \$2.85; Stephens'
Floor, \$2.45; Silkstone, \$2.50.

DRY COLORES

Yellow ochre, in bbl. lots, 3c;
less than barrel lots, 4c; golden
ochre, barrels, 4c; less than
barrels, 5c; Venetian red, barrels,
\$2.50; less than barrels, \$3.50;
American vermilion, 20c; Eng-
lish vermilion, \$3 per lb.; Can-
adian metallic oxides, barrel lots,
3½c; English purple oxide, in
casks, 3½c; less quantities, 4c
per lb. Red lead, kegs, \$14; less
quantities, 16c.

PICKS, Clay, 6-7, \$7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¾ inch	\$ 4 55	\$ 6 98
¾ inch	4 64	7 07
¾ inch	6 08	7 83
¾ inch	7 52	9 95
1 inch	11 12	14 67
1¼ inch	15 03	19 89
1½ inch	18 00	23 76
2 inch	24 21	31 95
2½ inch	38 25	50 58
3 inch	50 04	66 15
3½ inch	62 28	66 15
4 inch	73 80	....
4½ inch	91 80	....
5 inch	107 10	....
6 inch	139 00	....

PLASTER, Paris, per bbl., \$3.75.

PLATES, CANADA

18 x 21 per box, half polish,
\$7.25; full polished, \$8.25; 18 x
24, half polished, \$7.25; full pol-
ished, \$8.25; 20 x 28, half pol-
ished, \$7.50; full polished, \$8.50.

PLOW SHARES. 10c per lb.

POINTS

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PURTY

100-lb. irons 4 25
25-lb. irons, per cwt..... 4 55
1½-lb. tins 0 07½

RIVETS AND BURRS

Iron rivets, 20 per cent.; cop-
per, No. 7, 65c lb.; No. 8, 66c;
No. 9, 69c; No. 10, 71c; No. 12,
76c.

Five-lb. assorted boxes, No. 8,
8, 66c; No. 9, 69c; No. 10, 71c;
lb.

Copper Burrs, No. 7, 65c; No.
8, 66c; No. 9, 68c; No. 10, 71c;
No. 12, 76c.

ROPE

Sisal, 24c base; pure Manila,
30c base; British Manila, 25c
base; lath yarn, 24c base; Afri-
can hemp, 25c base; cotton rope,
rope, ¼ and over, 40c.

Tarred Marline Hanks, per
lb., 31c.

SASH BALANCES (Caldwell.)
10 per cent. off.

SAWS, BUCK

Happy Medium, \$7; Watch
Spring, \$7.25; Lance Tooth or
Lightning Blades, \$7.75; New
Century, \$9.25.

SCREWS

Bright iron round head, 60%;
flat head, 65%; round head, brass,
25%; flat head, brass, 30%;
coach, 30%.

STEEL SHEETS, BLACK

10 gauge	7 25
12 gauge	7 25
14 gauge	7 00
16 gauge	7 00
18-20 gauge	6 80

22-24 gauge	6 85
26 gauge	6 90
28 gauge	7 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H.,
Sqr. Pt., \$10.10 per doz.; D.H.,
Rd. Pt., \$10.10; L.H., Sqr. Pt.,
\$10.10; D.H., Rd. Pt., \$10.10;
Buildog and Jones, D.H., Rd. Pt.,
\$11.10; D.H. Sqr. Pt., \$11.10;
L.H., Rd. Pt., \$11.10; L.H., Sqr.
Pt., \$11.10; Black Cat and Cres-
cent Scoops—No. 4, \$11.25 doz.;
No. 6, \$12; No. 8, \$12.75; No. 10,
\$13.55; Moose and Jones Scoops,
No. 4, \$12.45; No. 6, \$13.15; No.
8, \$12.85; No. 10, \$14.55 per doz.
dozen.

SOLDER. Per pound, 36 to 37c.

SPIKES

Pressed, ¼ in., \$4.65; 5-16,
\$4.30; ¾, \$4.10; 7-16, \$3.95; ¼,
\$3.90.

STAPLES

Bright wire, per cwt., \$5.30 at
Fort William, \$5.70 Winnipeg;
galvanized staples, \$6.10 Fort
William, \$6.50 Winnipeg.

STEEL

Sleighshoe, \$4 base per cwt.;
plow, common, \$6; crucible
plow, \$7; angle, \$4.25; harrow,
\$3.75 base; east, octagon tool
steel, 12½c base; square tool,
13½c base; spring, \$5; machine,
\$5 base; tire, \$4.50. Mild, 3-16,
¼, 5-16, \$6 base; other sizes, \$4.50
base.

STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; 1 in.,
\$4.35; 1½ in., \$4.25; 1 in., \$4; 1¼
in., \$4; 1½ in., \$3.75.

STEEL SQUARES

25 per cent. off list.

TACKS, Carpet, 70% off list.

TIES. Cow, 25%.

TIN AND TIN PLATE

20 x 28 I.C.	\$21 00
20 x 28 I.X.	22 50
20 x 23 I.C.	25 00
20 x 33 I.X.	26 75
Terne plates	17 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal... \$2 20
Stephens Exalite, gal. 3 00

WASHERS

Iron, small lots, 5% + 75c; full
boxes, iron, 10% + 75c.

WHITE LEAD

Decorators' pure, ton lots,
\$15.55; less than ton lots, \$16.20.

WIRE, BARB

Lyman, 4-point, \$4.20 f.o.b. Ft.
William, \$4.50 Winnipeg; Gld-
den Cattle, 2-pt., \$4.05 Ft. Wil-
liam, \$4.35 Winnipeg; Baker 2-
pt., \$4 Ft. William, \$4.30 Win-
nipeg; plain twist, cwt., Ft. Wil-
liam, \$4.25; Winnipeg, \$4.75;
plain galvanized, Ft. William,
No. 9, \$4.85; No. 12, \$5.10; Win-
nipeg, No. 9, \$5.25; No. 12, \$5.50;
coil spring, Ft. William, No. 9,
\$5; No. 12, \$5.25; Winnipeg, No.
9, \$5.30; No. 12, \$5.55.

Patented screen in 100-ft. rolls,
\$3 per hundred sq. ft.; in 50-
ft. rolls, \$3.10 per 100 sq. ft.

WIRE, PLAIN

Rail ties, 14 gauge, single loop,
\$6.95 Winnipeg; \$6.55 Fort Wil-
liam.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, \$6.20; 10, \$6.25; 12, \$6.40;
14, \$6.60; 15, \$6.75; 16, \$6.90 per
100 lbs.

WRINGERS

Royal Canadian, \$43.40 per doz.;
Eze, \$46.90 per doz.; Bicycle,
\$52.65 per doz.; Ajax, \$8.75 each.



Reinforcing Bars for Concrete

Medium Steel, Square Cold Twisted, sizes from $\frac{1}{4}$ to $1\frac{1}{4}$ inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from $\frac{1}{4}$ to $1\frac{1}{4}$ inches, lengths up to 60 feet.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

Now is the time to protect yourself against the ever-increasing prices.

SMALL ANGLES

From $\frac{3}{4}$ " x $\frac{3}{4}$ " x $\frac{1}{8}$ " to 2" x 2" x $\frac{1}{4}$ " in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from $\frac{3}{16}$ " to 1" thick, in stock now.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED



Our Four Leaders

Canada Brand Pure Paints
(Quality Guaranteed)

Canada Brand Floor Paints
(Surpassed by none)

Jas-per-Lac Specialties
The Present-Future Finish

Jas-per-ite Varnishes
The Present-Future Varnish

Manufactured only by
Ottawa Paint Works
Limited
Ottawa, Canada

Toronto Branch:
153 DUCHESS STREET, TORONTO

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, \$7.40 per 100 lbs.; 5 lb. packages, \$7.20 per 100 lbs.; white, 2½ lbs., \$6.80 per 100 lbs.; 5 lbs., \$6.60 per 100 lbs.

BEESWAX

Small quantities, per lb. 0 50
Larger quantities, per lb. 0 45

BLUE STONE

Montreal Toronto
Per lb. 16-20 16-22
London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. \$1 35
Weighted, 20 lbs., doz. 1 60

COATING

Cement Coating \$2 55 2 75

COLORS (DRY)

Per lb.

Raw Umber, 100 lb. keg. 5-12c
Burnt Umber, 100 lbs. 5-12c
Raw Sienna, 100 lb. kegs. 5-12c
Burnt Sienna, 100 lb. kegs. 5-12c
Imp. green, 100 lb. kegs. 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs. 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02½
Spruce ochre, 100 lb. kegs. 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 15
Indian red 28-28
Chrome yellow, pure 36-45
Golden ochre, pure 0 20
French spruce ochre, pure 0 16
Chrome green, pure 0 24
French permanent green, pure 0 22
Signwriters' black, pure. 0 27
Marine black, 25-lb. tins. 0 07
Lampblack 0 24

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel
Anchor Floorlustrer
O.P.W. Sunshine White ..
Jas-per-lac floor enamel ..
Jas-per-lac art enamel
Martin's Enamel
Mooramel

FILLER

Gal.

Luxeberry Enamel \$5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE

Per bbl.

Demi-Johns, 50 lbs. 0 15½
\$1.10 for demi-john extra.

GLUE

Per lb.

French medal
English common sheet 30-35
English prima 0 38
White pigfoot 0 40
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags 35-38
Gelatin, 112 lb. bags. 45-60
Ground glue, 112 lb. bags—
No. 1 30-32

GLASS

Single Double

	Thick	Thick
(Under 25)	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84	22 75	
85 to 90	24 35	
91 to 94	25 00	
95 to 100	29 00	
101 to 105	32 00	
106 to 110	37 00	

Toronto, London and Hamilton:
—Single or Double Thick—15% off above; 50 cases or over, open cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10%; 35 cases and over, open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to \$75 gross list value. Orders over \$75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

Montreal Toronto

Anchor Pure	\$14 80	\$15 00
Crown Diamond	14 80	15 00
Green Seal	14 80	15 00
Tiger Pure	14 80	15 00
Ramsay's Pure	14 80	15 00
Moore's Pure	14 80	15 00
O.P.W. Dec. Pure.	14 80	15 00
Red Seal	14 60	15 00
Decorator's Pure	14 80	15 00
O.P.W. English	14 75	15 25
Elephant Genuine.	14 75	15 25

B.B. Genuine Lead, less than tons, \$16.20 Toronto; \$15.90 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	13 50	13 50
Genuine, 100-pound kegs, per cwt.	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. tins	\$31 50	\$22 75
2-lb. tins		21 75
5-lb. tins	29 50	17 50
10-lb. tins	28 50	
25-lb. casks	28 00	16 25
50-lb. casks	27 50	15 75
100-lb. casks	27 00	15 25
300-lb. casks		15 00
600-lb. casks		14 75

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., \$6.60. White in lb. pkgs., per 100 lbs., \$6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

Toronto, Montreal
Elephant Genuine. 14 75 15 30
B.H. English white \$3 30
B.H. English, colors 3 05
Crown Diamond, white. 3 05
Crown Diamond, colors. 2 80
Fresco Tone, white 2 95
Fresco Tone, colors 2 75
Moore's House Colors 2 75
Moore's Floor Paint 2 45
Moore's Egyptian Paint. 2 20
Moore's Sani-Flat 2 35
C.P.C. Pure, white 3 20
C.P.C. Pure, colors 3 05
O.P.W. Can. Brand, white. 3 05
O.P.W. Can. Brand colors. 2 85
O.P.W. Can. Brand, floor. 2 45
O.P.W. Flat Wall, white. 2 95
O.P.W. Flat Wall, colors. 2 75
Ramsay's Pure, white 3 15
Ramsay's Pure, colors 2 85
Martin-Senour, 100% white. 3 30
Martin-Senour, 100% colors. 2 90
Senour's Floor Paint 2 75
Senour's Porch Paint 3 05
Senour's New-Tone, white. 2 95
Senour's New-Tone, colors. 2 75
Sherwin-Williams, white ... 3 30
Sherwin-Williams, colors ... 2 05
Flat Tone, white 2 80
Flat Tone, colors 2 65
Lowe Bros. H.S., white. 3 30
Lowe Bros. H.S., colors. 3 05
Mellowtone, white 2 95
Mellowtone colors 2 75

Per 100 lbs.

PARIS GREEN	Mun-ro's	C.P. Co.	Ber-gers
600-lb. bbls.	\$53 75	\$54 50	\$50
250-lb. kegs.	53 75	54 00	54 75
100-lb. drums.	54 75	55 00	55 75
50-lb. drums.	54 75	55 00	55 75
25-lb. drums.	55 00	55 25	56 00
1-lb. 100s, pks 57 00		57 25	58 00
½-lb. 100s	39 00	59 25	60 00
1-lb. 100s, tins 58 00		58 25	59 00

Prices f.o.b. Toronto, Hamilton London and ¼c less in Montreal.

PARIS, PLASTER

Per bbl. \$2 35 \$2 50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
¼ barrels	0 06½
Barrels	0 06

Standard

Less than tons
PUTTY Montreal Toronto
Bulk, in casks. 3 10 3 55
Bulk, 100-lb. drums 3 55 4 10
Bulk, 25-lb. drums 3 65 4 20
Bulk, 12½ lb. tins. 4 45
Bladders, in bbls. 2 80 4 35
Ton lots standard are 20c per hundred pounds less.

Pure Putty, \$1 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., \$3.50 to \$3.65.
Pure Orange, gal., \$3.50-\$3.75.
Gum, 55-66c lb.; finest orange.
63-69c lb.; finest white, 65-72c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

Montreal Toronto
See weekly report for prices.

SLATING

Liquid Slating, B.B. Gal

VARNISHES

Per gal cans

Gold Medal	\$ 2 05
Maritime Spar	4 25
B.-H. Stovepipe Varnish, ½ pints, per gross.	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor.	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil.	1 00
Jasperite Floor Finish.	2 25
Marble-ite Floor	2 54
Wood-var	2 54
Finest Interior	2 86
Durable Floor	2 40
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Spar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing ..	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 15
Luxeberry spar	4 50
Ramsay's Universal	2 40

WATER PAINTS

Opalite, 300 lb. bbls.	0 12
Opalite, 100 lb. kegs.	0 12½
1 gal. package, per pkg.	0 65
½ gal. package, per pkg.	0 35
Coralite, 5-lb. pkgs.	0 84½

WASTE (POLISHING)

Cream	0 21½
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WASTE, WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORING WIPING

Fancy	0 16
Lion	0 14½
Standard	0 13
Popular	0 11½
Keen	0 10½

WASTE, WOOL PACKING

Arrow	25
Axle	20
Anvil	16
Anchor	11

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade discount for quantity.

WAX

	Per lb.
C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 32
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	41-46
Johnsons	41-46
Gold Medal	0 30
Ramsay's	0 30

WHITING

Paris white	2 15
Plain, in bbls.	2 00
Gilders, bolted, in bbls.	2 10
Per 100 lbs.	

WOOD ALCOHOL

	Per gal.
In gallons	1 55-1 75
Barrels	1 35
\$4 extra for barrels.	

Put Your Store in the Front Rank

by stocking and selling varnishes of known quality and reputation.

Dougall Varnishes

will meet the needs of every one of your customers.

The Dougall Line is complete—there are varnishes of **QUALITY** to suit every requirement. Each line is the best possible value obtainable.

An investigation will prove to you that a line of Dougall Varnishes will enable you to do a better and a bigger business. You will place yourself under no obligation if you will allow us to give you details. Write us to-day.

The Dougall Varnish Co., Limited, Montreal

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

CROWBARS

No. 102-A—CHISEL POINT

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

TARRED FELT**SPECIFY
DOMINION BRAND****J. H. McCOMB, LIMITED**Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar**MONTREAL****FORSTNER BITS****THE PROGRESSIVE MANUFACTURING CO.**

Torrington, Conn., U.S.A.

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Auger
Bits,
Bolts and
Nuts, Bolster
Springs, Chain,
Drills, Files,
Handles, Horseshoes.

**LET US
QUOTE
YOU****IRON AND STEEL
HARDWARE TOOLS****WILKINSON AND KOMPASS**
TORONTO HAMILTON WINNIPEG**WE SHIP
PROMPT-
LY**

Cotter
Pins,
Rivets
and Burrs,
Cap and Set
Screws, Wood
Screws, Tacks, Wash-
ers, Varnishes, Waste.

**C. KLOEPFER, LIMITED**

EDWARD HALLORAN, General Manager

IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

Make Use of Page 99 for all Your "Wants"**HARDWARE AND METAL,****143 University Avenue,****Toronto, Ont.**

Enclosed find \$....., for which insert following advertisement in your "Want"

Ad. Page times. (For Rates see top of this page.) (Each figure counts as one word)

.....

.....

.....

.....

.....

Signed

Town Province



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

RUBBER STAMPS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

"EUREKA" Garden Tools and Implements

The Eureka Line includes Garden Drills, Cultivators, Sprayers, Planters and Seeders, Sanitary Churns, Root Cutters, Combination Wagon Box and Rack Spring Seats. These goods are standard goods of a high quality and are guaranteed as represented. Ask for Catalogue.
The Eureka Planter Co. Ltd., Woodstock, Ont



SPRAYERS

We are makers of several kinds of Sprayers—Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

THE COLLINS MFG. CO
415 Symington Ave., Toronto



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal



"CONDOR"

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

The Basters, Jackson Co.
22 College Street, TORONTO



Manufacturers of Builders' Hardware, Castings and Steel Stampings.

NATIONAL HARDWARE CO.
LIMITED

ORILLIA ONTARIO CANADA



The Original
Short Globe
Lantern.

Made only by

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA Limited

The PARMENTER BULLOCH CO., Ltd GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Over-shoe Buckles, Felloe Plates.

BATH ROOM FITTINGS



KINZINGER, BRUCE
& CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

LARGEST CANADIAN DEALER

ADEL 760
WASTE PAPER
E. PULLAN TORONTO

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite



Northern Bolt, Screw & Wire
Co., Ltd., Owen Sound, Ont.



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

ENAMELLED STEEL BATH

Body made of high-grade galvanized steel finished on the inside with three coats of Pure White Enamel.
A VERY ATTRACTIVE, DURABLE BATH AT A SMALL PRICE. Write for full details.

The Steel Trough & Machine
Co., Limited, Tweed, Ont.

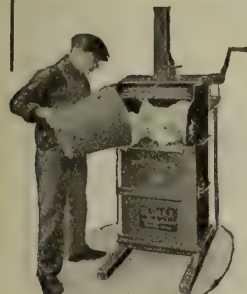
Waste Paper Balers

"CLIMAX"
ALL STEEL

Turn your waste paper into money.
12 sizes. \$22.50 up

Climax Baler
Company

Emerald St.
Hamilton, Ont.



BEAR BRAND LAMP BLACKS



A Germantown of quality
that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

IT MAY SAVE YOUR LIFE

If you are going hunting or fishing in the woods or on the water—the need of dry matches may save your life. "The Excelsior Sportsmen's Belt Safe" made of Brass, Nickel Plated, Gun Metal or Oxidized—Waterproof. Furnished complete with Belt and Buckle for \$1.00.

Hyfied Mfg. Co., 48 Franklin St., N.Y.



NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS

36 James St. South, Hamilton, Ontario.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street 52 Canada Life Bldg.,
Toronto. Montreal.

If interested, tear out this page and keep with letters to be answered.

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HOYT METALS

MEMO

April 7th

for your Babbitt Metal file

As fellow advertisers you know that unless there is a quality behind the article advertised, the advertising must end in failure.

Hoyt Metals have stayed on the market for forty years—because the quality gives entire satisfaction to the user. To-day, after these long years of experiment and study we believe that Hoyt Frost King Babbitt has reached a state of perfection as an all-round babbitt. It pleases the most exacting mechanic, and stands up under heavy duty. We recommended it for its quality, and can safely say that its use cuts down babbitt expenses.

As with most other things—a trial is the best evidence that our claims warranted.

Write for our price list.

HOYT METAL CO., Toronto
NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

SITUATIONS VACANT

WANTED — HARDWARE CLERK, GOOD salesman. State experience and salary wanted. Apply Box 51, Meyronne, Sask.

FIRST-CLASS TINSMITH WANTED — ONE capable of handling furnace work and pump fitting. A real opportunity for an energetic man who can do a good day's work and make good. Engagement from April first. Gibb, Brown and Odell, Hanna, Alberta.

WANTED—A GOOD, ALL-ROUND TIN- smith and plumbing mechanic for town of 3,000. Apply, stating wages, with references, Box 453, Hardware and Metal.

WANTED — AT ONCE — EXPERIENCED hardware clerk. State age, experience, religion and salary expected. Box 452, Hardware and Metal.

WANTED—LIVE WAREHOUSE MAN TO take charge of stove business. Don't apply unless you're a hustler with a good memory. Good chance for promotion to the right man. Box 451, Hardware and Metal.

AGENCIES WANTED

WANTED—FOR WINNIPEG AND DIS- trict, several good lines on commission. Excellent connection with architects, contractors and builders. Box No. 448, Hardware and Metal.

THE SUREST WAY FOR THE MANUFAC- turers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

AGENCIES WANTED — WITH SEVEN years' experience as representatives of European and American hardware and machinery firms, we are convinced we can make success with Canadian goods, in place of foreign ones, thus helping our home industries. With this in view, we invite correspondence from Canadian manufacturers who might need the services of responsible firm to act as their selling or distributing agents in Montreal and the whole Province of Quebec, which we cover. Strictly first-class references will be furnished. Box 450, Hardware and Metal.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIX- tures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIX- tures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

SITUATIONS WANTED

EXPERIENCED HARDWARE CLERK, married, desires position with good prospects for advancement, retail or wholesale. Conscientious worker, good education, first-class references. Ontario city preferred. Box 449, Hardware and Metal, Toronto.

PAPER BALERS

THERE IS MONEY IN USING AND SELL- ing the Jewell Paper Baler. It is the only low-priced, efficient baler on the market. Every hardware store should use one. Splendid side line for one line traveller in each territory. General Sales Co., Stair Bldg., Toronto.

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

FOR SALE

HARDWARE, WITH TINSHOP—ONTARIO County; three railroads; no opposition; steady farmers' trade; could be increased. Small stock; could reduce. Spring lines booked. Dwelling connected; low rent. Box 450, Hardware and Metal.

FOR SALE—A GOOD HARDWARE BUSI- ness in one of the best farming districts in Ontario. Stock about \$7,000.00. Box 446.

THE FOLLOWING FAIRBANKS VALVES —Four 2-inch, seven 1½-inch, two 1¼-inch, also one Jenkins 1½-inch. McF., Hardware and Metal.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY IN- stallation of an Otis-Fenson hand-power elevator or you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

A want ad. in this paper will bring replies from all parts of Canada.

We sell wholesale and retail, brilliant and white enamel letters.

W. H. Stevenson, Stevenson
Building, Toronto

Registered



Trade Mark

KASENIT

CASE HARDENING COMPOUND

Is a good line for the **HARDWARE DEALER** to handle, as it carries

A GOOD PROFIT, makes
A SATISFIED CUSTOMER, brings
REPEAT ORDERS.

SOLE MAKERS

KASENIT

LIMITED

8 & 9 LUDGATE SQ.
LONDON, ENGLAND

An Army of 50,000 All Speaking its Praise

Think what it means to you to have an army of 50,000 satisfied users speaking the praise of the HOME COMFORT Range.

Sell this range and let this mighty force of mouth-to-mouth advertising help your business.

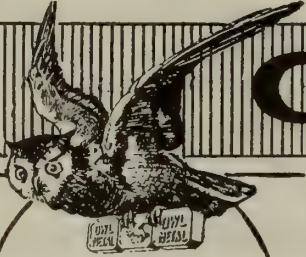
HOME COMFORT Range is the ideal range for the housewife. Its perfection is largely due to suggestions received from the housewives themselves.

The HOME COMFORT Proposition is a live one. Let us send you full particulars. Write to-day.

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West TORONTO, Ont. Factory: 22 Orillia St





OWL

METALS

**BABBITTS,
SOLDERS,
LEADS,
ETC.**

It is difficult to find metals more efficient and economical than those which we produce.

Your sales are sure to increase.

Made in the West by

**The Owl Metal Co., Ltd.
WINNIPEG**

BIG

RESULTS

from small investments. Read
Hardware & Metal's Want
Ad. Page.

SAMUELS

CANADA

ASH and GARBAGE CANS

Point No. 1—

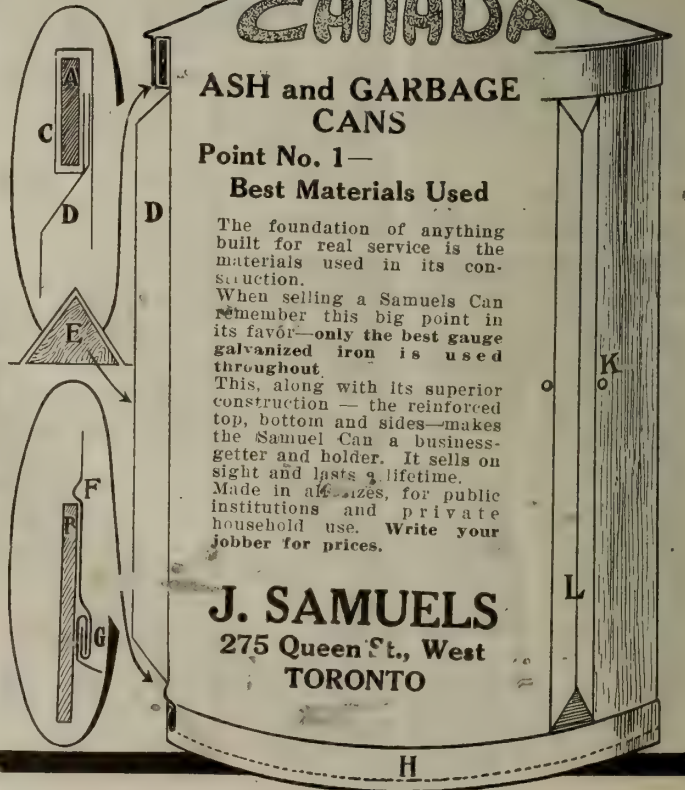
Best Materials Used

The foundation of anything built for real service is the materials used in its construction.

When selling a Samuels Can remember this big point in its favor—only the best gauge galvanized iron is used throughout.

This, along with its superior construction—the reinforced top, bottom and sides—makes the Samuel Can a business-getter and holder. It sells on sight and lasts a lifetime. Made in all sizes, for public institutions and private household use. Write your jobber for prices.

J. SAMUELS
275 Queen St., West
TORONTO



If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

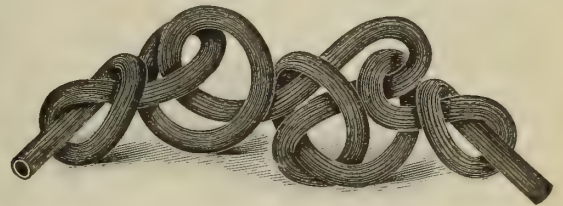
MADE IN
CANADA

It's a Pink any-
way you take it,
and it's the best
Peavey made.



"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY
STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED-
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

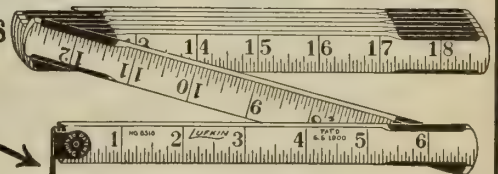
LUFKIN

Spring Joint Wood Rules

WITH FOLDING HOOK

ENTIRELY NEW

WILL CERTAINLY APPEAL TO MECHANICS



Just the thing for taking measurements out of arm's reach, and handy for most any measuring. Zero end of rule fitted with a small, substantial steel hook, which will very readily fold up and remain so when not wanted, making the rule same as ordinary ones without hook.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Manufacturers of a complete line also of

COMMON SPRING JOINT WOOD RULES - BOXWOOD RULES - MEASURING TAPES

TINKER TOM'S TALKS.

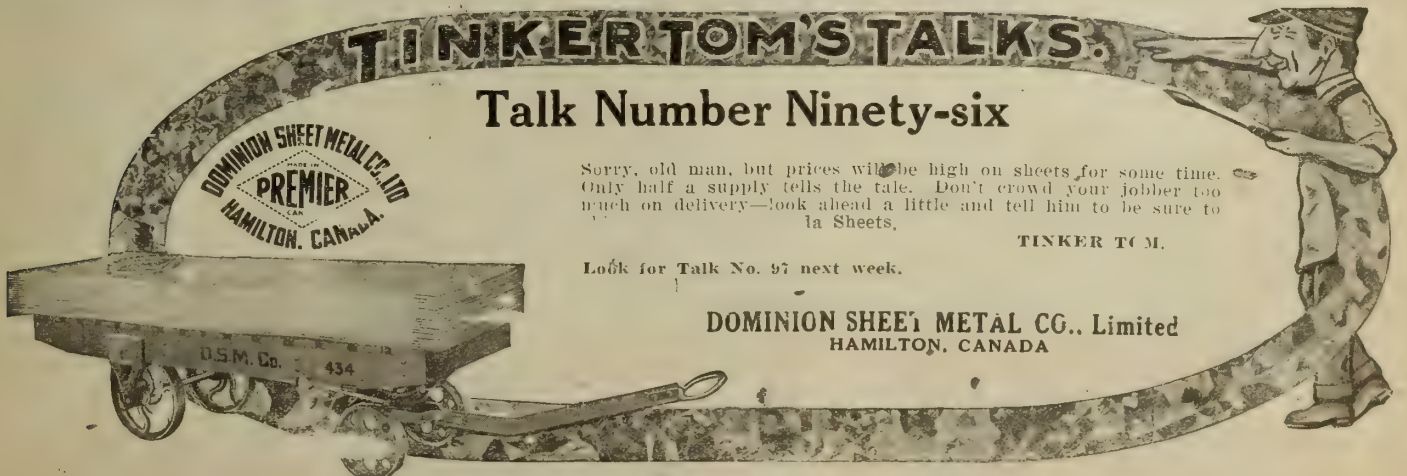
Talk Number Ninety-six

Sorry, old man, but prices will be high on sheets for some time. Only half a supply tells the tale. Don't crowd your jobber too much on delivery—look ahead a little and tell him to be sure to la Sheets.

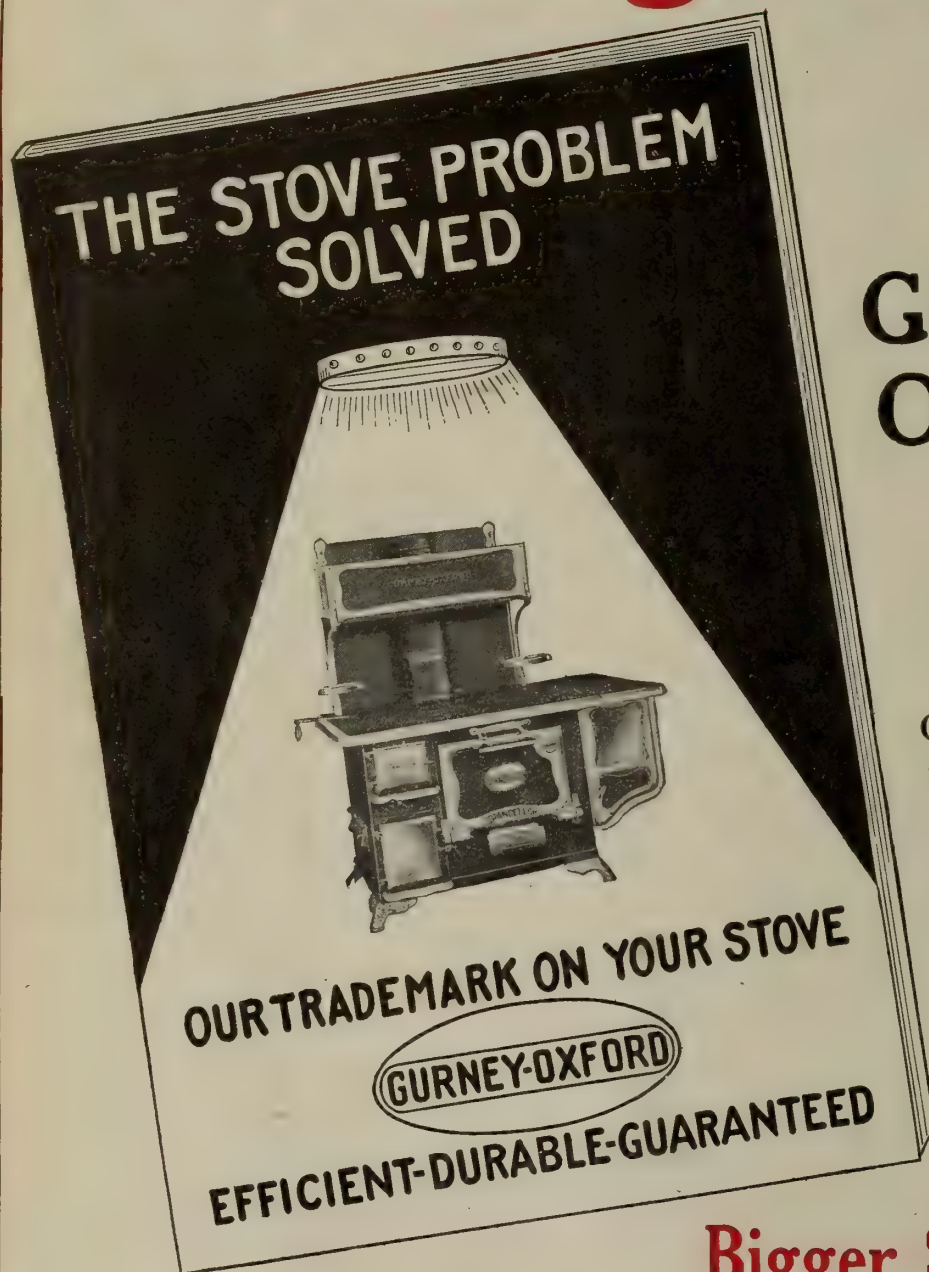
TINKER TOM.

Look for Talk No. 97 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA



A Big Gun



in the
**1917
GURNEY-
OXFORD**

Selling Campaign

Our 1916 edition was the symbol of a revolution in the stove world—prices fixed by the factory—100 days guarantee—freight prepayment, etc. The public recognized it as such and the demand for our catalogue was enormous.

Bigger Still for 1917

Our new catalogue is only one link in a long, strong chain of selling helps that will make our 1917 Sales Campaign a memorable one—that will give our dealers prestige and success—that will make the Gurney-Oxford line “supreme since 1845,” again the dominating factor in the 1917 Canadian stove world.

GURNEY FOUNDRY COMPANY, Limited

TORONTO—Also at Montreal, Winnipeg, Calgary, Vancouver

HARDWARE AND METAL

Vol. XXIX
No. 15

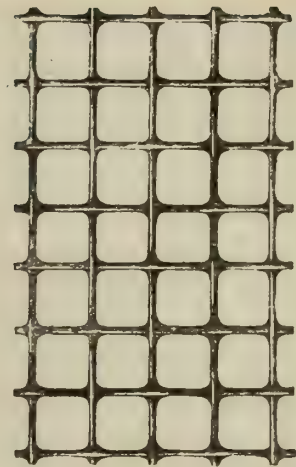
PUBLISHED EVERY SATURDAY SINCE 1888

April 14
1917

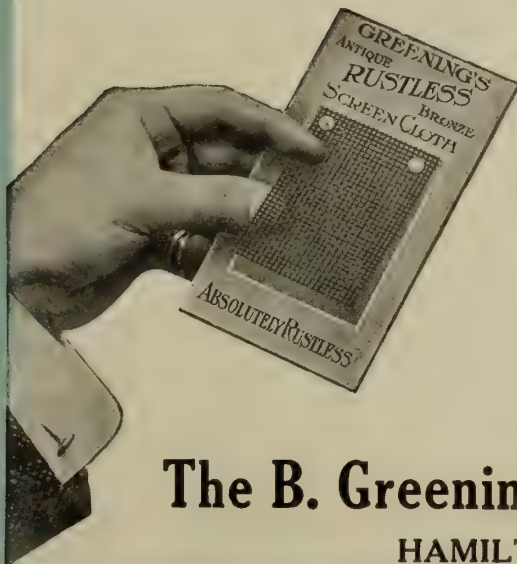
THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

Tie-Out Chains
Dog Chains
Perforated Metals
Wire Rope
Poultry Netting
Wire Work



Bronze
Fly Screen
Sand Screen Cloth
Re-Galvanized Cloth



The beauty of selling the Greening lines lies not only in the good profit—the service is magnificent, making repeat orders double-sure.

The B. Greening Wire Co., Limited
HAMILTON, ONTARIO

It's Great Fun Gardening

THE owner of even a small "back yard" or "front yard" will find that the happiest hours of the day are those spent in cultivating flowers.

For a surprisingly small sum you can plant a little gem of a garden—seeds cost next to nothing—and we can supply the necessary Gardening Tools for a few dollars.

This space for Dealer to insert items and prices.

Will You Accept Our Advice on Furniture Polishing?

We have shown many of our customers the proper and easy way to keep furniture looking its best. We feel sure you will thank us for showing you how to obtain results as well known as the O-Cedar Floor Polish. It is a very simple, light and pleasant—few drops of O-Cedar on your light-colored cloth—rub off over dirt and stains and gone.

Soon you will see the grain—beautiful as when the cloth was first used—when you have a polish of a better quality than the one you are using.

Incidentally, if you do your dusting with a cloth slightly dampened in O-Cedar you dust with satisfaction—COLLECTING the dust instead of scattering it.

Dealer's Name

SCREEN DOORS AND WINDOWS

KEEP KITCHENS CLEAN and COOL

Flies, those dangerous carriers of disease germs, will soon be venturing into every door and window.

Bar them out. Good screens cost little money.

Time to get out and overhaul the lawn mower. Perhaps you need a new one. We have a number of easy running, inexpensive machines.

Every woman recognizes the superiority of aluminum wear. It is easily kept clean and wears forever. Ask to see our stock of these utensils.

Dealer's Name

Cheerfully Bright

A wet cloth—a few drops of O-Cedar—rub and rub—until the surface is bright and clean.

Cleans as it Polishes

Almost every polish will make for more shine—but none of them will cover up the dirt on top of the surface.

O-Cedar 15 to 25 DIFFERENT WAYS TO USE IT

Wipe with a wet cloth—rub and rub—until the surface is bright and clean.

O-Cedar 25¢ Polish \$3.00

KEEP YOUR GRASS LIKE VELVET

A beautiful well-kept lawn is a satisfaction to yourself and a source of pleasure to every passerby.

True, considerable time must be devoted to its care and one must have proper implements to work with. Lawn Mowers, Lawn Shears, Hoses and Floss Reels are all essentials and may be had here at these prices.

This space to be filled in with Items and Prices—by Dealer

Dealer's Name

Shine up your Car

Buy O-Cedar Polish by the 15-cent tins or by the 25-cent tins. It is a beautiful saving in cost and a beautiful saving in time.

O-Cedar Polish \$1.25 \$2.00 & \$3.00 Tins.

YOURS FOR THE ASKING

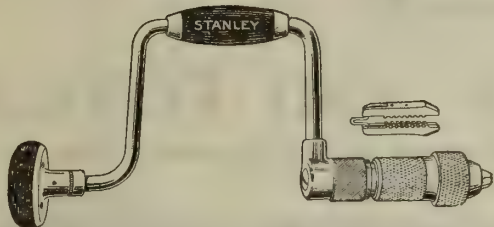
These attractive advertisements are three of a series of six advertising plates prepared expressly for merchants selling O-Cedar Polish.

These six advertisements will be furnished FREE in "plate" form all ready to run in your local paper. Only one merchant in a town can have this series. So it will be well to let us have your order without delay. The first dealer to request them gets all six plates. There is a blank space in each, as shown, wherein may be inserted whatever special items you may wish to list. The entire series of six advertisements is ready for you to look over in proof form. Send for the book of proofs and learn how to make use of our Advertising Department.

Address your request to the Advertising Department.

Channell Chemical Company, Limited
369 Sorauren Avenue, - - - TORONTO

Stanley Tools



Stanley Bit Brace No. 811

The ratchet mechanism is of the well-known Concealed Ratchet type, and the Brace is fitted with a ball-bearing chuck. The head is also ball-bearing.

This is an exceptionally fine tool, both as regards construction and finish.

Full details of same will be furnished upon application.

ADDRESS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



Yale Products

made in Canada

Padlocks

Door Closers

Night Latches

House Hardware

Stocking Yale products is as much a compliment to your customer's good judgment as to your own. Yale locks and hardware bring first-time customers and hold the confidence of old-time customers.

The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.

Sash Cords that sell

"Hercules" Brand—Sold in great quantities for general purposes. Just as good Sash Cord as imported brands sold at higher price. It is a good line to go heavy on.

"Star Spiral" Brand—High quality marks this brand. It has great tensile strength—made from a high grade of cotton. "Star Spiral" is recognized by the blue spiral running through the cord.

Architects call for these two brands of cord repeatedly. Sell it to the builders.

Jobbers are always well stocked with these sash cords and any size of an order can be promptly filled.

HAMILTON COTTON COMPANY

Hamilton - Canada

Made in Canada

"P.&W. Co."

SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

**Pratt & Whitney Company
of Canada, Limited**

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of
Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

If interested, tear out this page and keep with letters to be answered.



SCALE TANG KNIVES AND FORKS

Our Large Stock enables us to make prompt deliveries on this important line, a few of which we illustrate.



No. 20001	Medium Knives and Forks	3 5/8 inch Cocobolo	Handles	Metal Bolsters and Caps	4	Tine Steel Forks
No. 30001	Medium Knives and Forks	3 3/4 inch Ebony	Handles	Metal Bolsters and Caps	4	Tine Steel Forks
No. 40001	Medium Knives and Forks	3 3/4 inch White Bone	Handles	Metal Bolsters and Caps	4	Tine Steel Forks



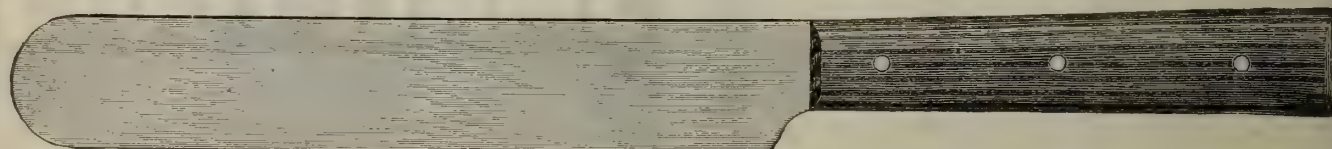
No. 22401	Medium Knives and Forks	4 inch Cocobolo	Handles	Metal Bolsters and Caps	4	Tine Steel Forks
No. 32401	Medium Knives and Forks	4 inch Ebony	Handles	Metal Bolsters and Caps	4	Tine Steel Forks
No. 42401	Medium Knives and Forks	4 inch White Bone	Handles	Metal Bolsters and Caps	4	Tine Steel Forks



No. 18781C	Medium Knives and Forks	3 1/2 inch Cocobolo	Handles	Metal Bolsters and Caps	4	Tine Steel Forks
No. 38781C	Medium Knives and Forks	3 1/2 inch Ebony	Handles	Metal Bolsters and Caps	4	Tine Steel Forks
No. 28781C	Medium Knives and Forks	3 1/2 inch White Bone	Handles	Metal Bolsters and Caps	4	Tine Steel Forks



No. 18781B	Medium Knives and Forks	2 1/2 inch Cocobolo	Handles	Metal Bolsters and Caps	4	Tine Steel Forks
No. 38781B	Medium Knives and Forks	3 1/2 inch Ebony	Handles	Metal Bolsters and Caps	4	Tine Steel Forks
No. 38781B	Medium Knives and Forks	3 1/2 inch White Bone	Handles	Metal Bolsters and Caps	4	Tine Steel Forks



No. 1878	Medium Knives and Forks	3 1/2 inch Cocobolo	Handles	Metal Bolsters and Caps	4	Tine Steel Forks
No. 400	Medium Knives and Forks	3 1/2 inch White Bone	Handles	Metal Bolsters and Caps	4	Tine Steel Forks



No. 1908	Medium Knives and Forks	3 1/2 inch Cocobolo	Handles	3 Tine Forks, Polished
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Write for Samples and Prices.

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

A. MacFarlane & Co., Limited, Montreal
Canadian Representatives



If interested, tear out this page and keep with letters to be answered.

TENNIS GOODS

Will be more in demand
this Season

OUR STOCK IS NOW COMPLETE IF YOURS IS NOT

Our suggestion is to order early



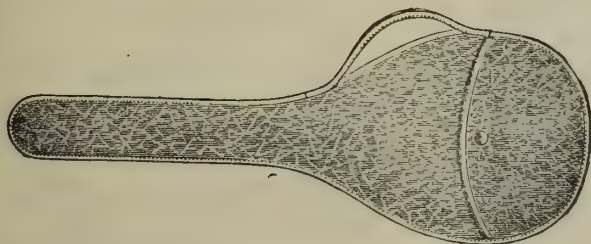
MEGANTIC



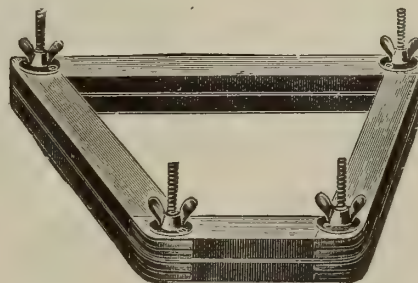
LAURENTIC

LEWIS BROS.
LIMITED
MONTREAL

DRY COURT MARKERS, MARKING TAPES, BACK STOP NETS
TENNIS NETS, NET POSTS, TENNIS BALLS, RACQUET PRESSES,
RACQUET HANDLE COVERS, RACQUET COVERS



RACQUET COVERS



RACQUET PRESSES

Our line of SWINGS, CROQUET SETS, HAMMOCKS, LAWN and
CAMP FURNITURE is complete.

Write in for prices, or tell our Salesman your wants. We will ship promptly

If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for board and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1 and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate. retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.

Coristine Building, Montreal

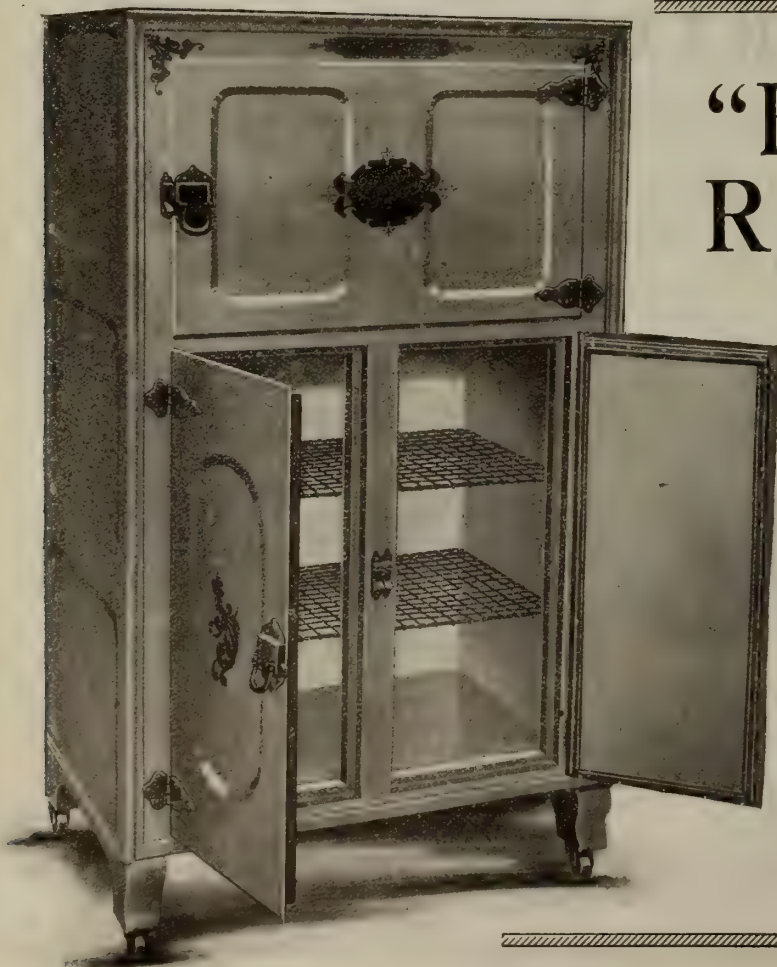
Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.



"Frost River" Refrigerators

Made entirely of Sheet Steel

GALVANIZED

Will last a life-time

THE MOST SANITARY REFRIGERATORS MADE AND ARE THE VERY ACME OF CLEANLINESS.

MADE IN THREE DIFFERENT SIZES. WRITE FOR PRICES TO-DAY. ORDERS WILL BE SHIPPED PROMPTLY.

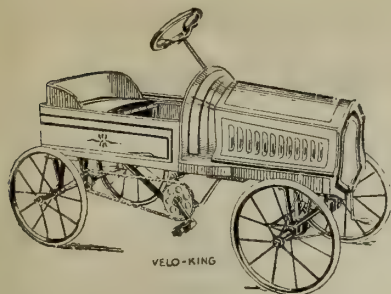
The Thos. Davidson Mfg. Co.

Limited

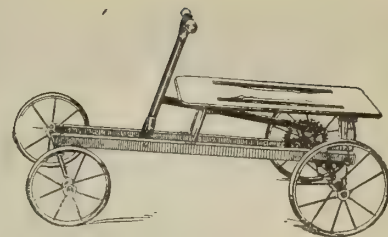
Toronto

Montreal

Winnipeg



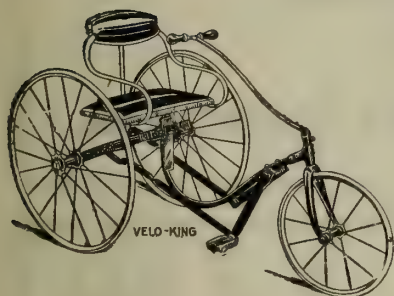
VEHICLES for Children



for immediate shipment
from stock

Velocipedes
Hand Cars
Steel Wagons
Garden Barrows
Tricycles
Automobiles
Bicycles

*Write for catalog
and price list.*



The
Dominion Toy Mfg. Co.
Limited

Manufacturers and Distributors
60 FRONT STREET WEST, TORONTO



Give your other customers the benefit of the mechanics' judgment

DISSTON SAWS

A recent canvass of hardware stores in more than a third of the States in the Union again verified the fact that the vast majority of mechanics demand the Disston Brand when purchasing saws. The conclusion is obvious.

Progressive hardware dealers are making an asset of this unimpeachable endorsement of quality by recommending, when the choice is put up to them by their other customers, the brand accepted as best by the mechanics.

The advantages to the dealer are numerous. Ease and quickness of sale is one which is immediately apparent. "This is the saw most of the carpenters use," is a great deal quicker and cheaper than long technical comparisons with samples of two or three brands on the counter getting thoroughly finger-marked.

The customer's satisfaction in knowing that the tool he uses is the one the "professionals" use is another factor; and so is the success he has in using it. Both of them build up a confidence in the dealer which leads him back to the store when he needs other tools or material.

Then, again, the dealer needs Disston Saws for his mechanic trade. If he serves the rest of his trade with Disstons, too, he does not need to carry a limited assortment of several brands, but can have a much wider variety of one brand. All dealers are familiar with the diversity of demands regarding teeth, length, etc., and the advantage of the broader assortment will be readily appreciated.

Profit by the mechanics' preference for Disston Saws. Send for our Booklet of Sales Helps, which shows a few of the ways in which we help the dealers in their sales of Disston Saws and Tools.



Henry Disston & Sons, Ltd.,



2-20 Fraser Ave., Toronto, Can.

Quick Hot Water at a Big Saving of Gas

ONE MINUTE AFTER THE

Stack Gas Water Heater

IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

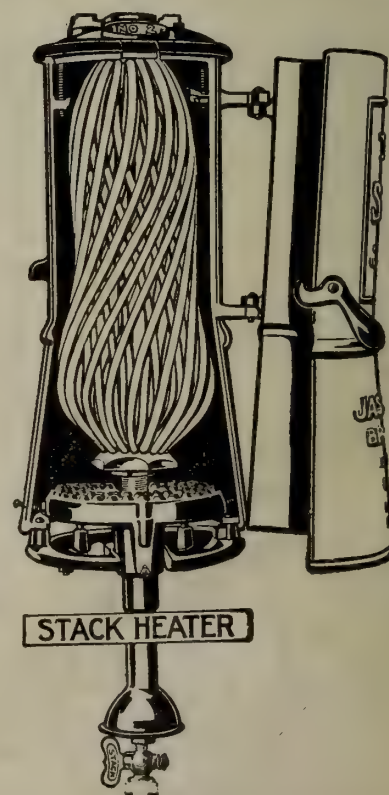
Costs but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.

EASILY SOLD

BIG PROFITS

James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO



If interested, tear out this page and keep with letters to be answered.

A File is a Simple Tool

but if it is a "FAMOUS FIVE" file it passes through the hands of twenty or thirty expert workers before it reaches your customer.

These men work to fixed standards that insure accurate cutting and the best wearing qualities.

The efficiency of every "Famous Five" file is standardized before it leaves the factory.

That accounts for their being preferred by all good mechanics.

And because of this preference it pays to handle them.

Specify them when ordering from your jobber.

They are:

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

Made in Canada by



PORT HOPE
ONTARIO

If interested, tear out this page and keep with letters to be answered.



High Quality TOOLS

**that you'll find
very profitable**

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.



GOOD PUMPS WITH GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The R. McDougall Company

Limited
GALT, CANADA





No. SC 935

Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges.....	" " "	SC 904
Heavy Strap Hinges.....	" " "	SC 209
Heavy Tee Hinges.....	" " "	SC 609

Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

We Make
**SHEET
LEAD**

**ALL
INGOT
METALS**

**THE
CANADA METAL CO.
LIMITED
TORONTO**

**WE MAKE
BABBITT METALS
THAT GIVE
Excellent Service
THE
CANADA METAL CO.
LIMITED
TORONTO**

WRITE FOR
CATALOGUE "A"
MAILED FREE.

**The Canada Metal Co.
Limited
TORONTO**

Hamilton
Montreal

Winnipeg
Vancouver

We Make
**BABBITT
METALS**

**EVERYTHING
FOR THE
PLUMBER**

**THE
CANADA METAL CO.
LIMITED
TORONTO**

If interested, tear out this page and keep with letters to be answered.



Quality Service

INDISPENSABLE LINKS
In the Successful Business Chain

Throughout our entire organization, we recognize and adhere to the highest standards of **QUALITY** and **SERVICE**. And upon this—in the future as in the past—the expansion and prosperity of our business depend.

IN OUR MILLS AND FACTORIES

Quality

IN OUR SALES DEPARTMENTS

Service

Believing **QUALITY** and **SERVICE** are the indispensable links between producer and consumer, we employ their combined strength to conserve and complete our relationship with all users of Steel and Iron products.

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON

- -

MONTREAL

If interested, tear out this page and keep with letters to be answered.

The outward mark of inward quality

—*the blue
barrels*



No more does the blue painted barrel containing Livingston Brand Linseed Oil make the quality of its contents, than does the grey painted hull of a British battle cruiser make the power behind her engines and guns.

The Blue Barrel containing

Livingston Brand Oil

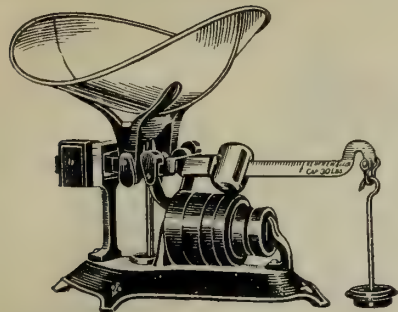
is the outward mark of inward quality in a product where quality counts more than the average layman knows.

Linseed oil, the most important factor in good paint-making, governs the quality of paints and varnishes to an astonishing degree. Quality paints and varnishes cannot be made from poor oil. This is why reputable manufacturers specify Livingston Brand Linseed Oil.

*Watch for the drayman with the blue barrels.
He's on his way to the quality house.*

The Dominion Linseed Oil Co., Limited
BADEN TORONTO MONTREAL





The
Renfrew
Household
Scale

Capacity
1½ oz. to 30 lbs.

Why not push scales

Here is the handy scale that gets the housewife's confidence the minute you inform her that every Renfrew Household Scale carries with it the Government Inspector's certificate of correct weights. Every scale is guaranteed to weigh correctly.

The Renfrew is strongly made, compact and handsomely designed—just the very scale nine out of ten households should have for protection against mistakes in weighing which are so expensive in these days of high cost of living.

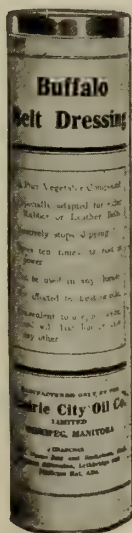
Write for literature and particulars of our attractive selling proposition to dealers.

The Renfrew Machinery Co., Limited
Head Office and Works Renfrew Ont.

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited
WINNIPEG, MANITOBA

'Metallic'

It's a name that means
QUICK PROFITS for dealers

"Metallic" Ceilings

**"Metallic"
Shingles and Siding**

**"Empire"
Corrugated Iron**

VENTILATORS

SKYLIGHTS

Trough and Pipe
(Die-Stamped) (Tight Seam)

Catalogue and Price List of any line gladly sent to Dealers on request. Good counter-folders and other selling helps too

Metallic Roofing Co.
Manufacturers Limited
TORONTO WINNIPEG

If interested, tear out this page and keep with letters to be answered.

Push the NEPONSET Line

Good goods, well advertised, are more than half sold. That is why live, experienced dealers are getting behind our national campaign for

NEPONSET Paroid ROOFING

GREY RED GREEN

Are you doing your share in selling

Neponset Twin Shingles
Neponset Paroid
Neponset Paroid Slate,
surfaced red and green
Neponset Wall Board
Neponset Black Water-
proof Building Paper
Neponset Asphalt Felt
Neponset Roofing Paint,
black and red
Neponset Cement

A FEW MORE DEALERS

In response to our invitation recently we have received application for nearly all open territory. There are a few good districts still open. Apply at once.



Write for
Prices, etc., to

Bird & Son
Dept. V.
Hamilton, Ontario

The Largest Manufacturers of Roofings, Wall Boards, and Roofing Felts in Canada.

Warehouses: WINNIPEG MONTREAL CALGARY ST. JOHN and VANCOUVER EDMONTON

WANTED — RELIABLE, ENERGETIC
hardware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware and Metal, Toronto.

The firm who inserted the above advertisement in **HARDWARE AND METAL** showed good judgment.

Naturally, replies would only come from clerks who were in the habit of reading **HARDWARE AND METAL**—and every hardware merchant realizes that a clerk who reads **HARDWARE AND METAL** is the kind of clerk he wants, because he will be thoroughly informed on market conditions, new selling plans and the best methods of window display and advertising. The above advertisement brought in 23 replies. It cost only 67 cents.

*USE THE WANT
AD. PAGE.*



The Power of Demonstration

Everyone likes a demonstration—the woman buying a vacuum cleaner or the machinist buying tools. But while there are few exclusive features in tools, the machinist or manufacturer is keener for these features. He likes to have the advantages demonstrated. Take the

Starrett Tools

Lock-Joint Transfer Calipers

for instance. Do your clerks know how to demonstrate them to a machinist? If not, make sure they do by studying and demonstrating the uses of these calipers. It is extremely simple when one understands how little there is to the operation.

But to command respect of the ma-

chinist, the clerk must be able to do it easily and surely. The easiest way to sell a machinist any Starrett Tool is to have him try it himself. It is then as good as sold. Both machinists and manufacturers are good prospects for these caliper sets.

The hardware clerk will find these calipers described on pages 266 and 267 of the Starrett catalog No. 21MA. Have you a good supply of these catalogs? If not, we will gladly send you some.

The L.S. Starrett Co., Athol, Mass.

The World's Greatest Toolmakers

42-649



If interested, tear out this page and keep with letters to be answered.

THE COST OF SELLING

SCARCELY necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?

Are you spending the money?
Let's look at the cost of close-up work in

The FARMER'S MAGAZINE

A half-page 12 times will cost you \$367.20 (\$30.60 per insertion). A full page, \$714.00 (\$59.60 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

You should—and can, at so low a price.

Write in about it.

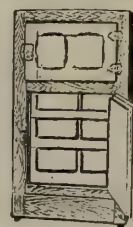
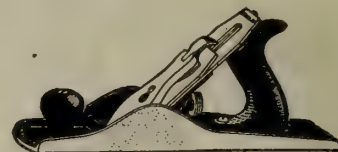
WANT ADS.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

PUT LIFE INTO YOUR ADS

HARDWARE AND METAL has added 150 new electros to its large assortment of electros for use by retailers in their newspaper, circular, catalog and other advertising matter. These electros are supplied, mounted on blocks at the small cost of 20c. each. An electro will last for several years with ordinary use. Complete list will be sent free. Address inquiries as shown below.



Proof sheets showing the entire assortment will be mailed free of charge. Drop a line at once, asking for them. Address as follows:

ELECTRO DEPT.

HARDWARE & METAL

143-153 University Avenue

TORONTO : : CANADA



Auto Vacuum Freezer

The freezer which makes delicious, smooth, wholesome Ice Cream and Frozen Desserts **WITHOUT WORK OR TROUBLE.**

SANITARY—No wood, cleanable white enamel, lithographed finish.

CONVENIENT—Set on Dining Table for easy service.

WORKLESS—No turning, no shaking.

SIMPLE—Only three parts.

ECONOMICAL—Saves ice and salt.

Place Your Order Early

H. S. Howland, Sons & Co.
LIMITED

*Wholesale Distributors
for the Province
of Ontario*

TORONTO



*Will
be
a
big seller*



Do You Carry Scales?

You should.

Our Canadian sales reports for 1916 show there is an increasing demand for scales in Canada. If you do carry scales then why not stock

Chatillon Scales

There is one made for every purpose. Each one is made from the best materials procurable. Our reputation and guarantee stand back of every sale you make. This is a profitable line to carry.

Ask your jobber what he thinks about Chatillon Products, or write for prices, discounts and illustrated catalogue.

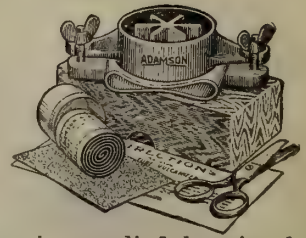
JOHN CHATILLON & SONS

85 Cliff Street

New York City

ADAMSON

Model "T" (1)
FOR INNER TUBES
ONLY



No cement or acid is used, the repair gum is placed on the tube according to directions. The Vulcanizer is supplied by simply clamping it centrally over the repair gum and tube as illustrated. To vulcanize the repair, one ounce of gasoline is placed into the vulcanizer and ignited.

IT'S QUICK

A complete outfit, with repair gum, ready for instant use

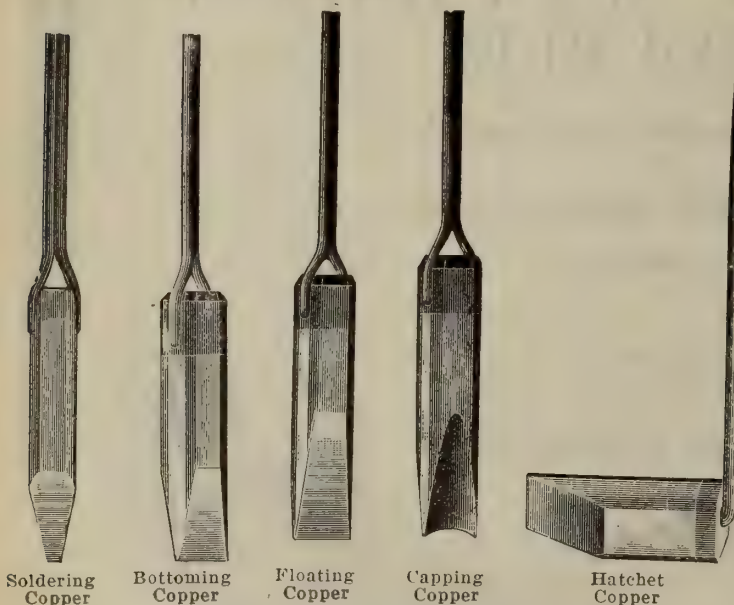
Model "T" Mailing weight 4 lbs. \$2.00

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

Adamson Manufacturing Co.
Hamilton, Canada.

Soldering Coppers



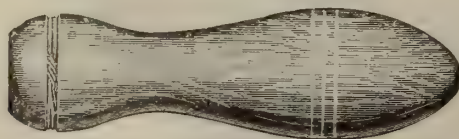
Soldering Copper

Bottoming Copper

Floating Copper

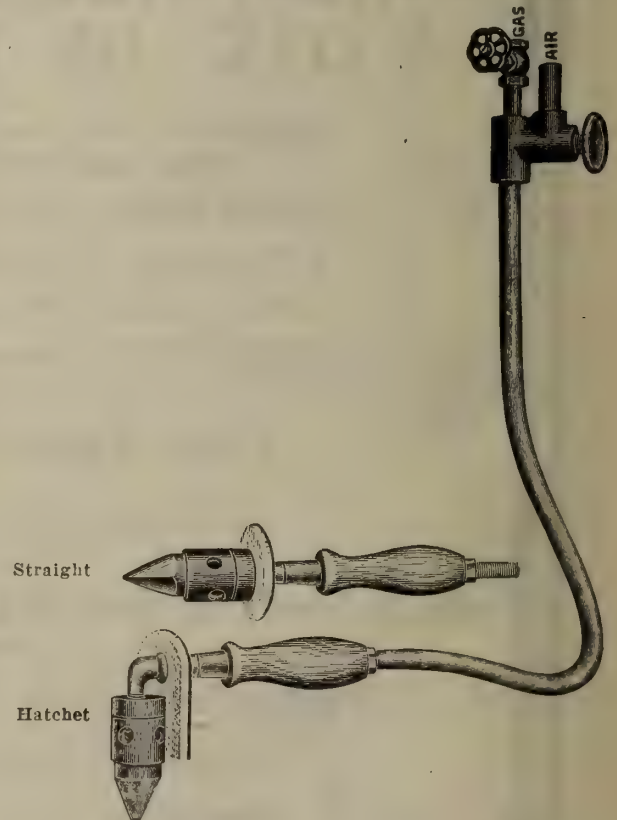
Capping Copper

Hatchet Copper



Soldering Copper Handles

Gas Soldering or Heating Coppers



Straight

Hatchet

The Brown, Boggs Co., Limited, Hamilton, Ont.

Manufacturers of Tinsmiths' and Heavy Sheet Metal Working Machinery, Presses, Dies, etc.

Stack them up

Good Value and
Reasonable Prices

To give as much value as possible for the price paid is what makes satisfied customers. Now that the prices on ammunition are higher than in normal times when raw materials are plentiful, dealers should concentrate on the brands that give their customers the most for the outlay.

Dominion

The Only Canadian Ammunition

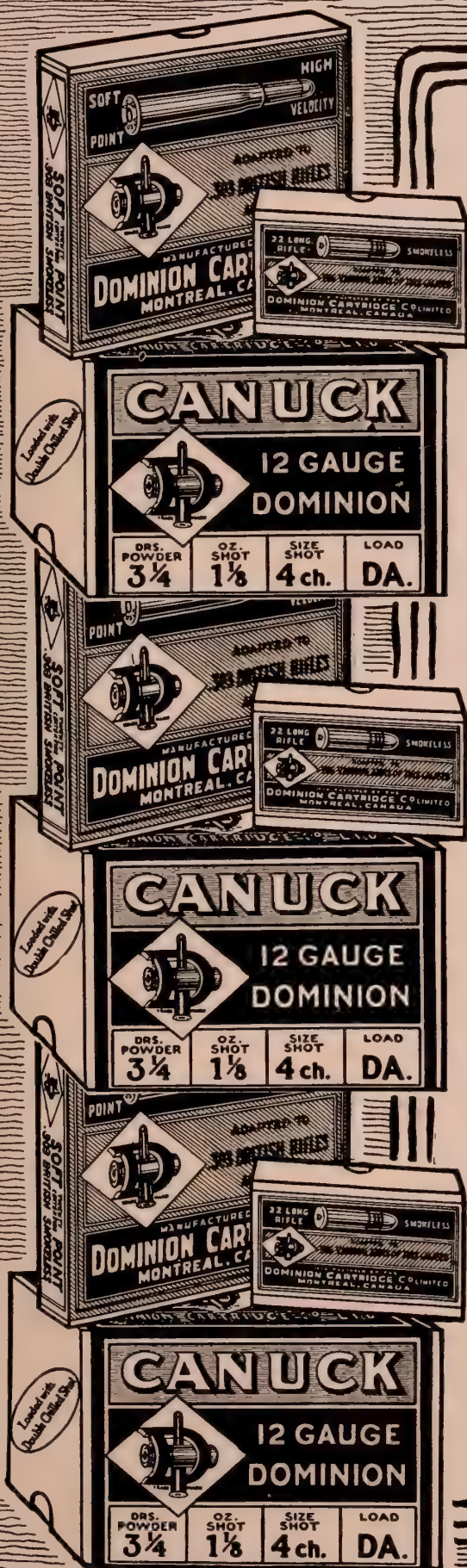
is manufactured entirely in Canada. When you sell Dominion Shot Gun Shells or Cartridges, you are giving your customer the fullest value in merchandise. The prices are based on the cost of manufacturing plus a fair profit. There is no "plus duty" in Dominion prices. You can afford to push Dominion because of its price—its superior quality, and its profit to you.

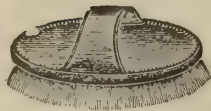
Dominion Cartridge Co.

Limited

Montreal

Que.





Two Hundred Successful Merchants are using Hardware and Metal's Advertising Electros.



SWIFT CURRENT, SASK. Sept. 20, 1916.

Messrs,
Hardware and Metal,
143-153 University Ave.,
Toronto, Ont.

Gentlemen:-

We beg to acknowledge receipt of your
favor of the 16th., also cuts as mentioned therein
and for which we thank you.

We are now using about fifty of these
with good results.

Yours truly,

THE W.W.COOPER COMPANY Limited.

P/H.

per. P.

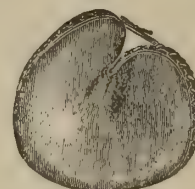
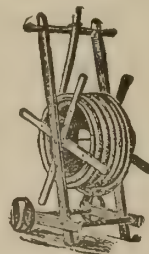
Since we announced HARDWARE AND METAL'S Electro Service about a year ago,
nearly 200 subscribers have availed themselves of the opportunity to secure cuts for
their local advertising at low cost.

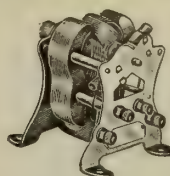
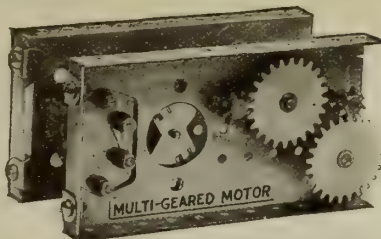
The letter from The W. W. Cooper Company, reproduced above, is only one of many
which we have received from merchants who have had good results from using these cuts.

You can have equally good results from a judicious selection of electros combined with
good "copy." Write now for free proof sheets showing our complete assortment of
hardware electros. They cost only 20 cents each, and they will open up big possibilities
for expanding your sales.

HARDWARE AND METAL

143-153 University Avenue, Toronto, Ontario





HELLO, BOYS!

GILBERT ELECTRICAL SETS

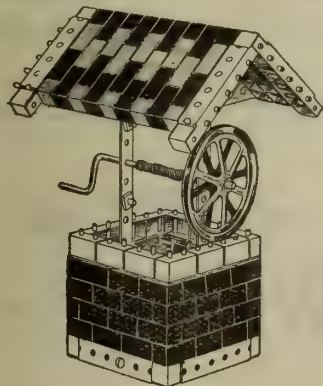
and Electrical Accessories for Boys

Here's a very profitable field for sales—practical electrical outfits which teach boys the fundamentals of electrical science while they are having fun.

With a Gilbert Electrical Set a boy can construct motors and electro-magnets which work, operate electric models and toys. He can wire for door bells, buzzers, electric lights, etc.

These sets are low in price and contain a very complete Manual of Instructions, written in simple, plain language that any boy can understand.

The sale of Gilbert Electrical Sets will not only yield a good profit but will lead to a demand for Gilbert Electrical accessories—motors, transformers, control switches, etc.—on which you can make additional profits.



Brik-Tor
REG. U.S. PAT. OFF.

Good Profits for You in These GILBERT TOYS

The Kind That Educate the Boy

Back of Gilbert toys is the biggest toy advertising campaign ever inaugurated by a toy manufacturer, and the finest kind of window and store display helps are a part of Gilbert Selling Service. This advertising and these sales helps move the goods quickly for you.

ERECTOR and BRIK-TOR

ERECTOR —the finest of all steel construction toys, with the square girder-like structural steel, has won the hearts of boys everywhere. It will always be a staple, steady profit-maker.

Brik-Tor —for bricking-in structures built with steel construction toys, is popular with all young architects and engineers.

Gilbert Wireless Outfits

Never before has there been such great interest in the science of wireless telegraphy. Boys everywhere are studying it. There are thousands of these amateur wireless operators on the Government list.

Gilbert Wireless Outfits bring practical, complete sets for sending and receiving messages, within the reach of all. The Manual of Instructions with each outfit makes it easy for a boy to rig up the apparatus and send and receive messages in code. He can quickly qualify as an expert wireless operator with these sets. There's a great and growing field for their sale. Write for our Catalog and prices on these toys.



Menzies & Co., Limited

439 King Street West - Toronto, Ontario

Canadian Representatives for

The A. C. Gilbert Co., New Haven Conn., U.S.A.

Gilbert Toys

"Bring Year-Round Joy"

ERECTOR
BR K-TOR
ELECTRICAL SET
WIRELESS OUTFITS
TOY MOTORS
MECHANICAL TOYS
BELL TOYS
MYSTOMAGIC SETS
PUZZLE PARTIES
SEPARATE PUZZLES

If interested, tear out this page and keep with letters to be answered.

WANTED, AT ONCE — CAPABLE HARD-
ware man to manage retail hardware
business in thriving Ontario town. State ex-
perience, salary expected, and give references.
Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of **HARDWARE AND METAL**. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading **HARDWARE AND METAL**.

USE THE WANT AD PAGE

Why wait a day longer?

When you can make big profit and create new business by displaying **MENDETS** on your counter. The display container will sell its own contents.

MENDETS is a miracle for simplicity. It mends instantly all cooking utensils — **GRANITEWARE AND HOT WATER BAGS** can be done by a child.

Don't wait—write to-day to your nearest wholesale house for a **FREE** counter display container and particulars.



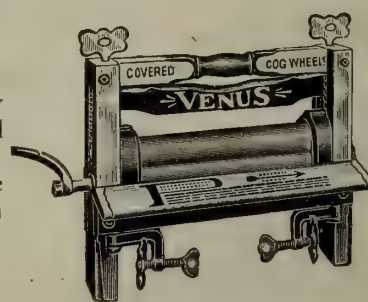
The following wholesale hardware merchants sell Mendets:
Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P. E. I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, Nova Scotia; Caverhill, Learmont & Co., Montreal.

Collette Mfg. Company
Collingwood, Ont., Canada

Have You Seen This Line of **ARROW BRAND** Wringers



Embracing a machine for every need and which every live dealer in Canada handles and



recom-
mends.

Built in a large variety of Styles for Hand and Power use.

To the **DEALER**—

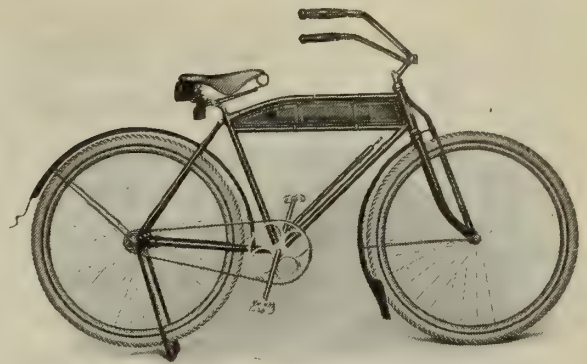
Complete trade information on request.

CUMMER-DOWSWELL
LIMITED
HAMILTON - - CANADA

If interested, tear out this page and keep with letters to be answered.



HYSLOP DIAMOND



HYSLOP MOTOBike

HYSLOP BICYCLES

have been made in Canada for 28 years.

Six New Models for 1917

HIGH QUALITY
STRONG CONSTRUCTION

EASY RIDING
BEAUTIFUL FINISH

Also Complete Line of Bicycle Sundries.

There promises to be more bicycles sold this season than any season ever experienced by Bicycle Dealers throughout Canada.

**ORDER IMMEDIATELY AND BE PREPARED
FOR THIS DEMAND.**

We Can Give Prompt Shipment to Orders Placed Now.

WHOLESALE ONLY

Hyslop Brothers Limited

Shuter and Victoria Streets
TORONTO



HYSLOP LADIES'



HYSLOP EMPIRE

If interested, tear out this page and keep with letters to be answered.

Order Yours Now Be Prepared

Each of the three Freezers, **LIGHTNING, GEM** or **BLIZZARD**, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.

This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.
PHILADELPHIA - PA.



Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

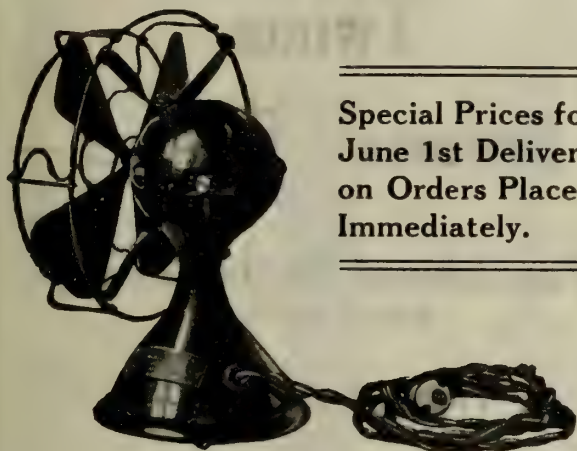
Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

\$8.50

(RETAIL)

Menominee Eight Inch Fan



**Special Prices for
June 1st Delivery
on Orders Placed
Immediately.**

FACTORY PRODUCTS LIMITED

220 King St. West, Toronto, Ontario.

Canada Leads the World in Electric Deve- lopment

Do you know that the greatest Dam in the world is being built right here in Canada, and that Canada leads the world in Electrical Development?



London No. 3 Electric

Where Do You Come In?

The Canadian housewife is using this great power for her housewife washing—and thousands more will be buying electric washers this year.

NOW—most people want an electric washer, but at a reasonable price—the

London No. 3 Electric Washer

supplies the need—the motor is the very best, and it has a Lovell Wringer made from best live rubber. You can put your reputation behind the "London." It will make fast friendship between you and your customers.

Write for full particulars and descriptive catalogue.

The London Foundry Co., Ltd.

LONDON, ONTARIO, CANADA



THIS CUT

Shows a 1 lb. tin of Kasenit No. 1, printed in Black and Yellow.

The registered trade mark on front.
Directions for use on back.

**ATTRACTIVE IN APPEARANCE
RELIABLE IN USE
PROFITABLE TO SELL
EASY TO HANDLE**

Write for full particulars.

AGENTS WANTED.

SOLE MANUFACTURERS

KASENIT
LIMITED

8 & 9 LUDGATE SQ.
LONDON, ENGLAND

*Kindly Mention This Paper When
Writing Advertisers*

If interested, tear out this page and keep with letters to be answered.

**Building
Paper,
Tar and Plaster**

**Ready
Roofing,**

**Keystone
Deading Felt,**

Wall Board,

Cement,

**Hard Wall
Plaster,**

Plaster Paris,

**Quality and
Service
Our Motto.**

**WALTER
BELYEA & CO.**

Successors to
the late

**Thomas Black
Winnipeg**

**Builders
Supplies**

**Shipped
Immediately
from
Stock**

Lime,

Fire Brick,

Fire Clay,

**Axe, Sledge
and Pick
Handles,
etc.**

TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire
Needle Wire
Spring Wire
Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, for Busks
Steel Wire for Metal Fret Saws
Galvanized Wire for Hawsers and
Submarine Cables

J. SHIPMAN & CO., LTD.

ATTERCLIFFE STEEL WORKS & WIRE MILLS,
SHEFFIELD, Eng. Telegrams: "Shipman Sheffield."
Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave.,
Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

?? ? *Ask us for*

Wrapping Papers

Twines

Brooms Brushes

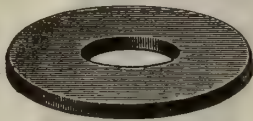
Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Wrought and Steel Plate WASHERS

of all descriptions



Annealed
Rivet Burrs.



Felloe Plates.
Sheared and
Punched Plates.

Malleable Washers
and Cast Iron Washers.

Round & Square

Plain or
Galvanized

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.

Satisfied Customers—ALWAYS
if you sell

Still's Handles

They are made of the best hickory, nicely made, well-finished and waxed.

No reason for complaint can be found in "Still" Service.

Insist on Still's and be sure you get Still's Those who know them always do.

If your jobber cannot supply you, write us.

J. H. Still Mfg. Co.
ST. THOMAS. ONT.

If interested, tear out this page and keep with letters to be answered.

PUMPS

**SELL THE KIND IN
BIG DEMAND**

Not only are wood and iron pumps in big demand, but they pay nice profits on each sale.

**We carry on
Hand a Large
Stock.**

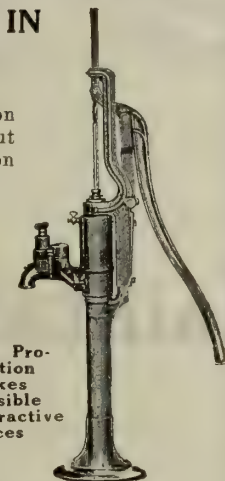
We are the largest pump manufacturers in Western Canada, and the extent of the lines we manufacture enables us to make unbeatable prices to the trade.

We also manufacture GASOLINE AND KEROSENE ENGINES, WIND MILLS, FEED GRINDERS, ROLLER CRUSHERS, PUMP JACK, ETC.

Complete stock at Calgary and Brandon for immediate shipment.



**Big Production
Makes
Possible
Attractive
Prices**



Alberta dealers are requested to order from our Calgary house, and Saskatchewan and Manitoba dealers from Brandon. WRITE TO BRANDON FOR OUR CATALOG, SHOWING COMPLETE LINE.

Manitoba Engines, Limited
Brandon, Man. and Calgary, Alta.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia
London, Eng.

**Improved Patent Flush
Handle**



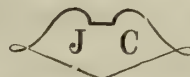
For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

**CHESTERMAN'S
MEASURING TAPES**

Linen, Metallic
and Steel

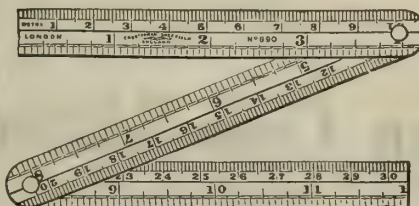
TRADE



MARKS

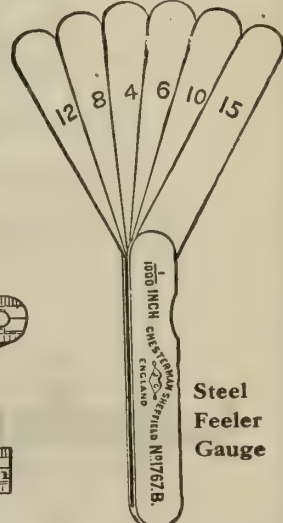


TREBLE



Steel Rules, Gauges, etc.

**Engineers' Small
Tools**



**Steel
Feeler
Gauge**

YOU'LL FIND WHAT YOU WANT

In the Classified Advertising Section of Hardware and Metal. Watch it each week for all kinds of new and used machinery.

YOU MAY WANT WHAT YOU FIND.

If interested, tear out this page and keep with letters to be answered.



Quality Maintained

The increasing cost of raw materials that enter into the manufacturing of rubber supplies and the higher cost of labor justify advances in prices. But our policy has been, and will continue to be, to maintain, as long as possible, the stability of prices to dealers, advancing just as little as possible, considering the cost of manufacturing.

In no case will quality or workmanship of Dominion Rubber System products be sacrificed for the sake of price. We insist upon maintaining fully the quality of each and every line we manufacture, regardless of cost. That ensures the same genuine satisfaction that has always made the Dominion Rubber System products so popular with trade and consumer alike throughout Canada.

Canadian Consolidated Rubber Co. Limited

Head Office - - - Montreal

Service Branches: Halifax, St. John, Moncton, Quebec, Ottawa, Toronto, Hamilton, Brantford, London, Kitchener, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Edmonton, Vancouver, Victoria.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX.

TORONTO, APRIL 14, 1917

No. 15

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JOHN BAYNE MACLEAN, *President.*H. T. HUNTER, *Vice-President.*H. V. TYRRELL, *General Manager.*

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CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St. Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324. Winnipeg, 22 Royal Bank Building, Telephone Garry 2313.

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UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234.

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"Deliveries as Usual"

Railway embargoes have been lifted, and we are now operating all our mills and able to offer in limited quantities our

**MAPLE LEAF BRAND
WARRANTED PURE
LINSEED
OIL**

**WRITE FOR PRICES TO
OUR NEAREST MILL**



THE wind can't blow a garage door shut that's held open by the Stanley Garage Door Holder 1774.

The car can enter or leave without the danger of doors slamming against it and damaging the lamps, fenders or paint. A pull on the chain of the Holder leaves the door free to close.

In the making of



all needs and possible contingencies have been provided for. Car entrances equipped with it are in every way convenient; the doors are easy to operate, close securely and weather-tight, and the trim is a distinctive addition to their appearance.

This line is not only reliable, it is very profitable and extensively advertised as well. How you may turn Stanley prestige and Stanley publicity to your personal advantage is told in an illustrated booklet, "Selling More Stanley Garage Hardware." It contains many free offers. Send for it to-day.

If you are not yet listed as a Stanley dealer, ask also for the Stanley Garage Hardware Catalog R-43.

The Stanley Works

New Britain

Conn., U.S.A.

Canadian Representatives: A. MacFarlane & Co.,
Coristine Bldg., Montreal

If interested, tear out this page and keep with letters to be answered.

Making Garden Tools Sell on Sight

Very Practical Rack Devised for all Manner of Tools — All Clearly Displayed and Ticketed—Working in Windows, With Interior Displays at Aikenhead's —Campaign Promises Success.

“**M**EN, Munitions and Money” has been the slogan of Britain's civil and military leaders on stirring occasions during the past year, but to this triumvirate is being added of late a fourth member, Food.

All over the country, meetings are being held to stimulate production, and at a great meeting in Massey Hall, Toronto, last week, an appeal was made to secure 26,000 men to fill a shortage of farm help in Ontario.

But the “Greater Production” cam-

paign, as it has been termed, is being used with a far wider application, and if some ten or twenty thousand individuals are influenced to spend a portion of their regular holidays upon the farm, engaging either in “sowing” or in “reaping,” it is safe to predict that double or treble that number will be roused to action by the call as applied to their own properties. Indeed municipal organizations, Rotary clubs, and other bodies that are interesting themselves in the vegetable production phase of this

Patriotic campaign, report a wide spread interest and an eagerness not only to work in private gardens but to acquire available vacant lands in the suburbs of cities and do a large part in groups, to prevent the danger of a scarcity and famine prices during the coming winter. In the year 1915 the slogan “Patriotism and Production,”—which re-echoed throughout Canada in the campaign carried on under the Dominion Commissioner of Agriculture, the late C. C. James,—undoubtedly increased largely



GARDEN TOOL RACK.—Above appears the new rack devised by Aikenhead's for showing garden tools. It is prepared to suit the different classes, as will be seen. At the back on iron hangers is the reserve stack of spades, etc.

The stand is simply constructed, and finished to harmonize with the fittings of the store, an important point. It is 6 feet high, to the cross bar, 27 inches wide, with 10 inches open space behind the shelf for the longer tools to hang down. The arrow marks the line of the front door entrance, showing how the stand catches the eye of everyone who comes in. All the goods are ticketed. In front are water-weight rollers, and lawn mowers at one side.

In the background is a glimpse of the orderly arrangement of other merchandise.

the planting of grain in the West, and was thus partly responsible for the phenomenal crop of that year. The year 1917, unless handicapped seriously by the scarcity of help, promises to see a response along smaller lines individually, but more numerous in the aggregate. Municipalities are encouraging the vegetable growing, Canadian clubs, church organizations, Provincial Departments of Agriculture, and many more.

Idea of Campaign Spreading

In the Spring Number of **HARDWARE AND METAL** the subject of home gardening as a productive agency to meet, a patriotic appeal was connected closely with the natural activities of the hardware merchant in his spring selling campaign. He was urged to turn this "Back-to-the-Land" movement to his own profit, as one of the necessary intermediate agents.

It has been gratifying to learn that even in this short time the idea has caught on with merchants and is spreading rapidly. There is reported to be a brisker demand than ever before for garden tools, such as spades, hoes, rakes, shovels, and the rest. The merchant now, has something definite on which to "hang" a selling talk on garden tools. Few households have anything but battered up or broken samples of garden utensils, and many will discard these on the adapted theory that a new spade digs clean.

Three Helps in Selling

In playing up to the Home Garden idea and linking it up with the appeal to Patriotism, there are three elements that will count for most: interior displays, window displays, and type displays—in the newspapers. Here is a case where the triple battery should be a deadly combination of selling forces.

Special Garden Tool Rack

Let us come to a concrete case of the first of these, the subject of the accompanying illustration. It is a view of a rack or stand prepared specially for the Spring-Garden-Tools-Campaign of Aikenhead's Hardware, Toronto.

Facing the Entrance—Can't Be Missed

Its location is one of its strongest points; it faces you, greets you, compels your attention as you enter the store. It is, as the arrow indicates, directly opposite the door. The manager even ascribes a virtue to it of looming up in front of the elevator and causing the downcoming passenger to investigate what it is that thus towers up to screen his outlook—and behold it is a rack of garden tools for the greater production season of 1917.

It does not rest here in its efficient service; it keeps its eye on you as you pass either side of it.

Stop to analyze just what are the advantages of this garden tool rack. First of all besides its premier location, it is a premier display agent. It certainly shows "the goods." What more complete line-up would you wish than the rakes and the spades; the hoes and the cultivators, the trowels and grass shears, and the pruning shears.

A VEGETABLE GARDEN FOR EVERY HOME

One of the aids in your garden tool selling campaign should be a pamphlet issued by the Ontario Department of Agriculture for the express purpose of enlisting support to small garden cultivation, entitled, "A Vegetable Garden for Every Home." This gives expert advice on preparation of the soil, planting, watering, transplanting, etc., as well as the special properties of each vegetable, and is a valuable aid to the embryo backyard gardener.

While the Deputy Minister of Agriculture informed **HARDWARE AND METAL** this week that a request of a merchant for large quantities to distribute to prospective customers could hardly be entertained, as there might be a duplication, as many of the schools were receiving quantities, yet sufficient could be secured to make a display beside the tools in the store, and in the window trims. Customers could also be informed that copies would be sent them on application individually (in writing) to the Department.

An Orderly Display

There is no disorderly jumble of different articles that makes it hard to pick out any one. Each line seems to have a point of vantage for it; three groups of rakes, say; two or three of spades alternative; hanging from the hooks in front, making as imposing an array in their way as the larger groups above. On the shelf are the smaller articles, trowels and the like.

A neat, orderly display, covering a score of lines in an impressive way, but allowing each to retain its individuality. The means of holding each, by hooks, brackets, or heavier iron bars, racked or plain, should be noted also. Then at the rear, on 12-inch iron holders, sloping slightly upwards, are the reserve stocks of spades and of forks.

Gasoline Sale Should Be Regulated

Chief Analyst Reports That Consumer Requires Protection Should Always be Purchased to Specification

A LENGTHY bulletin on the subject of gasoline has been issued by A. McGill, chief analyst of the Inland Revenue Department, in which he recommends that steps should be taken to regulate its sale in Canada. One of the main features of the report is the statement that the term gasoline has, at the present time, a quite different signification from that which it originally possessed. After quoting various scientific authorities on the composition and density of gasoline, it is pointed out that

All the Goods Clearly Priced

A close-up view of each article demonstrates another excellent use made of this rack—all the goods are priced. In other words the firm gets the advantage that frequently is discarded in otherwise excellent interior or window displays, the selling power of the Price Ticket. The casual customer is attracted by the concentration of goods, and the price ticket, like a silent salesman, helps him materially to a decision. Indeed it has often been demonstrated that the very fearlessness with which some stores distribute and display price labels inspires confidence in the public that the prices themselves must be one of which the store has no need to fear or be ashamed.

Rollers and Mowers Near By

Another idea that helps the selling value of this stand, indirectly, is the locating of three water-weight rollers in front, as may be seen in the illustration. They are as suggestive as anything well could be of gardening, and of the beauty of a well-tended green plot, and the consequent need for grass shears, dandelion cutters—and lawn mowers as well. These last are to be found in a group of three rows, half a dozen varieties, that are close to the garden tool stand.

Window Display of Garden Tools

When the **HARDWARE AND METAL** representative called, rakes, spades and hoes and other tools, formed the chief garden tools in a window display of Aikenhead's, with three water weight rollers of ascending sizes shown towards the right hand section. The tools were stood up against the rollers as well as at the back. Booklets on the care of lawns were scattered on the floor and several lithos brightened up the display.

One of the strongest features was the price ticket on the goods. Each had its price, set on a plain white card 3 inches square. There were the hoes, 60 cents each; the spades marked \$1.25; and the rakes, according to size, labeled 30, 75 or 80 cents. The manager, Mr. Lytle, has great faith in the prices in windows as well as inside. The only exception were the rollers, "and we did not price these for we wanted people to come in and inquire so that we could talk up these goods."

the term is employed with much vagueness. Owing to the absence of any legal definition of the term, it is impossible to protect the public by any regulations which the Government may desire to ordain for such purposes, and the necessity for such regulations are quite evident.

Mr. McGill reports that he is not of the opinion that the specific gravity of a sample of gasoline gives any information of value, concerning its safety, this being better ascertained by determining

(Continued on page 45.)

The Effect of Uncle Sam's Entry

What Trade Thinks of Uncle Sam at War — Will the Warring of the Eagle Upset Business in Canada?—Expressions of Opinion From Many Sources
—May Increase Commercial Difficulties

IN the course of market rounds this week. **HARDWARE AND METAL** asked a number of prominent men in the trade for their views regarding the probable effects on the market and trade generally of the U. S. entry into the war. Some of the expressions of opinion are here appended.

Oil and Gasoline May Go Higher

J. F. Shatford, general manager Queen City Division Imperial Oil Company, Toronto.—“The only effect, it seems to me, will be to make for higher prices both in coal oil and gasoline. There will be more gasoline used with the United States at war, a greater amount of lubricating oils and fuel oil. With a half million or a million men in arms, there will not be a tendency to increase production of the crude oil. In fact, the tendency, it seems to me, would be rather in the opposite direction. Consumption of all oils will be increased. I cannot see how there will be any lower prices for these commodities, and I am inclined to favor the idea that there will be higher prices.”

Greater Consumption of Cordage

W. J. Lind, Independent Cordage Company, Toronto.—“So far as the production of cordage is concerned, I cannot see that there will be any material difference with the United States in the war. On the side of consumption, however, there is greater activity on the part of the navy and a stimulus will be given to the building of vessels. This will all work toward greater consumption, and for this reason there may be a firm tone to the market, with an inclination toward higher prices. I do not anticipate with the United States at war there will be any interference with the production of raw materials that enter into the manufacture of cordage.”

Should Not Affect Glass Production Immediately

J. W. Hobbs, Consolidated Plate Glass Company, Toronto.—“I am not prepared to express a positive opinion as to what the effect will be. It would seem however, that there will not be any immediate effect except only in so far as glass is affected by embargoes and freight shipments. It has been almost impossible to move glass from United States points for the past two months and with the United States at war there will be a still greater demand on her railroads. Hand production of glass in the United States will stop for the season within five or six weeks and it should not immediately affect production. It is certainly not going to help matters in the glass industry, as it will make production more difficult through a shortage of men and an increased cost of raw materials.”

U. S. Makers Unable to Ship Goods

S. R. Kennedy, of Kennedy Hardware Company, Toronto.—“It is a difficult matter to say just how it is going to affect the wholesale hardware trade. The most serious aspect would appear to be in the tying up of freight shipments. We have this week a number of letters from American manufacturers stating that they are unable to ship goods because American railways have refused to take goods destined for Canada. Several manufacturers in the United States have already advised us that their prices are withdrawn and this would seem to be a precursor of an announcement of higher prices. It should be a matter for arrangement between the two Governments for a free exchange of commodities now that the two countries are drawn closer together as allies in a common cause. If shipments are shut off to Canada there will undoubtedly be higher prices.”

May Affect Stoves and Furnaces

W. I. Gibson, Gurney Foundry Company, Toronto.—“It is hard to anticipate just what effect the entrance of United States will have on the stove and furnace business. The United States has been sending a lot of notes and action has been delayed. If they decide to get into the war in earnest and put a half million to a million men under arms there can be no doubt but that the price of iron and steel will go higher. An army travels on the metal it uses. By that I mean the consumption of iron and steel. With this greater consumption the price of stoves and furnaces will undoubtedly become firmer market in the Canadian trade. If the United States decides to corral all her iron and steel for her own uses it will greatly affect Canadian producers of stoves and furnaces.”

Might Affect Rope Market

Mr. Reid, Consumers Cordage Co., Montreal.—“The action of the United States in entering the war definitely might produce serious complications affecting the importation of raw materials for rope, twine, and cordage. Sisal, for instance, comes largely from Mexico, and there is no telling what might happen in Mexico as a result of the action of the United States. Manila also might be affected to the reduction of supplies. It is early for opinions, however, and only the possibilities can be indicated.”

Canadian Manufacturers Prepared

Mr. Goodwill, Thos. Davidson Mfg. Co., Montreal.—“I do not think the entry of the United States definitely into the war can have any effect on business in Canada more than we have had experience of. In the stove, range, and enamelled ware manufacturing business, I think the Canadian manufacturers are pretty well

prepared for the situation, whatever may develop from it.”

Should Not Affect Business

Mr. Kingsley, Dominion Oil Cloth Co., Montreal.—“So far as I can see at present there need not be any more trouble caused our business than there has been already, due to the effects of the war, even if the United States does get actively into the field.”

Reduction in Supplies

H. B. Seybold, Starke Seybold, Limited, Montreal.—“No one can tell at this stage what sort of complications may result in business from the entry of the United States into the war, but there is almost certain to be a reduction of supplies of various things in the hardware line, for which we are more or less dependent on the United States, and transportation difficulties may be increased, causing further delays.”

Scarcity of Chemicals

A. M. Poole, McArthur-Irwin Co., Montreal.—“Without venturing any definite opinion as to what may result from the United States action in entering the war, I should think that there will be reduction of supplies of dye-stuffs and colors used in the textile industry, also various lines of chemicals, due to United States attention to national needs for war purposes.”

Commercial Difficulties Increased

Mr. Orsali, Imperial Oil Co., Montreal.—“There is reason to think that the crude oil situation may possibly be rendered difficult as regards Canadian needs when the United States gets definitely into the war. Their own needs will be considerable, and as you know, Canada has to import crude oil for the refineries over here. Railways will probably be unable to deliver even as well as they have been able to do of late, and commercial difficulties may be increased.”

U. S. Preparing for Year Past

Mr. Richardson, Caverhill, Learmont & Co., Montreal (wholesale hardware). — “Perhaps there may not be so much difference in the matter of imported goods, and manufactured articles from the United States as we may be inclined to anticipate. There is an unconfirmed rumor that the United States have taken over one large arms factory, which would to some extent affect Canadian business in goods from that source. But a gentleman from a great constructive concern in the steel line in the Eastern States, and a man whose opinion is based on pretty close acquaintance with the facts, mentioned here the other day that the United States has been preparing for war in every detail and on a huge scale for the past year, very quietly, but with determination.”

Intensify Difficulties

A. Brown, A. Ramsay, Son & Co., Montreal.—"The entry of the United States into the war seems to me likely to intensify business difficulties, especially as to the importation of goods required in Canadian industry from the United States."

Should Not Affect Paint Trade

Fred. Moore, of Benj. Moore & Co., Toronto.—"I do not look for any immediate effect on the paint business. The opinion prevails among the manufacturers of paint in the United States that the prices of linseed oil in that country will not be much lower and we are inclined to this opinion. With this in view we have purchased ahead our supplies of oil until August of this year. There will probably be a heavier demand for linseed oil for the manufacturer of linoleum, which is finding a heavy run for war purposes. This will tend to increase the consumption in the United States for that purpose. There is a possibility that the consumption of paint in the United States may drop, but I do not look for the consumption to decrease in Canada. This was a condition that we experienced in the early days of war in Canada. People were afraid to buy paint and there is a possibility that there will be some timidity in the United States for some little time at least. So far as the paint trade in Canada is concerned, I cannot see that there will be any material difference here. There seems to be plenty of money in the country and people are spending it readily."

Might Help Canada

H. Bolger, McClary Mfg. Co., Montreal.—"It is impossible to give a definite idea as to what might be the effect on Canadian commercial conditions following the definite action of the United States in the war. Conditions as regards transportation and supply of manufactured goods have already been seriously impeded. Might the effect not be that with the United States out definitely as our Allies, special effort would be made from that side to help Canada commercially in every way possible?"



"DAYLO" WON \$3,000 PRIZE

"Daylo" is the word that won the \$3,000 prize in the contest conducted by the American Ever Ready Works for a word to replace "flashlight." It won four times; that is, four contestants submitted the same word, and as the judges could find no other word that fitted the conditions better, by the rules of the contest, each of the four will get a check for \$3,000. They are all women. By name they are Mrs. F. C. Grow, Watertown, S. D.; Katherine W. Hand, Topeka, Kan.; Miss J. M. Schulz, Union Hill, N.J., and Bertha A. Wilson, Medina, N.Y.

In awarding the prize the company's statement says:

"The decision of the judges was unanimous. They were agreed that the word Daylo fulfills in a masterly way the requirements specified, viz.: A coined word that we can register as a trademark, a name easy to remember and en-

tirely simple to pronounce, yet a word that suggests the nature or use of an Eveready without being legally descriptive.

"Daylo is indeed easy to remember

and pronounce. In fact, it cannot be mispronounced, and its elements do suggest the nature and use of Eveready. 'Day' suggests perfect light, and 'lo' means 'behold!'—'see!'

Compensation Act Amended

Government Approves Amendments to Workmen's Compensation Act With Minor Changes—First Aid Provided for Thirty Days After Accident

A BILL to amend the Ontario Workmen's Compensation Act was passed by the Ontario Legislature in the closing hours of the last session. Introduced for its first reading on March 14, by the Hon. I. B. Lucas, Attorney-General, the Bill passed successfully through committee and subsequent readings with comparatively little change.

One of the most important provisions of the amending Act is that providing for first aid in case of accident, to cover a period of thirty days from the date of the accident. No limit to the amount of medical, surgical, or hospital attendance during this time is to be set, and while no specific amount of aid is suggested to cover the care of the injured working man during this time, provision is made that he is to receive the "fullest care," and charges for this latter service are to be paid out of the accident fund. A change effected in this section of the Bill providing that, not only every workman entitled to compensation under Section 9 of the Amending Bill, but also any workman who would have been entitled to such compensation had his disability lasted seven days, is to be included. In connection with the fees or charges for such medical aid, provision is made that in all cases the fees are not to exceed such as would be properly charged to the workman if he himself were paying the bill. This amount will be fixed by the Board except in case of an employer individually liable and himself furnishing the medical aid. For the protection of the working man, a penalty is provided for any infringement of the clause stating that the working man shall not be required to contribute for medical attendance either directly or indirectly.

Cases Decided on Merit

It has been provided in case of industries which have made provision covering matters of first aid, at least as inclusive as those proposed, that the Compensation Board shall consider the opinions and wishes of both employer and employee. It is also provided, under a new clause, that these cases shall be decided on their merits rather than on any set precedent, owing to the apparent injustice of precedent as laid down in the English courts.

An amendment to Section 60 provides that every copy of an entry in any book or record of the Board, or any document certified by the secretary, shall be received in any court as prima facie evidence of the matter so certified, and a fee of \$1 is allowed for the clerk of the

court in connection with the filing of an order of the Board.

Employer is Liable

Section 99 is amended to provide that any employer failing to report or furnish particulars of any accident or claim shall, in addition to any other penalty or liability, be called upon to pay to the Board, if so ordered, the amount of compensation awarded in connection with the claim. The following section, dealing with compensation for industrial diseases, is amended to provide that no compensation shall be payable, except where the Board is satisfied that the disease is not due to any other cause than the workman's employment within Ontario, unless he has been a resident of Ontario for the three years next preceding his first disablement.

Change Rate of Compensation

Some additional changes were also made in connection with the operation of the rate of compensation. The former clause, providing that in the case of the death of a working man, the widow was to receive a monthly allowance and \$5 for every child till they become sixteen years of age, has been amended to cover contingencies that might arise. The new clause provides that should the widow die, the amount of allowance to children would be doubled, and in the case of an adopted child, it has been decided that this child should receive identically the same treatment as the children of the deceased. In the case of a child being an invalid or unable to care for itself through any reason, it is provided that the child will be cared for after the age of sixteen years of age for a period equal to the length of time the child would have been supported by the working man had he lived.

Executive Officers Covered

In the case of incorporated companies, employers formerly were covered under the Act if circumstances warranted it, but no mention was made of executive officers of such companies. An amendment provides that on special request of the company these officers will be placed on the same footing as employers.

In the case of working men employed in Ontario and resident in that province, who occasionally go to work in the Province of Quebec, provision is made that they shall not, as formerly, forfeit their protection under the Act. In the medical department, the most important amendment in connection with the list of diseases for which compensation is forthcoming, is the addition in Schedule 3, of the disease known as "miners' phthisis."

EDITORIAL COMMENT

'ARF a mo', Kaiser! We'll just rub our hands in the sand of Vimy Ridge for a new grip and then—right on to the border!

* * *

OLD SOL has been having a battle royal with the high winds but, as always, is winning hands down. Real, business-bringing spring is here.

* * *

THE United States, China, Brazil, they are all coming in to have a hand in settling the mad dog of Europe. Come on, Siam and Venezuela, make it unanimous!

* * *

SPEND your vacation this year with a pitchfork in your hand instead of a tennis racket. Let your excursions be from the barn to the back pasture. In fact, help on Production.

* * *

THE TIME TO ACT

A SOLEMN warning must be addressed to men in the retail business who do not operate on the strictly cash basis—and that means the big majority—on the need for activity in regard to collections. It is not an easy matter to get in money at the best of times; it is almost impossible when money is scarce. The point is that at present the country is prosperous, so prosperous that no person should find it difficult to square off outstanding indebtedness. A strong systematic collection campaign now should nearly *wipe the books clean*. This applies at any rate to city customers. Farmers may not be as well placed at present but, if the retail hardwareman takes advantage of his present opportunity, he can clear off his city book debts.

Then there is the consideration of the future. Canada is prosperous now but no one can say what lies before us. It would be an act of foresight if nothing else, to get all outstanding money in now when cash is plentiful. Think it over.

IS THE BOOM OVER?

WHEN it was definitely announced that the United States would enter the war on the side of the Allies, there were some in the trade who were of the opinion that trade in the United States would be greatly stimulated, and that another era of prosperity and high prices had dawned. On the other hand there were many authorities, who were more conservative, and who inclined towards the belief that very little change would be noticed in business. They were in some cases, even of the opinion, that the

entry of the United States would have a tendency to curtail business. And in this connection, an editorial this week in the *American Metal Market*, New York, a national authority, is significant. The editorial in part follows:—

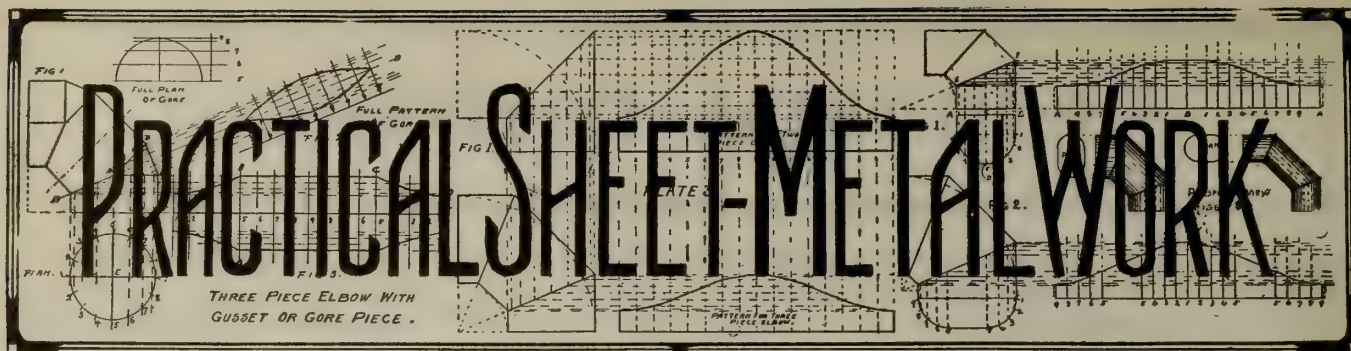
"Enough time has now elapsed since our entry into the war to indicate what the probable effect is to be on business. The excitement that some expected has been entirely lacking, instead of which there has come over the country stagnation in business and a keen realization of the gravity of the situation. That there is to be a curtailment in domestic trade is now generally accepted and with prices where they are it will be strange if, with lessened activity and the change in temperament, there are not declines in many cases. The expectation that the orders the Government would have to place would excite the market and make for activity or at the worst, offset the decline in domestic business has not been fulfilled. These Government orders are being filled by special arrangement with sellers at prices very much below the open market, in most cases at around the average price ruling for the ten years prior to 1917.

"This fact has had a depressing effect on values, and calls attention to the big difference between present and what might be called normal prices."

A NEW SPRING SUIT

THIS is the season when man digs down deep into his pockets and disembowels his bank account to pay for new finery. Woman, lovely woman, blossoms out in new Easter bonnets and gay and expensive raiment of all kinds. Man himself likes to feel properly bedecked around Easter time too—nothing like a new suit and a many-colored cravat and a shiny pair of new pedal appendages to put a jaunty swing into a man's gait and to make him feel that the old world after all is not such a bad place.

So, to be in the fashion, **HARDWARE AND METAL** has purchased a new Easter suit. This number is printed with a new "face" of type, the most attractive and readable that, in the opinion of the editors, could be obtained. It is a little more compact than the old face and it offers certain little extra typographical niceties in the way of "stylish" black face headings and "chic" underlines—to borrow a few Easter fashion words. Garbed in this suit, **HARDWARE AND METAL** is sallying out to meet the problems of the new season with confidence that its improved appearance will win approval from the whole trade.



BY THOMAS STANFIELD

THE accompanying plate shows quite a variety of seams, locks and joints that can be made in the construction of square or rectangular ducts. Some will require the use of a brake, while others can be neatly made without.

Of course, any of these would look neater if machine turned. Fig. 1 shows a rectangle pipe with one lock only, Fig. 2 one with two locks, which would add strength to the pipe.

Fig. 3 type of pipe or duct is generally made in this way when heavy gauge material is required. A shows an enlarged section of a finished corner. It will be seen that the sides are turned over after being riveted.

Fig. 4, too, is a type generally made up of heavy iron, with corners made of angle iron. Sometimes this type of duct is made of light sheet metal, and the angle iron is used not only to make the corner of, but also to stiffen the whole duct.

The accompanying article is No. 47 of a course of practical problems for sheet metal workers, prepared especially for the readers of *HARDWARE AND METAL*, by a practical mechanic who is constantly in touch with new problems which are arising in the sheet metal trades. These articles are a regular feature in *HARDWARE AND METAL*, the only weekly hardware paper published in Canada.

Fig. 5 is a simple type of duct easy to make in either light or heavy sheet metal when rivets are used, or even stove bolts.

Fig. 6 is a duct describing a very simple yet strong double lock, which when complete, and the raised double edge turned over and soldered, makes a neat

job. A shows an enlarged section of the finished seam.

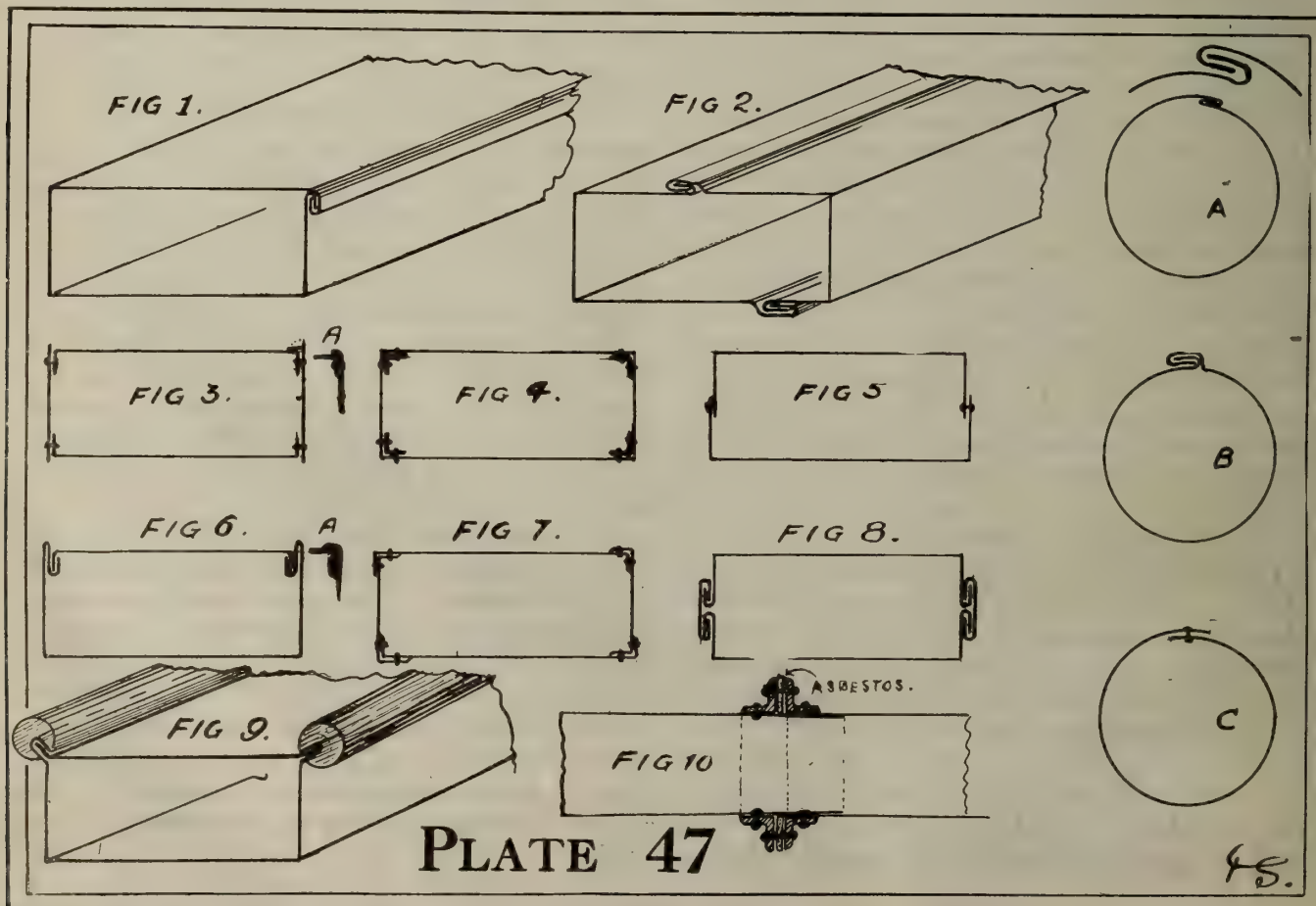
Fig. 7 is another type of duct generally made on heavy material and riveted; the joints can be made very rigid, and stand in place by using angle iron.

Fig. 8 is a rather uncommon type of duct; the joints are made by using a turned slip piece, which holds the two sections together. The joints can be staggered if required, and short pieces of material can be used.

Fig. 9 shows a style that can be used very advantageously where a warm air duct has to pass up through a room on the outside of a wall. There are no joints visible, the corners being made of round tube.

Fig. 10 shows how the joints of warm air heating or fan ducts can be connected together, a piece of asbestos or other material used that will tend to deaden the sound, as well as make the connections fairly well air tight.

(Continued in next issue).



NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

SPARK PLUG CLEANER

The accompanying illustration shows the new Champion "Minute" spark plug cleaner container, which holds 10 Champion spark plug cleaners, individually packed in wooden carrying cases.

The container is so designed that 3



Champion Spark Plug Cleaner.

individual containers are always visible through the large opening in the centre of the front side.

The makers state that the spark plug cleaner is a new invention that makes unnecessary the dirty, fussy job of taking spark plugs apart. For with this new device, the motorist can clean a whole set of plugs in the time it formerly required to clean one plug by the old method.

C-W WATER CIRCULATOR

The C-W Water Circulator, is now being placed on the market by the Crum-Wiley Mfg. Co., Peru, Ind. This water



The C.-W. Water Circulator.

circulator is designed for accelerating the water in the Ford radiator and motor, and is readily installed, without machine work.

The principle of the screw propeller is

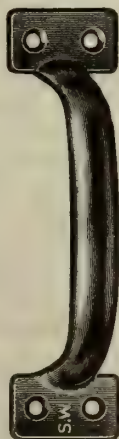
used in the C-W water circulator to accelerate the water, which principle, it is claimed, gives a positive movement of the water through the motor chambers, and the radiator, at a speed to conform to that of the motor. The circulation of the water begins immediately the motor is started, and its flow increases with the increased speed of the motor, thus maintaining, it is said, a uniform temperature in the motor at all speeds.

The circulator is made from cast aluminum, and equipped with indestructible cast bronze bearings, installed at both frictional points of the drive shaft. It has an adjusting nut to take up the wear on the outer bearing, which bearing is packed with leak proof packing, and is equipped also with special end thrust bearings.

This water circulator, it is claimed, can be installed in a few minutes, without machine work, by merely removing the two retaining bolts on the intake water manifold. It is belt driven, and all equipment, including belt and auxiliary belt drive wheel for attachment to fan shaft are supplied.

WROUGHT STEEL HANDLE

A new wrought steel handle is now being manufactured by the Stanley Works, New Britain, Conn. The manufacturers state it is made of cold rolled wrought steel which cannot break. It



S. W. Wrought Steel Handle.

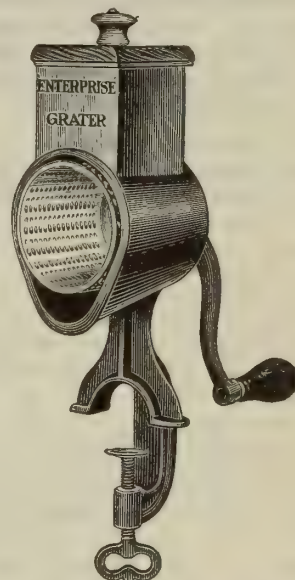
takes a beautiful finish; its surface is smooth as glass and its edges are clean cut.

It is 6½ inches long, 1¾ inches wide, and is packed one dozen in a box, with 1 x 9 flat head screws.

ENTERPRISE GRATER

The Enterprise Mfg. Co., Philadelphia, Pa., has recently added to its line the "Enterprise Grater," for grating horse radish, potatoes, carrots, turnips, cocoa-

nut, pineapple, cheese, stale bread, and crackers, etc. The machine is said to be particularly adapted for use in hotel and restaurant kitchens. The main body of the machine is cast iron, double coated



The Enterprise Grater.

with pure block tin, which prevents it from rusting.

The makers state it is easily cleaned by unscrewing the small thumb-screw which holds the crank to the shaft of the grating cylinder. After loosening this the crank is taken off, and the cylinder removed. The machine is then apart and ready for cleaning. The articles can be grated coarse or fine. For coarse grating turn the crank to the right, or clock wise. For fine grating turn in the opposite direction.

PULL-U-OUT

Canadian Fairbanks-Morse Co. have been appointed agents for the Pull-U-Out device, designed for automobilists to pull their cars out of mud holes, etc.

It is pointed out by the manufacturers that this line, as well as being useful for the above-mentioned purpose, can be used for a variety of purposes around a farm, such as for stretching wire fence, or for loading various racks on the waggon, or for lifting heavy weights of any kind, and used in conjunction with a crane, it can be used for loading weights on waggons. It is also stated that this device can be put to a great number of uses around a store, such as for loading stoves on a waggon, or for placing furnaces in position, etc. The Pull-U-Out comes in various sizes for lifting different weights. No. 1, for instance, including stakes and chains, weighing 26 lbs., and occupying a space of 4 x 14 in., will lift one ton, and retails at \$17.50.

EVENTS IN THE TRADE

Moved to New Premises

Vancouver, B.C.—F. R. Murray Co., wholesale hardware merchants, are moving to new premises at 365 Water Street.

Increased Capital to \$250,000

Collingwood, Ont.—White's, Limited, received letters patent increasing their capital from \$50,000 to \$250,000.

Business Changes

Kincaid, Sask.—Maxwell Bros. & Watt report a change in ownership of their hardware business.

Langham, Sask.—Lock & Tracey have opened a branch store here.

Ogema, Sask.—Nolan & Rowat, tin-smiths, have discontinued.

Verwood, Sask.—Rebstock & Son have been succeeded by Verwood Hardware Company.

Trade Notes

Sackville, N.B.—An extension is being added to the building occupied by the hardware business recently sold to T. H. Cochrane.

Cornwall, Ont.—N. Turner & Son have discontinued business, and have been succeeded by Hall Bros., who took possession April 1. The Turner business was started in 1839, and is one of the oldest in Eastern Ontario. The new proprietors, Hall Bros., are both former Cornwall boys. F. J. Hall was with the Traill Smelter at Traill, B.C., and F. P. Hall was formerly with Rice Lewis & Son Co., Toronto.

Obituary

Montreal.—Mederic Martineau, of the Martineau Hardware, is dead.

Toronto.—Thomas J. Gerry, who for over twenty-five years was connected with the Dodge Manufacturing Co., as traveler, died at his home in this city.

Montreal, Que.—John J. Drummond, of Midland, Ont., died at the home of his brother, George E. Drummond, here. Mr. Drummond was long identified with the development of the iron and steel industry in Canada. In association with his brothers, George E. and the late T. J. Drummond, he established iron furnaces at Radnor, Quebec, and opened up large iron properties in the Maritime Provinces. He was president of the Zenith Machine Co., Midland, Ont.

To Absorb Subsidiary

Hamilton, Ont.—The Dominion Steel Foundry Company, Limited, and the Hamilton Steel Wheel Company, Limited, are to be amalgamated through an exchange of shares of the two companies for shares of a company to be incorporated under the name of Dominion Foundries & Steel, Limited.

Since the formation of the Hamilton Steel Wheel Company, which was a subsidiary of the Dominion Steel Foundry Company, the activity of both companies in the matter of equipment and product has so increased, it is said, that the directors of the company believe the combination will be to the mutual advantage of each.

Established Canadian Branch

The Champion Spark Plug Co., Toledo, Ohio, has announced that so rapid has been the growth of business in Canada during the past year, that it has become necessary to establish a Canadian branch. This has been recently opened at Windsor, Ont., with a capitalization of \$100,000, and is known as the Champion Spark Plug Co., Ltd., of Canada.

Business during the past year, it is said, has increased more than 200 per cent., which brought about the establishment of the Canadian factory.

Industrial Notes

Windsor, Ont.—Dodge Bros., of Detroit, Mich., are making preparations for establishing a plant at Windsor, Ont., at a cost of \$100,000.

London, Ont.—The Spramotor Co. proposes to establish a foundry and machine shop at St. Thomas, Ont., to cost \$100,000.

Fergus, Ont.—Beatty Bros. are receiving bids for the erection, at London, Ont., of a brick and steel foundry, 140 x 160 ft., to cost \$50,000, and a cupola, two storeys, 48 x 48 ft.

Quebec, Que.—The Quebec Munitions Co. has secured premises on Dalhousie street in which to commence the manufacture of munitions, Ross sporting rifles, and other articles that the company will have authority and facilities for manufacturing very shortly.

Walkerville, Ont.—The Chalmers Motor Co., will rebuild their factory which was recently destroyed by fire.

Dominion Incorporations

Lion Locks, Ltd., has been incorporated at Ottawa, with a capital of \$50,000, to manufacture builders' hardware, locks, and locking devices of all kinds. The head office is at Toronto.

J. R. Cameron, Ltd., has been incorporated at Ottawa, with a capital of \$50,000, to take over the business carried on by J. R. Cameron, stove and furnace manufacturer, of Ottawa.

Huot Rifle Automatic Attachment Co., has been incorporated at Ottawa with a capital of \$500,000 to manufacture rifles and rifle parts. The head office of the company is at Montreal.

The Omega Machinery Co., has been

incorporated at Ottawa with a capital of \$45,000 to manufacture water towers, wind-mills, pumps and all kinds of machinery at St. Hyacinthe, Que.

The Paper & Hardware Products, Ltd., has been incorporated at Ottawa, with a capital of \$49,000, to manufacture paper, felt, straw board and pulp products of all kinds. The head office is at Montreal.

Screen Door Factory Burned

W. H. Cunningham, 99 Kingswood Road, Toronto, representing the Rockwell Mfg. Co., Camden, Ark., makers of "Kasement" screen doors, has been advised that the factory was destroyed by fire a few days ago. This will probably mean that some of the orders booked in Canada will not be completely filled this season. The company already has plans under way for rebuilding the plant.

News From the Maritimes

Lieut.-Col. J. L. McAvity, president of McLean, Holt & Co., St. John, N.B., who has been acting as chief recruiting officer for New Brunswick, since his return from the front, has been gazetted to command the 62nd militia regiment, which has been ordered to recruit to full strength for home defence. Among his officers will be Captain George Keeffe, a member of the staff of the James Robertson Co., Ltd., before he went overseas.

John Burgoyne, after spending six years in the West, has returned to St. John to become manager for the Petrie Mfg. Co., Ltd. He was accompanied to St. John by G. R. Petrie, secretary-treasurer of the Petrie Company.

George I. Perkins, president and general manager of the Perkins Electric Company, was in St. John this week to visit the company's branch recently established here.

The hardware trade is represented in the newly formed Government of New Brunswick by Hon. L. A. Dugal, of Edmundston, who enters as Minister without portfolio. His elevation is largely in recognition of his services as one of the two Opposition members in the last Legislature. Hon. E. A. Smith, of Shediac, who takes the important portfolio of Minister of Lands and Mines, is incidentally interested in the hardware business through his large general store.

Retail hardware stores in St. John will be open from 7 to 10 o'clock p.m., on Saturdays during April and May. Since the first of the year they have closed at six o'clock on Saturdays as on other days, and for the summer months they will close at one o'clock on Saturdays.

Montreal Personals

Ralph M. Piper, of the Standard Stamping Co., Marysville, Ohio, visited Montreal business circles this week.

J. W. Morris, electrical department, Reid Newfoundland Co., St. John's, Nfld., was a business visitor to Montreal this week.

M. O. Crowell, of Crowell Bros., Halifax, visited friends in Montreal business circles while on his way to Ottawa and Toronto, accompanied by Mrs. Crowell, during Easter week.

Pte. Albert Moore, one of the boys on active service from the firm of Starke, Seybold, Ltd., recently wrote from the trenches, with messages to his friends in Montreal hardware circles.

James Mason, a member of the staff of Starke, Seybold, Ltd., Montreal, employed in the cutlery department, has joined the Canadian Aviation Corps, having secured his first proficiency certificate from the Curtiss School, Montreal. He now goes to Toronto for practical training in running the flyer.

News of Lt. G. Russell Starke, son of Col. Starke, of Starke, Seybold, Ltd., Montreal, reached here recently from the front with good news of his health and of the progress of the battle, to the great satisfaction of his friends in Montreal and with the firm.



MEMORIAL WINDOW

Dedicated to the Late J. B. Learmont, of Caverhill, Learmont Co., Wholesale Hardware Dealers, Montreal

To commemorate, for all time, the life of one who was loyal to duty, a lover of wisdom, a lover of beauty and the friend of many, a memorial window to the late J. B. Learmont, Caverhill, Learmont & Co., Montreal, was unveiled and dedicated Easter morning in Emmanuel Congregational Church, Montreal, the church which he had known and loved since its birth. The unveiling was done by Mr. Learmont's only son, Holton Learmont, and a large number of the employees of Caverhill, Learmont & Co., of which the late Mr. Learmont was senior member, were present.

As the glorious sun of the Easter morning streamed in, it revealed a storied window picturing the figures of the Angel of the Resurrection and of the three women who came to the tomb on the first day of the week.

Three gifts of the late Mr. Learmont stood out pre-eminently, said the Rev. Dr. Pedley—his encyclopaedic knowledge, his genial disposition, and his broad sympathy and toleration.

The deceased had read widely, was a lover of the rare and beautiful, and his home was a treasure house of books and works of art. Though wealthy, he was never snobbish. And he made a delightful host. He was faithful to the last to the Congregational Church; yet he was broad in his sympathies, and had warm and many friends among all denominations in the Christian faith. For over a quarter of a century he had been superintendent of the Sunday school.

HARDWARE LETTER BOX

Universal Wicks

L. P. Foucar, Tottenham, Ont.—Please advise where we can purchase wicks for Universal oil heaters.

Universal oil heaters are made by Silver & Co., Brooklyn, N.Y.—Ed.

* * *

M. F. G. & Co. Hydrants

O. B. Henry & Co., Drayton, Ont.—Please give name of manufacturer of the Climax Junior hydrant. Their initials are M. F. G. & Co.

Can any of our readers kindly supply desired information?—Ed.

* * *

Spring Sheet Brass

Thompson Hardware Co., Ltd., Prince Rupert, B.C.—What firms in Canada manufacture 20 ga. spring sheet brass?

Brown's Copper & Brass Rolling Mills, Ltd., Toronto, Ont.; T. McAvity & Co., St. John, N.B.—Ed.

* * *

Hot Air Pumping Engines

J. D. Irving, Buctouche, N.B.—Please advise where I can purchase light hot air pumping engines, suitable for private residences.

A. R. Williams Machinery Co., Toronto.—Ed.

* * *

Long Handle Dust Pans

Plaunt Hardware Co., Ottawa.—Please give name of maker of long handled dust pans.

Andrews Wire Works, Ltd., Watford, Ont.; Patent Novelty Works, Fulton, Ill.; Delphos Mfg. Co., Delphos, Ohio.—Ed.

* * *

Sprayers

Dresdon Hardware Co., Dresdon, Ont. Please give names of manufacturers of sprayers.

Thos. Davidson Mfg. Co., Montreal, Que.; Cavers Bros., Galt, Ont.; Spramotor Co., London, Ont.; Collins Mfg. Co., Toronto; Eureka Planter Co., Woodstock, Ont.; Canadian Potato Machinery Co., Galt, Ont.—Ed.

* * *

Coal Chutes

St. Mary's Hardware, Ltd., St. Mary's, Ont.—Kindly advise if you know of any firm handling coal chutes.

Clare Bros. & Co., Preston, Ont.; Galt Art Metal Co., Galt, Ont.; Galt Stove & Furnace Co., Galt, Ont.; Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.; Steel Trough Machine Co., Tweed, Ont.—Ed.



Personal

F. J. Penberthey, manager Canadian branch of Lowe Bros., Limited, manufacturers of paints, was on a business trip to the head office of the company at Dayton, O., during the week.

INCREASE IN BUILDING PERMITS

A general increase of activity in the building trades is indicated throughout the Dominion by the increased numbers of building permits issued in all provinces, with the exception of Quebec and Manitoba. Employment in the building trades, as indicated by the value of these building permits issued in 35 cities, showed an increase in February, as compared with the preceding month, the total value of building permits rising from \$1,399,167 in January to \$1,657,217 in February, an increase of \$258,050, or 18.4 per cent., the largest gains being reported in New Brunswick, British Columbia and Alberta. As compared with the corresponding month of last year, building permits in February showed an increase of \$964,647. Of the larger cities, Montreal, Toronto and Vancouver showed increases of 61.1 per cent., 45.2 per cent., and 233.2 per cent. respectively. Of the smaller cities, Regina and Stratford showed large increases in the value of permits issued.



NEW FREIGHT TARIFF DELAYED IN THE WEST

In reply to a communication from the Calgary Board of Trade requesting that the Railway Commission disallow the introduction of the recently announced increase in freight rates until a chance is given for closer examination, that organization has received word from the Chairman of the Commission stating that the Railway Board has requested the suspension by the railways of the new rates on Western lines until further notice. As the request of the Railway Board is law with the transportation companies, the proposed rates will not apply in Western Canada until a chance is given business men to voice their objection if they have such opinion.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

HARDWARE AND METAL, Toronto, Ont.

Gentlemen,—With reference to the Knowles' Bill outlined in the March 24 issue of *Hardware and Metal*, would say that this would work out all right if the department stores were not manufacturers themselves. There should be a bill put through the legislature prohibiting manufacturers to sell retail. There should also be a tax on department stores and mail order houses. They should pay a tax in every township where they distribute their catalogs, and the townships could use this money to repair the roads, etc. This would only be fair, as all business men in the smaller places are made to pay a business tax. Even the peddlers of lead pencils need to have a license, but the department stores and mail order houses are allowed to do business all over Canada without paying taxes of any kind.

Yours truly,
C. HARTLEIB,
Zurich, Ont.

WHAT OTHER PAPERS SAY

NOT TIME TO SHIP OARS.

From *Financial Post*.

Canada and Canadians must not make the grave error of concluding that the advent of the United States as one of the Allies relieves this country one degree in its grave and serious duties and obligations. The harbor of peace may appear to be closer and the storm clouds less dense, but this is no time to ship oars; the roughest waters are often encountered just outside the haven of safety. Rather we should set to the task with energy renewed by brighter hopes and the knowledge that the greater the immediate effort and sacrifice the sooner the great aim will be accomplished.

The complete subjugation of the arch-enemy of the great democratic nations can be most effectually brought about by the constant development of the crushing force of the Allies. That power should be expanded until complete victory is a recognized fact. Any weakening with the assumption that the tide of battle is flowing in our favor will not only hasten and sustain the defensive power of the opposing forces, but will handicap the Allies in setting their terms of peace.

In Canada there is an imperative need for increasing financial reserves and explorable surplus of natural products. This means elimination of waste in the every-day routine of the people. The action of the United States in joining the Allies may mean, in the event of the war being drawn out for another year or so, that we will be entirely dependent upon our own financial resources with American capital being used at home or for the interests of Britain or her Allies. With a curtailment of extravagance and practical economy we can not only pay our own way, but we can aid in financing Britain's munitions expenditures in this country. The Minister of Finance could aid in bringing about the desired public attitude and add to his revenues by some judiciously placed taxes on imported luxuries. It is the duty of the government to check extravagance. Asking the people to eliminate waste is not so effective as making them do it.

PAYS TO CATER TO RETAILER.

From *American Artisan and Hardware Record*.

Not so many years ago there was a certain group of so-called advertising counsellors who in their soft padded office chairs had absorbed all the wisdom and all the knowledge of merchandising that was worth while—and the sum of it all was that the retailer was a sort of slot machine whose chief duty in life was to distribute whatever Tom, Dick or Harry put a trade-mark on and "created" a demand for among consumers by page ads. in "Mrs. Smith's Home Magazine" and other publications with a million or two circulation, more or less—no matter whether that particular trade-marked article had any special merit or whether there was a living profit in the handling of the article for the retailer.

Most of that class or group have fallen by the wayside or have come to a realization of the fact that the retailer whose account is worth having counts for considerable, and that his influence amounts to a great deal in the scheme of distribution.

For instance, at a recent convention in Chicago, one of the advertising men in charge of the publicity work for one of the great packing houses, Armour & Company, made the statement that this great concern depends upon the goodwill of its retailer customers to cash in on its nationally advertised products—that in a very large percentage of cases, much more than half, the retailer is the one that makes the sale of a trade-marked article, so far as their line is concerned.

Another well-known advertising man and selling engineer, R. Whitley Plummer, assistant to the president of the Spring Nut Lock Co., Chicago, in a recent address made this statement:

"Speaking from my own experience in my own company and from a broad experience as the executive officer of a national advertising agency, I say, the best place to start your advertising campaign is in the trade journal field."

This statement was made in connection with the proposition of a co-operative advertising campaign, and applies with even more force to the advertising that should be done by an individual manufacturer whose product is to be distributed through retail stores.

Truly, the retailer and the publications in which he seeks information as to methods by which he can improve his service and thus make his store more profitable, because more efficient, are being recognized to a greater and greater degree as the really, fundamentally, important links in the chain of distribution by those who have given the matter thorough study and their experiences in actual business life have proven that their theories were correct and worthy of being followed out in practice.

AWAITING THE GOVERNMENT'S WORD

From *Iron Trade Review*.

To what extent the government will call upon the steelmakers of the country for tonnage for immediate and extended war preparations is an open question, though conferences during the past week have brought this co-operation to the formal exchange of ideas. Common reports, the responsibility for which is vague, have placed the government needs at from 2 to 3 per cent. of current annual capacity. This would represent perhaps 800,000 to 1,000,000 gross tons of ingots, or about 600,000 to 700,000 net tons of finished product. Such a quantity would be equivalent to approximately one week's combined run of the steel works and mills. Obviously a demand of this magnitude could be absorbed with little dislocation of present business now on the books, either for domestic or foreign buyers, since this tonnage necessarily would be spread over a considerable period. For the estimated 200,000 tons for new naval vessels, delivery would be strung out over many months.

A prominent independent steelmaker, however, is quoted as estimating the government's necessities at 10 to 20 per cent. of capacity. Manifestly, if this proves to be the case and the material, or the bulk of it, should be wanted within a year, the general trade aspect of the pre-emption of such a tonnage would be radically changed from a minor to a major one. The situation has sweeping market possibilities. Until the government wants are definitely and positively known, however, speculation over their effect on the position of the buyer is as likely to be overdrawn as to be undergauged. Clearly the time of delivery required, as well as the tonnage, will determine the importance of a state of war as a market factor.

MAKING THE BEST OF MISFORTUNE.

From *Hardware Age*.

Sales ideas can originate even in misfortunes.

Not long ago a merchant suffered a slight loss by a fire that threatened to destroy the entire building and stock. Luckily the fire was discovered before it had acquired a great deal of headway and was promptly checked by the efficient use of a small fire extinguisher. Before the day was over a window display had been built featuring this fire extinguisher. In the background was a large show card that read, "We have had a fire. Our loss was \$200. It would have been \$25,000 if a — fire extinguisher had not been handy." Smaller supplement-

ary cards told of the convenient size, the ease of operation, and the other good points of that particular extinguisher. At the same time letters were sent to a list of merchants, factories and house owners. The campaign resulted in a large sale of fire extinguishers and in a decided decrease in the fire risk of the town.

This same idea can be used whenever a fire of any kind occurs. If the fire is checked by an extinguisher the moral is obvious. The need of fire protection is impressed even more strongly when the fire is a serious one that might have been killed easily before it gained sufficient headway to become really destructive.

Another merchant who sells a line of small household and store safes makes a point of having a window display of them built and a newspaper advertisement run whenever a robbery occurs.

There are plenty of instances of this kind. A collision between two automobiles, in which the damage might have been slight had both cars been equipped with bumpers; accidents caused by glaring headlights, by the lack of sufficient red lanterns at points dangerous to traffic—all of these and plenty of others can be made the source of a drive on bumpers, or special lenses or lanterns, as the case may be.

These mishaps, while unfortunate in themselves, can be taken advantage of with profit. Incidentally, the merchant who does work along this line will be decidedly instrumental in preventing the occurrence of such avoidable accidents.

WHAT IS NET PROFIT?

From *The Ironmonger*.

In business where excess profits are made, and where it is customary to pay some of the employees a percentage of the net profit as part of their remuneration, there is much heart-searching whether the ascertainment should be made before or after the excess profits tax has been provided for. We know of no authoritative decision on the point, although we have little doubt that, if appealed to, the authorities would quickly give one—satisfactory to themselves. The question, however, is not to be disposed of off-hand, and the *obiter dictum* of a departmental official. It would be easy to say that since the profits have accrued as the result of Government orders, it is reasonable that the excess profits tax should be deducted first. But what of the innumerable cases where Government orders have not proved remunerative and where such profits as have been made are directly attributable to the skill and foresight of the management? Are the managers of those businesses to be deprived of the fruits of their labors because certain Government Departments have thought fit to give them some orders that they could well have done without?

Since both commission (in these cases) and excess profits duty are chargeable on the net profits, the question resolves itself into this: What constitutes "net profit?" Our view is that the net profits of a business are such as remain after all legal liabilities have been discharged. In the case of a business where there was a pre-war agreement to pay commission on net profits, that commission should be paid before the amount assessable for excess profits duty is ascertained, because it is a legal charge on the business sanctioned by usage. On the other hand, where such an agreement has been entered into since the excess profits tax came in force, the latter should be provided for before the commission is paid, because at the time the agreement was made the tax was a legal charge on the business. The question, however, is one of such serious importance that it will probably be necessary to seek a ruling of the courts.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

No marked change has been noticed as yet in the market situation as a result of the entrance of the United States into the war. Several highly important and far-reaching price changes have gone into effect during the week, but most of the changes had been previously anticipated in these columns. All wood screws, bright brass and bronze have been advanced during the week. Iron pipe, both black and galvanized, have scored a further advance, the third in two weeks' time. Washing machines and wringers have been advanced in price from 5 to 7½%. All lines of step ladders are up 1c ft. Among many other products advanced in price are shot guns, brass escutcheons and pins, cotton twine, tie chains and stall fixtures, valves, malleable fittings, black and galvanized sheets. One large company this week announced an opening price of 157½c lb. for 500 ft. binder twine. This price is 6c per pound over the opening price of last year's. The pig-iron market continues very firm, and prices are merely nominal. A nominal price of \$45 for foundry iron is quoted in Toronto at present. The ingot metal markets are unchanged, with demand fairly active. The demand for iron and steel is as insistent as ever. Although shipments from the United States have shown some improvement of late, there is danger of shipping difficulties becoming intensified as a result of the United States entering the war. The retail hardware trade is becoming brisk with an increased demand for gardening tools and supplies and general spring hardware. Paint markets are decidedly firm.

MONTREAL MARKETS

MONTREAL, April 12. — Iron sounds a strong note on the markets this week, and sounds it through the field of the old metals rather than the newly manufactured iron and steel products excepting only iron pipe. At the time of writing an advance was declared imminent again in iron pipe, and the market generally was anticipating many advances in other lines. Firmness was everywhere the rule. Activity of business was pronouncedly evident. Shipments on a large scale are being made ready for opening of navigation. Certain important heavy goods have advanced, notable amongst these being washing machines, wringers, chaudrons, etc. The warning keeps being re-iterated that bolts, nuts, and screws are to advance. Rope and cordage are firm. Shelf goods generally seem trending to firmer. The effect of the U.S. declaration of war may be responsible for the tendencies noted, but this is not the general opinion in the market circles. Rather the view seems to be that the effect of U.S. action in the war is either already discounted by preparedness, or that it is still to come.

Shelf Goods Show The Upward Trend

Montreal.

SHELF GOODS, ETC.—Hints of coming advances rather than actually announced advances are the order of the occasion in shelf goods this week, but some lines have advanced and also some important heavies. There is undoubtedly an air of expectancy about the markets in view of the trend of iron and steel and other materials, and shelf goods may show changes over a wide range when the situation shakes down to actual quotations.

Bolts, Nuts, and Screws Firm

Once again, at the risk of being doubted owing to the frequency of the warning, the market repeats the note of anticipated higher prices on bolts, nuts, and wood screws. It seems as if advances in these lines are inevitable. Some large merchants say they should have come long ago.

Knife Handle Wrenches Up

Net list of knife handle wrenches came into effect this week in Montreal. It is also noted that the market generally for all lines of wrenches is very firm.

Stove Pipe Wire Advances

Stove pipe wire. No. 19 is now \$7.45 per 100 lbs. No. 18 is \$6.95 per hundred pounds.

Globe Files Higher

One firm of wholesalers in Montreal notes that Globe files are now 55 per cent. off list instead of the former 60 per cent. off. As will be recalled files advanced last week. Particulars were given in the Toronto report.

Chaudrons Have Advanced

Chaudrons never fail to keep up with the iron market. They are quoted higher this week in Montreal. \$6.25 per 100 lbs., and handles are at 75 cents a dozen.

Nipples Black and Galvanized

For black nipples four inches and smaller the discount is 50 per cent. off. For 4½ inches and larger the discount is now 45 per cent. off.

Washing Machines Up

Last week one lone washing machine pioneered the path to advances for the whole battalion of them. Canadian made washing machines, Cummer Dowsells, Maxwells, and J. H. Connor's are all advanced. The discount now is 45 and 5 per cent. as compared with the previous 50 per cent. off.

Clothes Wringers Also Up

Clothes wringers are also advanced in company with their brethren the washing machines. These are altered in discount from 45 and 5 to straight 45 per cent. off.

Regular Wrenches Advanced

One firm notes that regular wrenches are now 55 per cent. off instead of the former 65 per cent. off. This indicates the previously noted trend as regards wrenches.

Cotton Wrapping Twine Up

An advance is recorded in cotton wrapping twine. No. 3 B.C. is now quoted at 43½ cents a pound. No. 4 B.C. is 47 cents a pound. The market for cotton made a sharp advance in the States following declaration of war, and further advances in all cotton goods may be expected.

Nails Levelled Up And May Go Higher

Montreal.

NAILS, WIRE, ETC.—As indicated in this section of the Montreal market report last week, the firming market for nails has effectually levelled all quotations up to the \$5.25 base price per 100 lbs. for standard wire nails, and the market is again on the firm trend. Someone has been saying that nails may go to \$6.00 base. Not every some-one

is a somebody on the metal markets but many a wild prophecy has been realised and more in these days. Miscellaneous nails are now 60 per cent. off instead of 65 per cent. off. Wire prices are up again as shown by the panel in last week's issue. Single loop bale ties are quoted also this week at per hundred pounds No. 12, \$6.05; No. 13, \$6.15; 13½, \$6.20; 14, \$6.30; 15, \$6.50, and 16, \$6.75. Annealed hay wire, No. 13 is at \$5.45 per hundred lbs., No. 14, \$5.50, and No. 15, \$5.60. Carload prices are 5 cents per hundred pounds less. Bright, annealed, oiled, and coppered wire is at \$5.75 base price per hundred pounds. Poultry netting staples No. 10 are at \$10.20 per hundred lbs. bright, and \$11.30 galvanized. No. 25, \$9.80 bright, and \$10.90 galvanized. No. 50, \$9.70 bright, and \$10.80 galvanized. No. 100, \$9.40 bright, \$10.50 galvanized.

Sheets And Plates

Firm To Famine

Montreal.

SHEETS, PLATES, ETC.—If it is possible to add firmness to a market in which the chief characteristic is something like a famine as regards its essential commodity then the market for sheets and plates of almost every description is firmer this week. Particularly is the firming tone present in regard to tinplate, and black sheets also are scarce to the point of absolutely bare markets. Those urgently requiring certain sheet and plate supplies might have to pay very much more steeply for them than the ordinary run of market quotations would indicate, those willing to await delivery might get them about the price indicated in the columns of this paper, but the market is so exceedingly strong for such goods that quotations are almost to be considered merely nominal. Dominion Crown double coated tissue is up by a couple of dollars at least, and short in supply. Charcoal tin plates are up a couple of dollars over former quotations, but the market is so bare of them that quotations are hardly available, and are given only with the qualification subject to there being supplies available; and subject to almost hourly chances of change. Anyone with plates to spare could probably command almost his own price for supplies short of killing a possible after-war market. All the heavier plates are affected by the firmness in the iron and steel market, and advances are the order of the day. For the present, however, the prices on black sheets quoted last week in Toronto report are available in Montreal.

	Per 100 lbs.
No. 10 gauge, base	\$6.40
No. 28 gauge, base	6.75
¼-inch (boiler plates)	6.50
Differentials for other gauges: No. 12 gauge 10c higher than No. 10; No. 14 gauge 20c less than No. 10; No. 16 gauge 10c less than No. 10; Nos. 22-24 gauges same as No. 10; No. 26 gauge is 10c less than No. 28.	

Iron Pipe Again

Moves Upward

Montreal.

IRON AND STEEL.—There are strong tendencies towards advances in

iron and steel this week although no actual alterations in the list of prices quoted below fell to be recorded at time of writing. In view of the fact, however, that the demand for old iron has developed sharply of late, and that almost all the important heavy lines of iron and steel goods have been advancing, and are still advancing the probable course of the principal lines of iron and steel is practically a foregone conclusion. The tendency is not directly attributed to the action of the United States in taking up the gauntlet against the Hun, but this great fact will undoubtedly bear upon the market eventually if not immediately, and by the time this is published more positive evidence to that effect may be available. Iron pipe prices which advanced twice in the week previous to last report have again advanced and particulars are given in a panel elsewhere.

WROUGHT IRON PIPE PRICES.

Effective April 10, 1917, superseding all previous lists.

Buttweld—	Black	Galvanized
	Per 100 feet	
¾ in.	\$ 4 50	\$ 6 00
¾ in.	4 32	6 36
¾ in.	4 32	6 36
¾ in.	5 61	7 18
¾ in.	7 02	9 14
1 in.	10 37	13 52
1¼ in.	14 03	18 29
1½ in.	16 78	21 86
2 in.	22 57	29 42
2½ in.	36 27	47 09
3 in.	47 43	61 58
3½ in.	58 88	75 90
4 in.	69 76	89 93
Lapweld—		
2 in.	25 53	32 01
2½ in.	38 03	48 26
3 in.	49 73	62 18
3½ in.	60 72	78 66
4 in.	71 94	93 20
4½ in.	83 82	108 60
5 in.	97 68	126 50
7 in.	126 70	164 50
7 in.	166 60	213 00
8 L. in.	175 00	223 80
8 in.	201 60	257 80
9 in.	241 50	308 80
10 L. in.	224 00	286 40
10 in.	288 40	368 70

Terms 2% 30 days, approved credit.
Prices Ontario, Quebec and Maritime Provinces.

Common bar iron, per 100 lbs.	\$ 3.80
Refined iron, per 100 lbs.	4.05
Horseshoe iron, per 100 lbs.	4.05
Norway iron	11.00
Mild steel	4.50
Band Steel ..	4.50
Sleigh shoe steel	4.50
Tire steel	4.70
Toe calk steel	5.40
Mining tool steel, per lb.	0.13½
Black Diamond tool steel, per lb.	0.14½
Spring steel	6.25
Single reeled machinery steel	6.25

Iron Is King Of

All Old Materials

Montreal.

OLD MATERIALS.—In all lines except the departments of iron and steel scrapped material there was during the week following last report, a feeling of dullness and quiet as to market. One change was made in a metal other than

iron, and that was a shading downwards in yellow brass by half a cent for a low range quotation. Sixteen cents to 16½ cents a pound is about the market for this material. The other materials listed below are unchanged in price with the important exception of the iron and steel scrap, also old stove plate. The market for old iron and steel and stove plate etc. is very strong. There is value in almost any sort of old iron nowadays, and for good quality metal such as farmers sometimes have to dispose of as scrap and such as can be found here and there in cities also, good prices are available.

Tea lead	\$ 0.07	.....
Heavy lead pipe	0.08½	.....
Yellow brass	0.16	0.16½
Red brass	0.21½	0.22
Light brass	0.11	.....
Heavy zinc	0.09½	.....
Heavy copper	0.27	0.28
Old cast iron, per gross ton.		23.00
Stove plate, per ton		15.00
Old rubber, boots and shoes	0.07½	.....
Overshoes, lumbermen's rubber boots	0.07½	.....
Auto tires	0.05½	.....
Bicycle tires	0.03	.....

A Shade of Firmness Noted In Gasoline

Montreal.

GASOLINE AND COAL OIL.—Advances in gasoline and coal oil are not unlooked for, but in the meantime there have been no changes since last report was published. Gasoline is quoted at 32½ cents per Imperial gallon to the trade. Royalite coal oil is quoted at 17 cents, and Palacine at 20 cents. The condition of market affecting crude oil in the United States is again firm, and the tendencies were rather firmer if anything.

Lead And Zinc

Products Steady

Montreal.

LEAD AND ZINC GOODS.—With the market for lead and spelter quiet and rather dull at time of writing there had been no changes in the quotations in Montreal for lead and zinc products of the varieties required in the plumbing business and usually quoted by hardwaremen. It did not seem that lead was likely to make any sudden price movement, but as the market for this metal has had rather a prolonged period of uneventful market tone any changes may come suddenly. Just at present a sort of 'watchful waiting' is the attitude of the market.

Lead pipe, lb.	\$0.16	.....
Lead waste pipe, lb.	0.17	.....
Lead traps and bends	10% on list	
Lead wool, lb.	0.15	.....
Lead sheets, 3 lbs. sq. ft.	0.15½	.....
Lead sheets, 3½ lbs. sq. ft.	0.15½	.....
Lead sheets, 4 to 6 lbs. sq. ft.	0.15½	0.16%
Cut sheets, ¾ lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0.35	.....
Solder, strictly, lb.	0.32½	.....
Solder, commercial, lb.	0.31½	.....
Solder, wiping, lb.	0.31½	0.32
Solder, wire, lb.	0.35	.....
Zinc sheets, per lb.	0.25	.....

May Be Advances In Cordage Soon

Montreal.

ROPE, TWINE, ETC.—There is a marked firmness developing this week in the market for Manila hemp. Owing to shortage of ships to carry this freight the supplies on the American continent are likely to run low, and prices may advance. This will affect all lines of Manila cordage, and while there may be some relief to the freight situation this can hardly arrive in time to prevent an advance in the base price of rope. At the time of writing it seemed as if there might soon be a change upwards. Sisal is also in firmer market, and if Manila is in for a change, sisal rope and cordage will change in proportion. Conditions in Mexico have a bearing on this, and are most uncertain, and unsatisfactory from a market point of view.

There Is Firmness As To Stoves, Etc.

Montreal.

STOVES AND RANGES.—There is an ominous firmness in the market for iron at present, and the recent advances in the cost of stoves and ranges are evidently well justified. No further advances are predicted for the immediate present, but with the United States well into the war, and possible developments quite beyond the powers of most men to prognosticate, wisdom would lead merchants interested in the selling of stoves and ranges at retail to guard against shortage of supply or further advances in price before the setting in of the fall demand. The fact that the value of old broken stove-plate has materially increased of late is something of a hint to the trend of the market though the present prices for stoves and ranges may possibly not alter in any great hurry short of unusually swift events affecting the industries concerned.

Refrigerators Are Now Coming Forward

Montreal.

REFRIGERATORS.—While the cost of refrigerators has been subject to advances as compared with last year due to the rising cost of material for their construction, there have been no recent advances, and manufacturers in Montreal are not at present anticipating any immediate advances. Fore knowledge of market tendencies enabled the large firms to protect themselves by considerable contracts for raw materials made some time ago, but to-day the question of delivery of the material ordered, comes in to work serious hampering of manufacturing activity, with of course spells of relief as consignments arrive. Demand for refrigerators is developing now, and the retail trade is quick to exhibit these in the show windows though the spring weather has been bitterly cold so far.

In Ingot Metals One Only Seems Active

Montreal.

INGOT METALS.—There is a curious period of apathy besetting the ingot metals at present. It may be the 'watchful waiting' tendency or it may be the effect of the approach of navigation opening; or it may be merely the effect of the Eastertide recess. Whatever causes it, the dullness of tone in the markets has been experienced. But such is the way of markets in war time that almost at a moment's notice a whirlwind of changes may swoop down upon any metal or many of them. Antimony shows some strength and the indication may be important.

Tin Steady

TIN.—For small orders prices are unchanged from last week's quotations, and \$58.50 to \$59 is mentioned. For larger quantities as low as \$56.00 would be asked at date of reporting.

Copper Also Quiet

COPPER.—A similarly dull tone affects copper, and the prices for small orders given last week prevail viz: \$38.00 to \$39.50 per hundred pounds. Larger orders for casting copper would meet with quotations of \$35.00 to \$36.00 at date of writing.

Lead Slightly Firmer

LEAD.—For small orders the mar-

ket for lead showed a shade of firmness and the prices quoted last week were advanced a little on the low quotation making these read \$12.75 to \$13 per hundred pounds. Larger orders might be supplied at \$12 at this time.

Spelter Unchanged

SPELTER.—Unchanged also for small orders, spelter found an easier market to a very slight extent for larger business, but quotes in the main at \$13.00 to \$14.00 per hundred for large and smaller orders.

Antimony Shows Strength

ANTIMONY.—Antimony of all the ingot metals, alone shows a rather stronger tone this week, especially for smaller order business. For orders usual in hardware business \$32.00 to \$33.00 were the quotations. For larger business \$27.00 to \$29.00 was quoted at date of writing. It may be remembered that antimony showed a sudden strength just before a considerable firming in lead and other metals not very long ago.

Aluminum Steady

ALUMINUM.—No change locally is reported in aluminum, and the quoted price \$72.00 of last week is still ruling at time of writing. Some activity might reasonably be expected in aluminum following the U.S. declaration of war but so far this has not appeared.

TORONTO MARKETS

TORONTO, April 12.—Some wholesalers report that so far as shipments from the United States are concerned there has been some slight improvement during the past week. Other wholesalers have had difficulty in getting their shipments through and are of the opinion that war conditions in the United States are preventing manufacturers from making deliveries. Locally there have been many price changes during the week, all of which are in an upward direction. Wrought pipe has again advanced, following two advances that were announced last week. One concern has announced their price in Ontario for 500 ft. binder twine at 15½c. Washing machines, wringers, wood screws and ladders are among the lines that have been advanced. Business has been good during the week and collections very satisfactory.

Washing Machines And Wringers Advance

Toronto.

WASHING MACHINES, WRINGERS.—An advance of approximately 7½ per cent. has been made in washing machines and wringers through the changing of the discount on these articles. On washing machines the new discount is now 45 and 5 per cent. as compared with 50 per cent. formerly. On clothes wringers the discount is now 45 per cent. whereas it was formerly 45 and 5 per cent. This change was effective on April 9.

Wood Screws Have Advanced

Toronto.

In accordance with predictions made by HARDWARE AND METAL for some time past, wood screws have been advanced in price and the discounts effective on Wednesday of this week are as follows:

Flat Head, Bright	72½%
Round Head, Bright	67½%
Flat Head, Brass	37½%
Round Head, Brass	32½%
Flat Head, Bronze	27½%
Round Head, Bronze	25%

Wrought Pipe Again Advances \$6 Per Ton

Toronto.

WROUGHT PIPE.—Following the two advances in pipe that were announced last week in HARDWARE AND METAL a further advance has been made effective on April 10. The combined amount of the advance of the two previous increases amounted to \$10 per ton, while the increase that is now provided for amounts to approximately \$6 per ton. In certain instances the list price has been increased as in the case of the ¼-inch butt weld which is now \$8 as compared with \$6 formerly. In the case of the ¾-inch butt weld the list has been changed from \$6 for heavy and \$7.50 for extra heavy to \$8.50 for heavy and \$8

for extra heavy. Cutting extras have been readjusted also. New net prices are shown in a panel elsewhere in this issue.

Step Ladders Have Advanced 1c Per Foot

Toronto.

STEP LADDERS.—An advance of 1c. per foot has become effective on all Canadian makes of ladders, including common and rope extension ladders, single and fruit-picking ladders and step ladders. The reason given for the advance is the high cost of raw materials, together with increased labor cost. New prices for the various makes will be found in the current market quotations.

Binder Twine Prices Announced at 15 $\frac{7}{8}$ c Lb.

Toronto.

TWINE, CORDAGE. — During the week the International Harvester Company announced that they would sell binder twine in 500-foot length at 15 $\frac{7}{8}$ c. per pound for Ontario points. At the time of writing other companies had not yet made any announcement as to their prices, but it was anticipated that one other company would announce their prices some time near the week-end. To some of the cordage men this price came as a surprise, as they had been expecting a considerably higher price. As announced in **HARDWARE AND METAL** last week, however, it was made plain that the opening price in the United States would be somewhere near 15c. per pound. As a matter of fact the opening price of the company in question at Chicago was 15 $\frac{3}{4}$ c. per pound. It is anticipated the selling price of the other manufacturers will be somewhere close to the lead established by the International Harvester Company. Some cordage men are of the opinion that the American companies propose to use more Manila hemp in the manufacture of binder twine this year and in this way help keep down the price. The opening price of binder twine last spring for 500-foot size was 9 $\frac{7}{8}$ c. per pound. The opening price that has already been announced is therefore 6c. per pound higher than last year. In the cordage lines there has been considerable activity during the week and prices have held firm. The rope situation is becoming acute through the inability of the manufacturers to get additional supplies of hemp. At the present time a premium is being paid on all Manila hems owing to the inability to get supplies of raw material forward from Seattle. These supplies were landed there from boats coming from the Philippines, but railways have been unable to move them.

Malleable Fittings And Bushings Higher

Toronto.

FITTINGS, BUSHINGS.—An advance of 7 $\frac{1}{2}$ per cent. has been made effective in the price of malleable fittings and bushings, together with cast bushings, plugs and unions. In Class A black fittings the price is now 50c. per pound net,

Class B black is 21c. per pound net, Class B galvanized 30c. per pound net, class C black is 12 $\frac{1}{2}$ c. per pound net, Class C galvanized is 20c. per pound net. In malleable bushings the discount from list prices is now 42 $\frac{1}{2}$ per cent., on cast bushings 42 $\frac{1}{2}$ per cent., plugs, 40 per cent., and unions, 50 per cent. off list.

Single Barrel Guns And Escutcheon Pins Up

Toronto.

GUNS, ESCUTCHEON PINS.—While the changes in shelf lines of hardware have not been as numerous as in some recent weeks still the tendency is decidedly upward. Among the articles that have been marked higher are cheap single barrel shotguns, brass escutcheon pins, wire nails, cotton wrapping twine, cow ties and tie-out chains.

Shotguns Advance 75c.

Cheap single barrel shotguns have been advanced in price approximately 75c. each and are now quoted from \$6 to \$7.40 each, depending on the maker. Advances were recently recorded in this line. The firmness is due to the high price of steel.

Brass Escutcheon Advance 5 Per Cent.

An advance has been made effective in brass escutcheon pins through the changing of the discount. Where formerly they were sold at net list they are now quoted at a 5 per cent. advance on list.

Wire Nails Higher On Lake

Although an advance was quite generally made last week on nails and wire products the price at Fort William, Port Arthur and Sault Ste. Marie remained unchanged at \$4.70 f.o.b. factory points. An advance has now been made effective at these points, the selling price being \$4.90 f.o.b. factory points with no freight allowance.

Cotton Wrapping Twine Up

Two cents per pound has been added to the price of cotton wrapping twine by some wholesalers, which now makes the selling price of three-ply 48 $\frac{1}{4}$ c. per pound net and 52c. per pound net for four-ply.

Tie Chains Higher

An advance of over 10 per cent. has been made in the price of cow ties, tie-out chains, trace chains, dog chains and halter chains. Cow ties are now quoted at 15 per cent. off list as compared with 25 per cent. formerly, while tie-out chains are now quoted at 60 and 5 per cent. off list as compared with 67 $\frac{1}{2}$ per cent. formerly. Corresponding advances have been made in trace chains, dog chains and halter chains, which are sold by some dealers at net prices.

Stall Fixtures Also Up

Dominion stall fixtures have been increased in price and are now being quoted at \$1.25 per dozen with heavy No. 1 at \$1.80 per dozen. These articles show the generally higher tendency of commodities into which iron and steel enter.

Gasoline Consumption Starting In Heavier

Toronto.

GASOLINE, COAL OIL, LUBRICATING OILS.—There has been a heavier demand for gasoline during the week owing to the more favorable motoring weather. Refiners state that supplies of crude oil are being shipped from the producing sections with fairly good dispatch. There was a great deal of trouble in this respect last winter. Prices for gasoline have held in a firm position during the week, with rumblings in the producing centres of the Mid-Continent field that prices for crude are likely to be higher. The demand for coal oil is keeping up well with the approach of the season when larger numbers of oil stoves and oil heaters take the place of the furnace and the cooking stove. There have been no changes in price during the week in any of the oil products, gasoline being quoted at 31 $\frac{1}{2}$ c. and 32c. per gallon, and benzine at 30 $\frac{1}{2}$ c. and 31c.

Wire Nails To Lake Points Also Advance

Toronto.

WIRE NAILS. — Following the advance made effective in various Ontario points in wire nails, which was announced last week, an increase of 20c. per hundred in standard steel wire nails has been made effective for points at the head of the Great Lakes. For Sault St. Marie, Port Arthur and Fort William the price is now \$4.90 base f.o.b. factory points, with no freight allowance. The price for Windsor and Walkerville remains unchanged at \$5.02 $\frac{1}{2}$ f.o.b. factory points. Standard steel wire nails are quoted in Toronto at \$5.20 per hundred pounds base, according to the increased prices announced last week. Wire products are all in firm market at the advances of last week.

Stoves and Ranges Are In Firm Market

Toronto.

STOVES, ENAMELWARE.—There is a firm position developing in stoves and ranges which to some manufacturers seems to point to the necessity of higher prices. It is pointed out that while there is small probability of an advance this month much depends on the situation in the United States within the next few weeks. If the price of iron and steel there holds firm and with a restriction of transportation facilities under war conditions it is strongly probable that there will be a hand to mouth buying on the part of Canadian manufacturers at high prices. This would mean higher prices for the Canadian manufacturers if this condition comes about. There has been a heavy demand for gas ranges during the week, with oil stoves of all kinds running almost equally as strong. There has been a difficulty to get sufficient supplies of raw materials for the manufacturers to keep up with the demand. Enamelware trade is also good and the condition is one of firmness.

Black And Galvanized Sheets Up In Price

Toronto.

SHEETS, PLATES.—An advance of 50c. per hundred has been recorded in the price of black sheets during the week, although there is still a range in the market. Some of the dealers anticipate that with the opening of navigation on Lake Erie greater quantities of sheets and plates can be brought over from the United States by two ferry lines that ply to Canadian ports. In this way it is thought there may be a better chance of getting larger supplies. Much depends on the railway situation in the United States which will be dominated by the country's needs in the transportation of war supplies. An advance has also been registered in Apollo brand galvanized sheets in certain quarters amounting to 50c. per hundred pounds. On 10½ ounce the new selling price is now \$8.50, 28 gauge is \$8.20, 26 gauge \$7.90, 22-24 gauge, \$7.75, 18-20 gauge \$7.60, 16 gauge \$7.45, 14 gauge \$7.35. Following is the range of prices now prevailing in the market for black sheets:

	Per 100 lbs.	
10 gauge	\$6.90	\$.....
12 gauge	7.00	6.55
14 gauge	7.35	6.45
16 gauge	7.40	6.35
18-20 gauge	7.05	.....
22-24 gauge	7.15	.....
26 gauge	7.20	6.40
28 gauge	7.25	6.50
29 gauge	.....	6.60

Corrugated Sheets In Firm Market

Toronto.

CORRUGATED SHEETS.—There is a firmness in the market for corrugated sheets, manufacturers stating that present costs are not on a parity with the cost of raw materials. The demand is light, however, and this is operating to keep prices steady. With the development of a heavier demand there would in all probability be higher prices.

	Per 100 Sq. Feet	
	Galvanized	Painted
No. 28 gauge	\$ 6.50	\$ 5.50
No. 26 gauge	7.00	6.25
No. 24 gauge	11.00	8.50
No. 22 gauge	12.25	10.50
No. 20 gauge	15.50	13.00
No. 18 gauge	20.00	16.50

Iron And Steel Is In Waiting Condition

Toronto.

IRON AND STEEL.—There has been less demand for iron and steel during the week owing to the uncertainty in the market as to what the immediate future holds out with the United States in the war. Dealers assert that on the present buying basis from the mills that prices must go higher. Quotations are as follows:

	Per 100 lbs.	
Common bar iron	\$.....	\$ 4.25
Common bar steel	.....	4.50
Refined iron	.....	4.65
Angles, base	.....	5.00
Horseshoe iron	.....	4.50
Norway iron	7.50	9.00
Mild steel	.....	4.75
Tire steel	.....	4.75
Toe calk steel	.....	5.25

Sleigh shoe steel	.....	4.75
Band steel	.....	5.00
Spring steel	6.00	6.50
Mining tool steel	17.00	18.00
Sheet cast steel	26.00	35.00

Demand For Boiler Tubes Getting Heavier

Toronto.

BOILER TUBES.—With the coming of spring dealers in boiler tubes report the demand is developing. Prices are in a firm position, in sympathy with the American market, but locally there has been no change during the week.

	Per 100 Feet	
	Cold Drawn	Lapweld
1-inch	\$24.00	\$.....
1¼-inch	30.00	.....
1½-inch	32.00	25.00
1¾-inch	32.00	25.00
2-inch	35.00	26.00
2¼-inch	37.00	.....
2½-inch	44.00	33.00
3-inch	47.00	38.00
3¼-inch	.....	45.00
3½-inch	59.00	48.00
4-inch	74.00	60.00

Lead And Zinc Products Are Steady

Toronto.

LEAD AND ZINC PRODUCTS.—The demand for lead and zinc products continues to be fairly good with prices holding steady. As to what the ultimate effect of the entrance of the United States

WOOD SCREWS HAVE ADVANCED

The advance predicted by **HARDWARE AND METAL** for some time past, went into effect on Wednesday of this week. The discounts now in effect:

Flat head bright, 72½ per cent. off.
Round head, bright, 67½ per cent. off.
Flat head, brass, 37½ per cent. off.
Round head, brass, 32½ per cent. off.
Flat head, bronze, 27½ per cent. off.
Round head, bronze, 25 per cent. off.

into the war will be remains an open question. Dealers assert the time is too short as yet to know whether lead will be in still greater demand and so a necessary firmness in price.

Lead pipe, lb.	\$0 16	.....
Lead waste pipe, lb.	0 17	.....
Lead traps and bends	Plus 10%	.....
Lead wool, lb.	0 16	.....
Lead sheets, 3 lbs. sq. ft.	0 17	.....
Lead sheets, 3½ lbs. sq. ft.	0 17	.....
Lead sheets, 4 to 6 lbs. sq. ft.	0 16	.....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 37	.....
Solder, strictly, lb.	0 35	0 37
Solder, commercial, lb.	0 23	0 33½
Solder, wiping, lb.	0 33	.....
Solder, wire, lb.	.....	0 52
Zinc sheets, per lb.	0 33	.....

Old, Heavy Copper Shows More Weakness

Toronto.

OLD MATERIALS.—Further weakness developed in the market for some old materials and particularly with respect to old heavy copper where a decline of ½c. per pound was recorded in the price being paid by dealers. The factor that is causing a depression in this market is the cheaper price at which it is now

possible for the United States Government to obtain the ingot copper from the producers. The market for old materials is somewhat unsettled.

	Per lb.
Tea lead	\$ 0.06½
Heavy lead pipe	0.09½
Yellow brass	0 16
Red brass	0.21
Light brass	0.10
Heavy zinc	0.09½
Heavy copper	0.26½
Old cast iron, per ton	18.00
Stove plate, per ton	14.50
Old rubbers, boots & shoes.	0.08½
Over shoes, lumbermen's rubber boots	0.06½
Bicycle tires	0.02½
Auto tires	0.06

Metals Unchanged With Good Demand

Toronto.

PIG IRON.—The pig iron market continues very firm, and prices are still on the up-grade. The Steel Company of Canada have turned their No. 2 furnace at Hamilton over to basic pig iron, and have withdrawn prices on foundry iron. Victoria foundry iron is now being quoted at a nominal price of \$45 per ton, Toronto. The situation at Buffalo is very firm owing to the sold-up condition of the furnaces and very low stocks. Producers are quoting \$41 to \$42 furnace on No. 1 foundry iron.

INGOT METALS.—The metal markets this week are unchanged. There is a good demand, but some consumers are inclined to hold back awaiting developments. The decision of the U. S. Congress to take an active participation in the war did not affect metal prices, as was anticipated in some quarters. Locally business continues very good at unchanged prices.

COPPER.—Prices continue nominal and unchanged, but the market is unsettled, and there appears to be some doubt as to what may develop in regard to values. The recent low price for copper made to the U. S. Government by the producers has caused buyers to hesitate, and what will be the result on the price situation generally is difficult to determine. Local prices are unchanged at 39-40c.

TIN.—The market is very dull in New York, with very little business doing, due to the political situation. Prices advanced recently in London, but trading has been light for several days. Local price, 50c. per pound.

TIN.—Prices of tin locally are unchanged with quotations at 55-57c. lb.

SPELTER.—No change is noted in the situation locally. Prices still range from 13c. to 15c. lb.

LEAD.—There is no change in the lead situation. Lead is quoted locally at 12-13c. per pound.

ANTIMONY.—The market of late has shown signs of strength. Locally prices range from 35-36c. lb.

ALUMINUM.—The market is dull and prices unchanged at 68c. per pound.

LONDON MARKETS

LONDON, April 11.—A number of lines have been moved in the upward direction during the week, among which are washing machines and wringers, globe, angle and check valves, files, wire nails, oiled and annealed wire, stovepipe wire, fence staples, wrought iron pipe and turpentine. Business continues good in London and the surrounding district, although the rough weather slowed up the holiday trade. All prices are firm, with many lines scarce on account of slow factory deliveries and poor freight service. Wholesalers report collections good.

Wire Nails Up 25c

As announced in the reports in **HARDWARE AND METAL** last week that wire nails had advanced in other sections of the province, the higher price has been duly recorded in this district, wire nails now selling at \$5.20 base f.o.b. London. Cut nails remain unchanged at \$4.70 base.

O. and A. Wire Up

Oiled and annealed wire is one of the products that has shared in the recent general advance in wire products. The base price on O. and A. wire is now \$5.75 and the net price on No. 10 is now \$5.91 per 100 pounds; \$5.97 for No. 11, and \$6.05 for No. 12.

Stovepipe Wire Higher

Stovepipe wire has been moved higher in price, and is now selling at \$6.95 per 100 pounds for No. 18 and \$7.45 per 100 pounds for No. 19. Small lots are sold at 8c per pound.

Fence Staples Up 25c

New prices which now prevail on fence staples are as follows:—\$5.35 per 100 pounds for bright staples in 100-lb. kegs and \$5.60 per 100 pounds in 25-lb. boxes. Galvanized staples are quoted at \$6.20 in 100-lb. kegs and \$6.45 per 100 pounds in 25-lb. boxes.

Washing Machines And Wringers Up 5 Per Cent.

LONDON.
WASHING MACHINES, WRINGERS
—An advance of approximately 5 per cent. has been made effective in the price of washing machines and wringers during the week. The new discount on washing machines is 45 and 5 per cent. and on wringers 45 per cent. The new net selling prices on some of the lines of wringers are as follows:—One year plain bearing, \$46.64 per dozen; one-year ball bearing, \$50.49 per dozen; three-year ball bearing, \$56.82 per dozen; five-year ball bearing, \$63.14 per dozen.

Galvanized Hose Clamp Prices

Hose clamps will soon be in active demand for the spring and summer trade. Following are the prices at which they are now selling:— $\frac{1}{2}$ -inch, 27c per dozen; $\frac{3}{4}$ -inch, 27c per dozen; 1-inch, 60c per dozen; $1\frac{1}{4}$ -inch, 95c per dozen. Brass hose couplings, $\frac{1}{2}$ -inch, are selling at \$1.25 per dozen; $\frac{3}{4}$ -inch brass couplings are quoted at \$1.35 dozen.

Galvanized Fence Wire Steady

Prices of galvanized fence wire have held steady during the week. Barb wire is selling at \$4.65 per 100 pounds, No. 9 galvanized at \$4.25, No. 12 galvanized at \$4.45, No. 13 galvanized at \$4.55, and No. 9 coil spring at \$4.30 per 100 pounds.

Big Sale for Coasters

There is a big sale for auto coaster wagons this spring, the prices for which they are going to the retail trade being \$1.55 each for No. 00, \$2.90 each for No. 01, \$3.55 each for No. 1, \$3.85 for No. 2, \$4.30 for No. 3, \$4.80 for No. 4.

Poultry Netting Firm

There is a firmness in the market for poultry netting, although no price changes have taken place. Canadian netting is still being quoted at 30 and 10 per cent. off list, while Blue Ribbon poultry fence is quoted at 50 per cent. off list. Screen wire, painted, in 100-foot rolls, is selling at \$2.75 per 100 sq. feet, and in 50-foot rolls at \$2.80 per 100 sq. ft. Bronze screen wire is quoted at 14c per square foot.

Spades and Shovels May Advance

There is a firmness in the market for spades and shovels, which to some wholesalers points to higher prices in the near future. Jones & Bulldog firsts are still quoted at 35 and 10 per cent. off list; Burns seconds at 35 per cent. off list, and Olds and Fox fourth grade at 20 per cent. off list.

Binder Twine Prices Soon

While prices of Canadian manufacturers of binder twine had not been announced at the time of writing, it was confidently expected that they would be given out some time this week. Prices in Ontario for the International Harvester Company's twine has been fixed at 15 $\frac{1}{2}$ c per ft. for 500-foot length. Rope of all kinds holds in a firm position, pure Manila being quoted at 29 $\frac{1}{2}$ c base per pound; British Manila at 25c; New Zealand hemp at 25c, and sisal rope at 24c for base sizes.

Wrought Pipe Again Advances \$6 Per Ton

LONDON.

WROUGHT PIPE.—Following the two advances in pipe that were announced last week in **HARDWARE AND METAL**, a further advance has been made effective on April 10. The combined amount of the advance of the two previous increases amounted to \$10 per ton, while the increase that is now provided for amounts to approximately \$6 per ton.

In certain instances the list price has been increased, as in the case of the $\frac{1}{4}$ -inch butt weld, which is now \$8, as compared with \$6 formerly. In the case of the $\frac{3}{8}$ -inch butt weld the list has been changed from \$6 for heavy and \$7.50 for extra heavy to \$8.50 for heavy and \$8 for extra heavy. Cutting extras have been readjusted also. At the time of writing the net lists had not yet been issued. Further details are given in a panel elsewhere in this issue.

Step Ladders iHgher

An advance of 1c per foot has been made effective in the price of step ladders during the week. Shelf lock is now quoted at 15c per foot, as compared with 14c formerly, and Ontario at 20c per foot as compared with 19c formerly.

Wrought Nipples Up

An advance has been recorded in the price of wrought nipples, the new discount now being 50 per cent. off list.

Valves Advance 10 Per Cent.

The price of globe, angle and check valves has been advanced approximately 10 per cent. during the week, the new discount for the Jenkins pattern being 35 per cent. off list and for standard 35 per cent. off list.

Files Are Higher

As announced elsewhere in the market reports last week, the price of files has been increased through the changing of the discount. Globe are now quoted at 55 per cent. off list, and Black Diamond at 45 per cent. off list. The advance amounts to approximately 10 per cent.

Linseed Oil Firm

The market for linseed oil continued in a stationary position during the week. There has been very little improvement in the matter for getting flaxseed to Eastern crushers during the week and prices for the seed have been soaring in sympathy with wheat. Raw in 1 to 2-barrel lots is still quoted at \$1.40 per gallon and boiled at \$1.43. In 3 to 5-barrel lots the price for raw is \$1.39 and for boiled \$1.42, while in 6 to 9-barrel lots the price is \$1.37 for raw and \$1.40 for boiled.

Turpentine Advances 2c

Owing to the firmness in the primary market in the South an advance of 2c per gallon has been recorded in the price of turpentine. In single-barrel lots the price is now 75c per Imperial gallon, and in 2 to 4-barrel lots 72c per gallon. In 5-gallon lots the price is 82c per gallon.

White Lead in Oil Steady

Prices for white lead in oil have been stationary during the week, pure in ton lots being quoted at \$15 per 100 pounds, and in less than ton lots \$15.30 per 100 pounds.

WINNIPEG MARKETS

WINNIPEG, April 12.—Another week of activity is noted in the various markets and chief among the many lines shown below will be seen a further advance in the price of wire nails of 20 cents per 100 lbs. base. Other important changes to record are those applying to annealed wire and

bale ties, tinnern's wire, coil and logging chain, wrought iron pipe and buck saws. The revisions thus effected represent further advances in each case and no immediate signs are in evidence of possible reductions.

As a matter of fact, with our neighbors across the line now actively en-

gaged in war, it would not seem unlikely that prices will climb to still further heights before any relief can be looked for. The question of securing merchandise will certainly be a much more serious one than ever for Canada too and in six months time or less there will be any number of lines, which are "off the market," at least, temporarily.

Wire Nails Nearing Six-Dollar Mark

Winnipeg.

The price anticipated some months ago on wire nails has been reached and passed as the 20 cent advance this week will show. HARDWARE AND METAL predicted \$5.50 nails before May 1, and present quotations are \$5.60 per keg base at Winnipeg, and \$5.20 per keg base at Ft. William. No relief in the manufacturing end has been felt as yet and in another two or three weeks at the most, it would seem that many sizes will be sold out.

No further increase has been made in the recently advanced prices on wire staples, quotations for the bright being \$5.70 at Winnipeg and \$5.30 at Ft. William, per keg.

For the past two months, wrought pipe has been steadily climbing—not in big leaps but always upward and the revised prices shown below represent considerably higher figures than those prevailing the first of the year. The upward tendency shows no sign of abating and further high levels are likely to be established in the very near future. Quotations based on the latest advance, the second during the week are:—

Wrought Iron Pipe—Black— $\frac{1}{4}$ in., \$5.09 per 100 ft.; $\frac{3}{8}$ in., \$5.17 per 100 ft.; $\frac{1}{2}$ in., \$6.57 per 100 ft.; $\frac{3}{4}$ in., \$8.19 per 100 ft.; 1 in., \$12.10 per 100 ft.; $1\frac{1}{4}$ in., \$16.38 per 100 ft.; $1\frac{1}{2}$ in., \$19.57 per 100 ft.; 2 in., \$26.37 per 100 ft.

Galvanized— $\frac{1}{4}$ in., \$7.51 per 100 ft.; $\frac{3}{8}$ in., \$7.65 per 100 ft.; $\frac{1}{2}$ in., \$8.37 per 100 ft.; $\frac{3}{4}$ in., \$10.62 per 100 ft.; 1 in., \$15.66 per 100 ft.; $1\frac{1}{4}$ in., \$21.24 per 100 ft.; $1\frac{1}{2}$ in., \$25.38 per 100 ft.; 2 in., \$34.15 per 100 ft.

Coil And Logging Chain Go Higher

Winnipeg.

One of the biggest single advances made in any one line for some time is that recorded for the week in coil chain and logging chain. Prices on these lines have remained firm for some time past and the present sharp increase has not been entirely unexpected. Prices now ruling are:—

Coil Chain—3-16 in., \$11.75 per 100 lbs.; $\frac{1}{4}$ in., \$9; 5-16 in., \$8.10; $\frac{3}{8}$ in., \$7.25; 7-16 in., \$7; $\frac{1}{2}$ in., \$6.75; 9-16 in., \$6.75; $\frac{5}{8}$ in., \$6.65; $\frac{3}{4}$ in., \$6.50.

Logging Chain—5-16 in., \$9.75 per 100 lbs.; $\frac{3}{8}$ in., \$8.75.

All Wire Goods Show Further Advances

Winnipeg.

The latest increase in annealed wire, bale ties and tinnners' wire of 25c per 100 lbs. Establishes new high levels for each of these lines, present prices being about double those prevailing in pre-war times. The new schedule of prices is noted herewith.

Annealed Wire—0-9 Ga., \$6.45 per 100 lbs.; 10, \$6.50; 11, \$6.57; 12, \$6.65; 14, \$6.85; 15, \$7; 16, \$7.15.

Bale Ties—14 Ga. x $9\frac{1}{2}$ ft., \$6.80 Fort William, \$7.20 Winnipeg.

Bright Tinnners' Wire—0-9, \$6.65 per 100 lbs.; 10, \$6.71; 11, \$6.77; 12, \$6.85; 13, \$6.95; 14, \$7.05; 15, \$7.20; 16, \$7.35.

Buck Saws And Blades Move Still Higher

Winnipeg.

During the week new prices have been established on many lines of buck saws and blades. The advance for each brand of saw is 50c per dozen which results in the following net prices being reached: Buck Saws—Prince Rupert, \$9.75 doz.; Watch Spring, \$7.75 doz.; Maple Leaf, \$8.25 doz.; Happy Medium, \$7.50 doz.; Happy Medium Lance Tooth, \$8.25 doz.

Blades, Buck Saw—Maple Leaf, \$4.50 doz.; Happy Medium, \$4 doz.; Watch Spring, \$4 doz.; No. 1 Lance Tooth, \$5.25 doz.; No. 2 Lance Tooth, \$4.50 doz.

Many Miscellaneous Lines Advanced

Winnipeg.

In sympathy with other lines of cotton goods which have been advancing steadily during the past few months, new quotations at advance figures are in evidence on cotton waste which now sells for the Empire at 18c per lb., in full bales, and 19c per lb. in smaller quotations.

Cotton Pins Up

Spring cotters which formerly were quoted at a discount of 85 per cent., have been revised and best quotations are now made at the discount of 80 per cent.

Soldering Coppers Advance

The latest prices just issued on soldering coppers display the tendency with this class of goods which is ever upward. Present quotations now read as follows, per pound: 3 lbs. and over, 68c; $2\frac{1}{2}$ lbs. 69c; 2 lbs., 70c; $1\frac{1}{2}$ lbs., 71c; 1 lb., 74c.

Steel Clevises Advanced

Following the lead of the malleables in carriage and wagon hardware, latest quotations reveal an advance in steel clevises which are now selling for the Nos. 111, 222 and 333 at 15c per lb.

Oil and Turs Unchanged

Local conditions with regard to linseed oil and turpentine remain unchanged, the market holding firm at quotations prevailing for some weeks past. The high records established on wheat during the last week may influence flax to higher levels and with a possible shortage of flax existing, there may be a change in the price of linseed oil very shortly. The present price for raw is \$1.40 and boiled \$1.43 per gal. in bbl. lots.

Turpentine is selling at, per gal., 85c in bbl. lots, 88c in $\frac{1}{2}$ bbl. lots, and 90c in 5 gal. and 1 gal. lots.

File Discounts Changed

A change in the discount on files has been made during the week, the new discount being 50 per cent., representing an advance over former quotations.

Many Other Lines Up

Other lines of interest to the trade which have undergone revisions in price are listed below. Advances are represented in each new quotation shown below:

No. 900 Ware—Tea Spoons, \$3 gross; Dessert Spoons, \$5.75 gross; Table Spoons, \$6 gross; Dessert Forks, \$6.25 gross; Table Forks, \$6.50 gross.

Stebbins' Molasses Gates—No. 1, \$3.50 doz.; No. 2, \$4 doz.; No. 3, \$4.50 doz.; No. 4, \$5 doz.; No. 5, \$6 doz.

Wing Dividers—No. 50 x 6, \$3.85 doz.; No. 8, \$5.25 doz.; No. 10, \$7 doz.

Stove Pipe Wire—\$8.50 per 100 lbs.

Gold Medal Brown Glue—23c lb.

Automatic Drills, Yankee—No. 41, \$25.30 doz.; No. 44, \$27.50 doz.

Screwdrivers—No. 12, \$8.80 doz.; No. 30, \$26.40 doz.; No. 130, \$30.25 doz.



HEAVY GOVERNMENT ORDERS

The *Iron Age* this week says: Higher prices for pig iron and finished steel, greater scarcity of labor, and hence further wage advances, increased demand upon all steel and metal-working capacity to fill enormous orders of the Government—all are indicated by the developments of the first week of the war.

The steel trade, to begin with, has to deal with 300,000 tons of Government orders for navy and other shipyard work. As much more for like work will be placed later. That the prices arranged—2.90c for plates and 2.50c for bars and structural shapes—are less a hardship for the Steel Corporation than for any other manufacturer goes without saying. How this low-priced tonnage will now be distributed is yet to be worked out. The committee of manufacturers presumably will take account of the wide differences in costs in assigning Government steel, as for some smaller mills the prices named are perilously near the present cost line.



GASOLINE SALE SHOULD BE REGULATED

(Continued from page 30.)

the volatility of the article; which, as regards the less volatile grades, might be ascertained by a flash test, employing a specially designed apparatus.

When the most important application of petroleum was in domestic lighting, it was necessary to legislate to protect the consumer of coal oil, but the reverse is the case to-day, and the user of gasoline requires protection. The product should not contain too volatile constituents which make it dangerous in use, and entail loss in transportation, neither should it contain too great a percentage of difficulty volatile fractions which seriously affect its use in motor engines.

The report indicates the necessity for recognizing and defining the various types of gasoline, since internal combustion engines are employed under such widely varying conditions, and no guarantee of uniformity of character of gasoline is conveyed by the brand name under which it is sold in Canada. It points out that "cracking" gasoline and casing head gasoline are not necessarily objectionable as components of mixed gasoline; but the mixed article should be made to conform to definite and well understood specification and should be sold in such a way as to inform the buyer as to its character. In concluding the report, the chief analyst urges that gasoline should always be purchased to specification.

WEEKLY PAINT DEPARTMENT

Selling Paint from a Balcony

Making Use of Space That Was Otherwise Wasted —
Keeping Paint Line Constantly on Display —
Methods of Norwich, Ontario, Merchant.

THE average hardware store, with its multitude of lines of saleable goods, is very often seriously put to it in the matter of space, and as a result very often profitable lines are relegated to the background, and consequently lose a very fair proportion of their selling force.

It is usually the case that when a merchant is faced with a difficulty like this, that there is usually some way out of the difficulty.

The store of the Morgan Hardware Company, of Norwich, Ontario, is a large one, but carrying, as it does, a full line of stoves and a very considerable array of large machines and equipment for the farmers' trade, despite its size, space was very decidedly at a premium. The result was of course to crowd the paint department back into the very rear of the store.

The Selling Force of Displayed Goods

It is a peculiar thing how this is sometimes a line that gets pushed into the background when space becomes scarce. It is a mistaken idea, too, for a good deal of the selling force of paint is thus lost. Of course, there are a lot of thoughtful souls who go into a store with their minds firmly fixed on buying paint, and who will not be turned from that point no matter how dark and dim the suburb of the hardware store that houses the paint department. But it is equally true that there is a very considerable body of careless souls, who are caught by the moment's fancy, and who make up their minds to do some painting just because they happen to see a can of paint. Disguise the fact as you will, it is beyond disproof that a great many goods are actually sold merely because the eyes of a possible customer happen to light on them.

Making Use of the High Places

W. W. Morgan is not one of those who questions this fact. So his idea was to find some method whereby it would be possible to get this paint section moved out where the casual customer would be brought face to face with it without having to crowd other goods into the background. That meant some real thinking. But at last the idea was hit upon. One side of the store had been built up with drawers for sundries, after the proved custom. But the roof was very high, and

climbing up a ladder to get the commodity in the top drawers, was a little too much in the nature of an adventure to be often undertaken. The result was that goods that were called for frequently, no matter what their original position, had a way of gravitating down to the bottom few rows of drawers, and goods that were seldom called for soared upward to take their place. This system had a way of skying dead stock till it got so thoroughly dead that there was no hope of recovery. A poor system, thought Mr. Morgan, both because it tends to put slow selling stock where there is a natural tendency to let it stay, and because there is a lot of useful space practically wasted.

That is where the idea came in. An idea that has made an outstanding place for the paint department, and materially increased the capacity of the store without injuring any line. Even the dead lines from the top drawers had to get themselves sold or get out, so everything benefited by the change.

Putting a Balcony in a Store

The idea was to use this upper space, some seven feet from the roof for a paint department. Now you couldn't

very well be running up ladders after paint, so another scheme was devised. A platform was made running from the front to the back of the store. This platform was supported by steel supports brought through the side wall and suspended from the ceiling. The platform was probably two feet wide, plenty wide enough for all practical purposes and yet not wide enough to shadow the space behind the counter. There was little danger of this in any event, as the store is unusually high, and after providing for the paint section there is a clearance of eight or nine feet between the balcony and the floor. About half way down the store there is a stairway leading up to this platform. It leads right up over the end of one counter, as is shown in the illustration that accompanies this article. It is not an eyesore, it is not in the way, and it does not occupy any amount of space, and it gives easy access to these upper reaches without any perilous trip on a ladder.

Above this gallery, the old casing was torn out and shelving put in in its place. Shelving running the whole depth of the store. The whole of this section is given over to paint, probably three times the amount of room that was given to this department under the old arrangement.

An Ever Present Reminder

This article started with the statement that many goods were not sold simply because they were not brought to the attention of the potential customer. It is (Continued on page 50.)



Paint department in Morgan Hardware Co., Norwich, Ont.

Beautiful Homes require a High-Grade Paint

That is why Jamieson's Paint is a profitable line for you to handle. It has the quality that attracts the trade of those who want the best—and can afford the best. The High Standard of quality of Jamieson's Paints makes friends that are not easily turned away by the extravagant statements made for inferior brands.

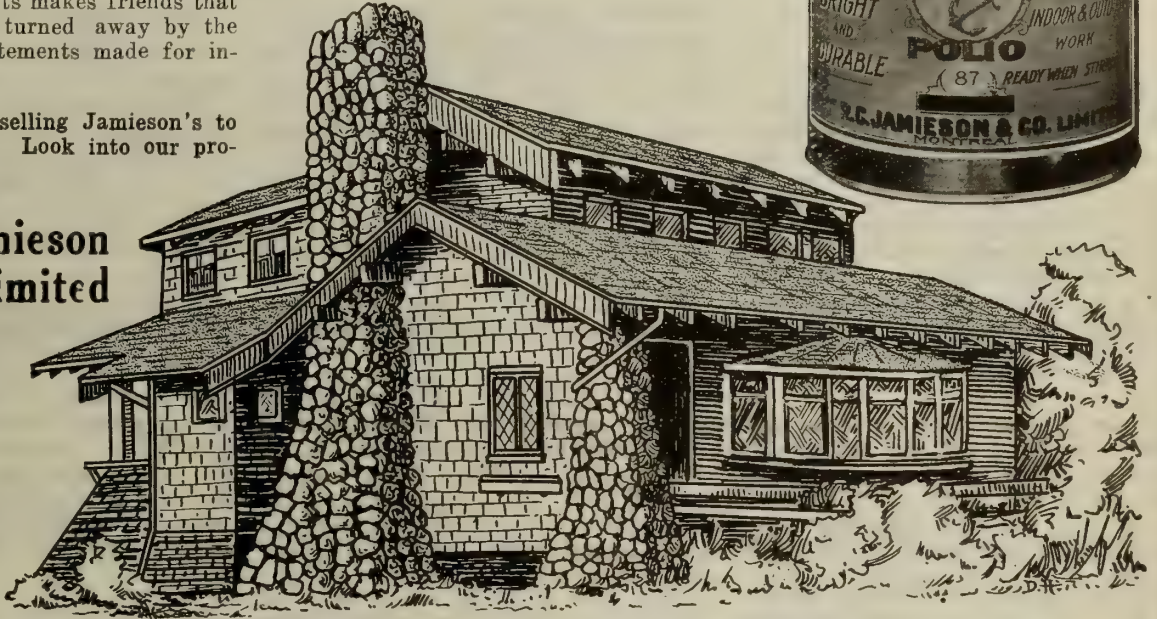
Build solid by selling Jamieson's to your customers. Look into our proposition.

**R. C. Jamieson
& Co., Limited**

Established 1858

**MONTREAL
CANADA**

Owning and operating P.D. Dods
& Co., Limited



MOORE'S

House Colors

Give Big Value to Customers—Big Profit to Dealers and Make fast friends everywhere.

LOOK INTO OUR PROPOSITION NOW.

Benjamin Moore & Co., Limited
WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 12.—With an additional firmness to the outlook in the market for linseed oil, due to the strength of the market for flaxseed, and added strength also to the turpentine market in the primary sources, the general tendencies of the paint situation are all towards strength of market. No product, no raw material used in the industry, is in easier market this week, and the atmosphere of uncertainty, due to the United States declaration of war on the Central Powers, helps to maintain firmness. It was even ventured as an opinion on the markets that mixed paints have not seen the highest prices yet, and if raw materials advance still steadily there may be further advances. For the present, however, demand is brisk, and the market outlook is towards a spring and summer of activity. Shellac has shown a 25c advance per gallon this week, and the market for glass is not any easier in tone than during the past few weeks; in fact, trending to firmer prices owing to manufacturing difficulties in the sources of supply.

Good Demand And Firm Paint Outlook

Montreal.

MIXED PAINTS.—Only activity of business falls to be recorded as regards mixed paints for the present week. Following the recent advances, the demand for ready-mixed paints has been maintained well, and opening of navigation will find considerable shipments of paints going out from the factories to points accessible by water routes. Demand for paints promises to be brisk during the painting months, and farm demand may prove to be exceptionally heavy this year. As regards possible advances over and above present prices, the market is not free from opinions that there may be even firmer prices coming, for raw materials are still showing no downward tendencies of price. The rumored tremendous shortage of tin cans and materials for making them in the United States (a rumor involving even billions of cans) may have an effect on this line of business if founded on commercial facts.

Linseed Oil Shows Further Firmness

Montreal.

LINSEED OIL.—Although there had been some improvement in the arrivals of flaxseed from the North-West into Montreal, and this had very slightly affected the market tendency towards an

apparently easier tone, the great market factors have this week shown their bearing upon the situation to the exclusion of the merely temporary factors, and the result is a very strong and firm tone to linseed oil in its primary market. Flaxseed was never higher in history than it has been within the past week. No less than \$2.85 a bushel was quoted in the North-West. There were variations shading a little downward following that high record, but the tendency was still, and is still, extremely firm. It is unlikely that linseed oil will find an easier market tone for a considerable time, and further firmness would not be at all contrary to present indications. As regards the market for the sale of linseed oil to retailers there are differences both as to prices asked and the willingness of firms to enter the market to sell linseed oil. Some firms are still reluctant to part with even a one-barrel lot of linseed oil. Others are ready to oblige old customers with small quantities at from \$1.47 for raw to \$1.50 for boiled, per Imperial gallon. The figures \$1.40 for raw and \$1.43 for boiled, were also quoted for one-barrel lots, and represent the average run of quotations, but still lower figures were quoted by one large firm, and this firm was further willing to quote up to ten-barrel lots. The prices mentioned by this one firm were for one-barrel lots and up to four barrels, \$1.30 for raw and \$1.32½, per Imperial gallon, for boiled linseed oil. For from four to nine barrels the same firm quoted \$1.29 for raw, and \$1.31½c, per Imperial gallon, for boiled.

Firmer Tone To Turpentine Noted

Montreal.

TURPENTINE.—Firmness in the primary market, and great uncertainty as to deliveries into Montreal by rail have caused a considerable new strength of tone to the turpentine market locally, and though quotations were still being made for small lots on the same basis as prevailed last week, there was a reluctance on the part of some large concerns to part with turpentine. The lowest quotations found were by one concern, which was quoting 74c per Imperial gallon for turpentine in one-barrel lots, and 73c per Imperial gallon for five-barrel lots. Beyond five-barrel lots this firm was not in the market, but several other concerns were not willing to sell more than a barrel or so at a time to customers in need of supplies, and quotations ran from 77c to 80c per Imperial gallon. Good supplies were reported in some quarters, but in others the tendency to conserve turpentine was noted more markedly.

No Alterations In White Lead In Oil

Montreal.

WHITE LEAD IN OIL.—There has been no alteration in the quotations for white lead in oil this week as compared with last week's figures, but still the market shows the strength due to the present commercial conditions affecting the metal and the oil. While linseed oil is as high as it is at present, and until the market for lead shows decidedly easier tendencies likely to last, there can hardly be any reduction in the cost of this commodity dependent as it is on both the markets mentioned, and with the additional factor of container costs to consider. Quotations per 100 pounds for one-ton lots are put at \$14.80, as before, with the \$15.10 price per 100 for less than ton lots, and bookings receivable for this material at these figures up to May 15.

Putty Prices Are Steady And Firm

Montreal.

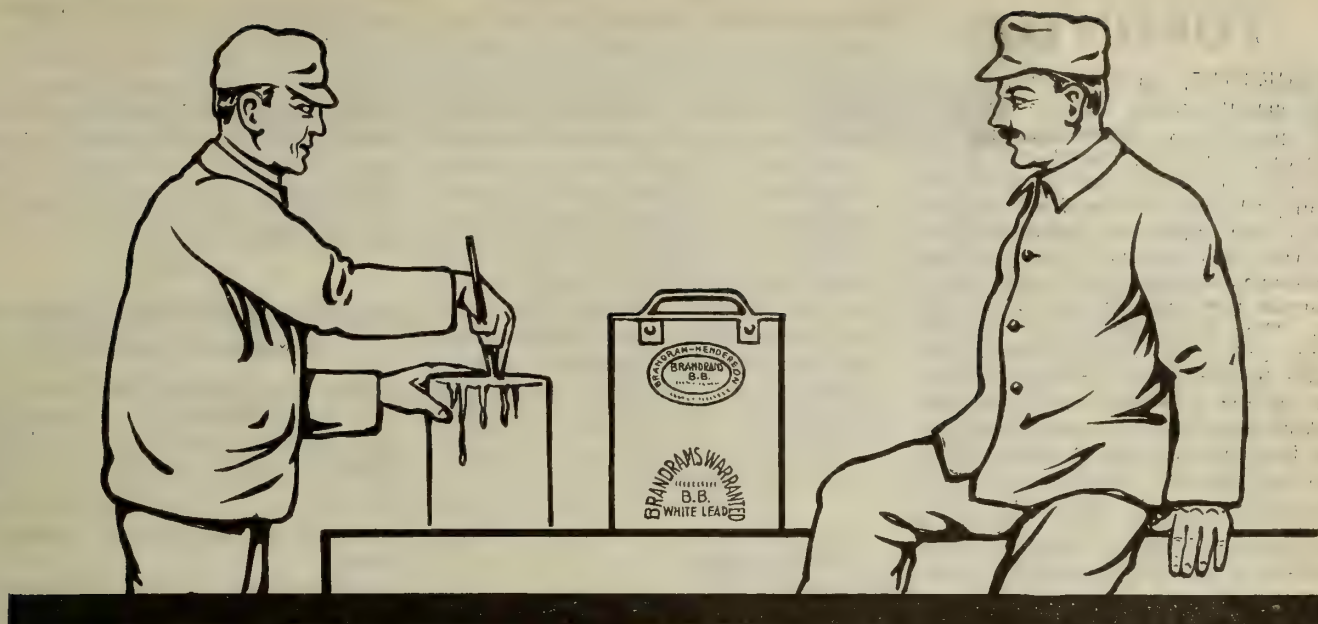
PUTTY.—Whiting is in firmer market, and also linseed oil; therefore, putty shows no symptoms of price reduction, but rather the reverse. Nevertheless, the market for putty, which advanced only recently, is unchanged for the time being from previously quoted figures. The price for standard putty in Montreal is \$3.85 per 100 pounds for bulk in barrels, and for pure putty \$4.85 per hundred. Demand is good for putty at present.

Shellac Advances By 25c Gallon

Montreal.

SHELLAC.—There have been further firming tendencies in the market for shellac during the past week, and a 25c advance per gallon is recorded this week. This material and the spirit in which it is held are both in tremendously strong markets. Very little shellac can be expected from India for a good while owing to the conditions affecting marine transportation, and the munition demand for the spirit keeps this market high beyond all ordinary records. Prices for pure shellac in Montreal this week are for orange, per gallon, \$3.50-\$3.75, and for pure white, per gallon, \$3.75 to \$4. As showing the tendencies of the market it may be noted that this week there was offered to one large firm a small quantity of shellac gum at 54c a pound. Formerly this gum was priced at around 38c.

(Continued on page 50.)



EXPERTS Name It the Standard

Because experience has taught them that in it they find in the highest degree all those qualities which have won for white lead the foremost place as the most durable and all-round satisfactory paint base science has produced.

BRANDRAM'S GENUINE B.B. WHITE LEAD

is corroded by a process which ensures unequalled uniformity and purity. There is not the slightest degree of crystallization in the exceedingly fine and formless grains, and it is absolutely pure, guaranteeing faultless brilliancy.

Undoubtedly, this is the white lead for you to sell. Write for current quotations.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

If interested, tear out this page and keep with letters to be answered.

TORONTO

TORONTO, April 12.—Some paint manufacturers report the prospects for spring business continue to be very promising, and that if present indications are borne out the trade will be fully 50 per cent. ahead of last year. One of the significant indications that the paint has started to go into consumption is the fact that already manufacturers have received some sorting orders. This is asserted to be early for sorting orders, the demand coming principally for the central and southern sections of the province, where favorable weather conditions have been prevailing. The demand this year is apparently a household demand, painters and decorators not being called into service nearly as much as in times past. Arrivals of flaxseed were not heavy during the week, and with a firm and advancing market for the seeding there was a disposition to quote slightly higher prices in some quarters. Turpentine was in a firm market and advanced during the week.

Arrivals of Flaxseed Very Limited in Week

Toronto.

LINSEED OIL.—Although the range of quotations remain unchanged for linseed oil during the week, there was a disposition on the part of certain dealers to quote slightly higher who came within the range last week. These dealers, while quoting slightly below the highest range of last week, are now on a par with the highest quotations. The supplies of flaxseed that reached Ontario points during the week was very limited, railways from the West apparently having difficulty in getting commodities moved. In other lines of food products there was a limitation of the amount of products that the railways would accept for Eastern points, and flaxseed has felt the effects of this tightening of the transportation lines. So far as the price of flaxseed goes there is every reason for a firmness in the market for oil, as the net upward trend amounted to 7½c for cash flaxseed. At one point during the week it was 11¼c per bushel higher than the closing quotation on Wednesday of last week. The higher prices were caused through the generally firm and upward tendency in all grains. Receipts of flaxseed at Winnipeg were rather light during the week. Demand for oil cake is becoming lighter, while the demand for oil in some quarters is reported to be more active.

	Raw. Per gal.	Boiled. Per gal.
1 to 2 bbls....	\$1.30-1.40	\$1.32½-1.43
3 to 5 bbls.	1.29-1.39	1.31½-1.42
6 to 9 bbls.	1.28-1.38	1.30½-1.41

Turpentine Advances 2c Per Gallon In Week

Toronto.

TURPENTINE.—Following the firmness in the primary market for turpentine, where an advance of 2½c per gal-

lon was recorded during the week, turpentine in the local market was moved to higher levels, and is now quoted 2c per gallon above the quotations of last week. In single-barrel lots it is now quoted at 75c per gallon, and in two to four-barrel lots at 74c. In 5-gallon lots the price is 82c per gallon. Dealers report that there has been a fairly heavy demand for turpentine during the week. One of the factors that is making for a firmer tendency in the South is the inadequacy of the labor supply. Negroes of the South are reported to be moving north in large numbers, and this is causing a scarcity of the supply. For this reason it is thought probable that the production might not be equal to what it was at first anticipated the crop might be. Following are the quotations:

	Per Imp. gal.
1 barrel lots	\$0.75
2 to 4 barrels	0.74
5-gallon lots	0.82

Evidences of Good Painting Season Continue

Toronto.

MIXED PAINTS.—Manufacturers assert that everything continues to point to a good painting season. One firm in particular states that if present indications are borne out, the increase this season will be fully 50 per cent. over that of last year. There is a continued evidence that paint is already going into consumption from the fact that sorting orders are continuing to reach manufacturers. This sorting business has started earlier than it has for some seasons past. The demand is coming from the central and southern portions of the province, where favorable weather conditions have made it possible to do some painting. The trade this year is expected to be largely one for the household, as there is very little building of residences going on, and painters and decorators are, therefore, not taking very large quantities.

Putty And Glass In Steady Market

Toronto.

PUTTY AND GLASS.—There was a steadiness in the market for putty and glass during the week. Prices remained unchanged and demand is only fair. Putty continues to be quoted at the advance recorded two weeks ago, which makes the selling price now \$3.65 per 100 pounds bulk in casks for standard and \$1 higher for pure putty. While glass is being quoted at 10 per cent. off list by one concern, the discount is more generally 15 per cent. The situation with respect to future supplies of glass has shown no improvement.

White Lead In Oil Quotations Unchanged

Toronto.

WHITE LEAD IN OIL.—Demand for white lead in oil continues light, and for this reason the price has held in a sta-

tionary condition during the week. From the condition of pig lead in the primary market there was indications that the market for that commodity was slightly easier, being quoted for the cash article around \$9.50 per 100 pounds, as compared with \$9.75 for the previous week. White lead in oil is quoted at \$15 per 100 pounds in ton lots and \$15.30 in less than ton lots.



SELLING PAINT FROM A BALCONY

(Continued from page 46.)

safe to say, however, that there is not a customer entering the Morgan Hardware Company store who does not think of paint. There it is right before you as you enter. There it is just above you as you stand at the corner, an ever-present reminder of the manifest virtues of paint.

Unquestionably, says Mr. Morgan, it has meant considerably increased sales. People see it and often buy. Even if they don't want paint at the moment, the rather unusual appearance of the thing is apt to stick in their mind, and when they do need paint they are more than likely to think of us again. In that way it has unquestionably helped business.

If a customer is interested in paint the clerk can, if the customer so desires, take him up and let him look over a remarkably complete stock, displayed in a way to bring out all of its advantages. The ample proportions of the department enables it to be used both for display and storage, thus getting the maximum advantage out of the goods carried.

There was some little expense connected with the erection of this gallery, as steel bolts had to be placed through the wall, and this took a good deal of time. The expense, however, it was felt, was thoroughly justified by the advantages gained. The better display, and beside that the extra room that was available for other things was of very great advantage.

Uses Circulars to Back Display

Despite the fact that this extra display has proved an unusually effective selling factor, Mr. Morgan has not been contented to let things go at that. It has been the custom of the store for some years back to advertise in the newspapers and to send out circulars every six months calling attention to some of the specialty lines handled by the store and laying some special emphasis on paint. These circulars are sent out at the seasons when painting is the order of the day and have been the means of attracting a very considerable amount of trade. Mr. Morgan has never done anything in the nature of a personal canvass among the farmers of his district, having found that the circular seemed to be an effective method of getting after this trade.

Having the right class of goods and keeping them attractively displayed is, Mr. Morgan thinks, the best method of securing for a store a satisfactory and continuous custom.



Steel Grip Rubber Set Paint and Varnish Brushes

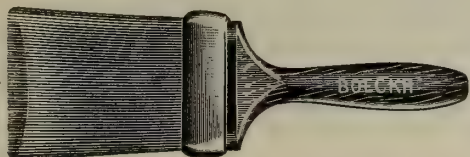
Security and Convenience

The Security of Boeckh's "Steel Grip" Rubber Set Brushes lies in the feature that they cannot and will not shed the Bristles.

The compressed Nickel Ferrules and the "Steel Grip" Process give added protection to the bristles, which are firmly gripped in the best Vulcanized Rubber—guaranteeing security and long, satisfactory wear.

The Bristles lay smoothly together and work to a perfect and even edge, which spreads the paint easily—this feature not being possible in the ordinary style of Brushes.

Guaranteed for use in any liquid used in the manufacture of Paint or Varnish.



The Boeckh Bros. Company, Ltd.
Toronto Canada



The Painter Knows

when he sees a can bearing Berry Brothers' label that the contents are absolutely reliable and true to description.

Selling arguments are seldom necessary in handling Berry Brothers' products. Since 1858 they have been establishing a reputation for quality and uniformity, so that even the smallest consumers have learned that "if it's Berry's it's right."

Write for descriptive price list and interesting dealers proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858
Walkerville, Ontario

(477)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok-or 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion". Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire Smokeless—303 Winchester, \$32.75 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½, \$3.80; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$3.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80.

Shot, standard, 100 lbs. Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16....	\$ 6.00	12/16....	\$ 7.00
4/16....	5.00	13/16....	8.25
5/16....	5.00	14/16....	8.25
6/16....	5.00	15/16....	9.50
7/16....	5.00	16/16....	9.50
8/16....	5.00	18/16....	9.50
9/16....	6.00	20/16....	14.00
10/16....	6.00	24/16....	16.00
11/16....	7.00		

Discounts from Standard List prices:
Common, 65%.

Ford's Auger Bits, 30 and 10%.

Gilmour Auger Bits, 60%.

Rockford Auger Bits, 50 and 10%.

F.O.B. Toronto, Montreal, London and Hamilton.

List Prices Per Dozen.

3/16....	\$ 4.50	12/16....	\$ 7.00
4/16....	4.00	13/16....	8.00
5/16....	4.00	14/16....	8.00
6/16....	4.00	15/16....	9.00
7/16....	4.50	16/16....	9.00
8/16....	5.00	18/16....	10.50
9/16....	5.50	20/16....	12.00
10/16....	6.00	24/16....	15.00
11/16....	7.00		

Discount from above list 33 1-3 per cent, on Irwin Auger Bit.

AXES

Single Bit, doz.....	8 50	11 00
Double Bit	14 00	16 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz.....	10 00	
No. 3, doz.....	10 80	
No. 4, doz.....	11 60	
No. 5, doz.....	13 20	

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised

List of Feb. 14, 1907.

Extra Quality, 20, 5%.

Standard Quality, 40%.

Side Lace Leather, lb..\$1.35-\$1.45

Cut Lace Leather, lb..\$1.50-\$1.65

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in.

dia. and smaller, 20%.

Carriage Bolts (\$1), list, 7-16 in.,

5%.

Machine Bolts, ¾ in. dia. and

smaller, 20%.

Machine Bolts, 7-16 in. dia. and

larger, 10%.

Sleigh Shoe Bolts, ¾ in. dia. and

smaller, 10%.

Sleigh Shoe Bolts, 7-16 in. dia.

and larger, 5%.

Coach and Lag Screws, 30%.

Skein Bolts, 10%.

Square Head Blank Bolts, 10%.

Bolt Ends, 10%.

Plow Bolts, 10%.

Elevator Bolts, 15%.

Fancy Head Bolts, 10%.

Shaft Bolts (\$3 list), 10%.

Step Bolts, large head (\$3) list,

10%.

Whiffletree Bolts, 10%.

Nuts, square, net list.

Nuts, hexagon, net list.

Stove Rods, per lb., 9¼c.

Stove Bolts, 55%.

Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London

and Hamilton.

BORAX

Lump Crystal Borax, lb.12¼-12½

BRASS Per lb.

Spring, sheets, 8 in. wide,

up to 20 gauge

Rods, base ½ to 1 in. round 0 55

Tubing, seamless base 0 57

Tubing, iron pipe size, 1 in.

base

Copper I.P.S. 0 58

BARS (Clothes)

3 sections, 4 ft., doz. 5 00

3 sections, 5 ft., doz. 6 30

3 sections, 6 ft., doz. 7 50

BOILERS (Range)

30-gal. Standard

30-gal. extra heavy

BOARDS, BAKE Per doz.

No. 1—18 in.x24 in..... 7 00

No. 2—18 in.x28 in..... 7 60

No. 3—20 in.x30 in..... 8 00

BOARDS (Ironing)

Size 12x60 ins., doz..... 8 00

Size 14x60 ins..... 9 00

Folding, 14x58 ins., doz... 18 00

Cork covered, doz. 24 00

BOARDS (Sleeve)

Basswood, stationary, doz. 2 25

Folding, per doz. 3 60

BOARDS, STOVE

See list under Wares.

Tin

BOARDS (Wash) Plate Zinc

PonyDozen \$1 75

Crown 5 55

Dnady 3 75

Improved Globe 2 65 3 85

Standard Globe 2 75 3 95

Original Globe 3 00 4 25

Newmarket King 4 25

Diam'd King (Glass) 4 50

Western King (Enamel)... 4 75

Wood, double faced. 1 70

Subject to small discounts for

quantities.

BUTTS

Wrought Steel:—

No. 84017½%

No. 80015%

No. 83817½%

No. 80817½%

No. 80420 and 10%

Nos. 802, 842, 84425%

Nos. 810 and 81412½%

Nos. 820 and 91025%

F.O.B. Toronto, Montreal, Lon-

don, Hamilton.

Chicago Spring Butts—

Chicago Spring Hinges, 10%.

Triplex Spring Hinges, 40%.

Chicago Mortise Floor (5000), 40%

Chicago Relax Floor (6000), 45,

7½%.

Chicago Premier (4000), 25%.

Chicago Ajax (3000), 25%.

Chicago Fire Station, List.

Lavatory Door Hinges, 20, 10,

7½%.

Chicago Screen Door (2000), 50%.

Chicago Screen Door (3000), 25,

5%.

Non-Hold Back Screen Door

Steel, 40, 20%.

F.O.B. Chicago.

CANS

For discount on milk and

cream cans, etc., see list under

head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—¾

in., \$14.70 per 100 lbs.; 3-16 in.,

\$10.20; ¼ in., \$7.80; 5-16 in.,

\$6.90; ¾ in., \$6; 7-16 in., \$7.65;

½ in., \$7.45; ¾ in., \$7.25; ¾ in.,

\$7.15; ¾ in., \$7; 1 in., \$6.85.

B.B. chain is priced as fol-

lows: ¾ in., \$13; 5-16 in., \$11.10;

¾ in., \$10.30; 7-16 in., \$10.05; ½

in., \$9.85; ¾ in., \$9.65; ¾ in.,

\$9.50; ¾ in., \$9.35; 1 in., \$9.20.

Fire Welded—7-16 in., \$6; ½

in., \$6; ¾ in., \$6; ¾ in., \$6.

B.B. Crane Chain—¼ in., \$9

per 100 lbs.; 5-16 in., \$8; ¾ in.,

\$7.20; 7-16 in., \$7.20; ½ in., \$7.20;

¾ in., \$7.20; ¾ in., \$7.20; cow

ties, 15%; trace chains, 15%; dog

chains, 35%; halter chains, 35%;

tie-out chains, 60 and 5%.

CHURNS

List prices hand churns:—No.

0, \$9; No. 1, \$9; No. 2, \$10; No.

3, \$11; No. 4, \$13; No. 5, \$16.

List prices power churns:—No.

0, \$11; No. 1, \$11; No. 2, \$12;

No. 3, \$12; No. 4, \$17; No. 5, \$20.

Discount of 30% f.o.b. Toronto.

Hamilton, Fergus, London, St.

Marys.

Discount of 27½% f.o.b. Mont

real, Ottawa, Kingston.

St. John, N.B., 25%, out of

stock

CHOPPERS. FOOD

Universal (doz.)— London

No. 0 \$14 40 \$13 80

1 17 40 16 80

2 20 40 19 80

3 25 80 24 60

CLOTHES LINE (Galvanized)

No. Per M. ft.

17, 7-strand, 100-ft. lengths..\$6.40

17, 7-strand, 50-ft. lengths.. 6.60

18, 6-strand, 100-ft. lengths.. 4.95

18, 6-strand, 50-ft. lengths.. 5.15

19, 6-strand, 100-ft. lengths.. 4.35

19, 6-strand, 50-ft. lengths.. 4.60

COPPER

Montreal Toronto

Casting ingot, see weekly report

Bars, ½ to 2 in..... 55 00 53 00

Plain sheets, 14 oz.,

14x28 in., 14x60 in. 55 00 53 50

Copper sheet, tinned,

14x60, 14 oz. 60 00 54 25

Copper sheet, plan-

ished, 14x60 base. 64 00 60 00

Braziers' in sheets,

6x4 base 55 00 52 00

COMBS

Curry combs, list, plus 25%.

CORD (SASH)

No. 6, lb. 0 48½

No. 7, lb. 0 45½

Nos. 8, 9, 10, 12 0 45

CANADA PLATES

Prices nominal.

Montreal Toronto

Ordinary, 52 sheets.. 8 25 7 90



Advertising that Creates Business

These are a few of the advertisements we are publishing in daily newspapers, magazines and farm periodicals. They will not sell a dollar's worth of cement directly. But indirectly they are destined to create thousands of dollars' worth of new cement business. Because they are swaying

public opinion in favor of the various uses of cement.

If you are interested — as every cement dealer surely must be—write for a set of proofs showing the full series of these wonderful advertisements. We will gladly send them to you; also all our interesting literature, if you care to read it.

CANADA CEMENT COMPANY

3 Herald Building

Limited
Montreal

RAMSAY'S VARNISH STAIN

In
Business
75
Years



In
Business
75
Years

TWO THINGS YOU WANT!

Profits and Satisfied Customers. Both are yours if you handle RAMSAY'S VARNISH STAINS.
Don't hesitate. Time is Money.

A. Ramsay & Son Co., Montreal Branches, Toronto and Vancouver

If interested, tear out this page and keep with letters to be answered.

GRINDSTONES	Per 100 lbs.
Over 40 lbs. and 2 in. thick	2 15
Under 40 lbs. 1 in. ...	2 45
Mounted No. 115, each....	7 00
Bi-Treadle, each	6 75

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in. \$	7 75
Russet rope shank, 1 1/4 in.	9 25
Black rope shank, 1 in. ...	8 00
Black rope shank, 1 1/4 in. ...	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1 1/4 in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1 1/4 in.	16 25

HALTERS (SISAL)

7-16 in. gross(\$21.60; 9-16 in., \$22.50.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt... 11 00
Masons, 5 lbs. and over, per cwt. 13 00
Napping, up to 2 lbs. 0 13 1/4

HANDLES (WOOD)

Net
Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	8 05
Atlas, No. 2	8 50
Stearns, 4 in.	6 70
Stearns, 5 in.	9 25
Perfect, No. 1	10 45
Perfect, No. 1 1/2	12 00
Perfect, No. 2	10 00
Storm King and safe-ty hangers, doz.	7 00
Steel track, 1 1/4 in.	7 00-8 50

HEATERS (OIL)

No. 520 (120), each.....	\$3 85
No. 525 (125), each.....	3 80
No. 530 (130), each.....	4 25
No. 560 (160), each.....	6 55
No. 620 (230), each.....	5 65
No. 660 (260), each.....	7 95

HINGES, TEE AND STRAP

	List Prices.	
Heavy	Strap	Tee
4-inch	\$3 00	\$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60

8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch .....	.....	14 40

Subject to discount of 20 and 10% off list.

	Light.	Strap.	Tee.
3 in., doz. prs...	1 00	1 00	1 00
4 in., doz. prs...	1 20	1 10	1 10
5 in., doz. prs...	1 40	1 30	1 30
6 in., doz. prs...	1 70	1 50	1 50
8 in., doz. prs...	2 50	1 80	1 80
10 in., doz. prs...	3 50	2 40	2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.. 7 25
Over 14 in., per 100 lbs.... 6 75

Extra hooks for above, 1/4 in., per lb. 7 1/4

Extra hooks for above, 1/2 in., per lb. 7

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	English	Canadian	Fox
No. 2, per doz.	2 40	3 25	3 25
No. 3, per doz.	2 50	3 70	3 70
No. 4, per doz.	2 60	4 00	4 00
No. 5, per doz.	2 80	.....	.....
Little Giant	4 40	.....	.....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.90; No. 1 and smaller, \$5.15; show pattern, No. 2 and larger, \$5.15; No. 1 and smaller, \$5.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$5.35; No. 1 and smaller, \$5.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$6.75; special countersunk steel, all sizes, 0-4, \$7.25; toe weight steel shoes, all sizes, No. 1 to 4, \$7.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$2; No. 2 and larger, \$1.90; "Sharp" No. 2 and larger, \$2.10; "Sharp" No. 1 and smaller, \$2. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, 1/2 in., ft.	0 12
Corrugated, 3/4 in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots 17 50 |

72x30, 26 gauge, case lots. 18 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set 1 25 || Mrs. Potts, No. 50, nickel-plated, per set | 1 35 |
Mrs. Potts, handles, japan- ned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs.	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated, 5	5 50
Princess Electric, each ...	3 20
Canadian Beaty Electric
Irons, each	3 38
Gasoline Sad Irons each...	3 75

LADDERS, ETC.

(Step Ladders)	Per ft.
Shelf-lock	15c ft.
Ontario	20c ft.
Faultless	23c ft.
Mechanic	29c ft.
Hercules	26c ft.
Perfect	25c ft.
Faultless, extra heavy....	28c ft.
Hercules, extra heavy....	31c ft.
Mechanic, extra heavy ...	34c ft.
B.T. Standard	19c ft.
B.T. Economy	15c ft.
B.T. Iron Bound, 4-8 ft...	27c ft.
B.T. Iron Bound, 16 ft., ..	42c ft.
B.T. Iron Bound, 18 and 20 ft.	50c ft.
Crescent	18c ft.
Household	14c ft.
Standard	21c ft.
Electrician	26c ft.
Heavy duty	47c ft.
Extension	25c ft.
Common and Roped Extension	.....
Up to 32 ft.	18c ft.
34 to 44 ft.	20c ft.
46 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 22 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	14c ft.
18 ft. to 22 ft.	15c ft.
Chair ladders, each	2 00

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	8 50
Jumbo, doz.	10 00
Jap'd Dash, doz.	11 25
Search Dash, doz.	11 75
Searchlight, No. 20, doz...	19 50
All brass	24 75
Little Bobs	1 75 2 35
Copper, well japanned, doz.	14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast .....	.....	0 75
Cold blast, short ruby 2	95	3 00
Cold blast, common ruby	2 75	2 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 55
Steel Thumb, No. 3, per doz.	2 10
Steel Thumb, No. 4, per doz.	3 70
Barn Door, No. 5, per doz.	2 10
Barn Door, No. 9, per doz.	3 20

LEAD

Pig. see weekly Mont'l Tor'to report. Lb.

Lead wool	0 16	0 15
Sheets, 3 and 3 1/2 lbs. sq. ft.	0 17	0 15 1/4

Sheets, 4-6 lbs. sq. ft. 0 16 0 15 1/4

Cut sheets, 3/4 lb. extra.

Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowsell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00

Momentum	16 50
New Century, style A.	16 50
New Century, style B.	18 00
Playtime, engine drive....	19 50
Ideal Power	28 00
Seaford, electric	102 00
Seaford, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-A-Li	18 00
Blue Bell, without stand..	16 50
Puritan Water Motor Wash-er, complete	28 00

Hydro, One Tub, engine drive 45 50 |

L w pressure water motor washer, each 30 00 |

Connor ball-bearing, with rack 18 50 |

I X L 18 50 |

Gem 16 50 |

Winner, plain 13 50 |

Connor Improved 9 00 |

Jubilee 8 50 |

Canada First 19 00 |

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A. 8 50 |

B.T. Bonnie, style B. 9 00 |

B.T. Ideal 13 50 |

B.T. Ideal Power 15 00 |

B.T. Ideal Water Motor... 25 40 |

B.T. Cyclone 12 50 |

B.T. Vollmar, No. 2 13 00 |

B.T. Vollmar, No. 3 14 00 |

Forest City, engine-driven. 40 00 |

Forest City, electric 32 00 |

Discount on B.T. Goods 45%. F.O.B. London, Ont. On shipments of three or more washers, freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

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Discount on B.T. Goods 45%.



What the S-W Trade Mark Stands For

The S-W Trade Mark stands for fifty years of manufacturing products of Quality and Dependability. It marks the best advertised paints in the world.

It is a guarantee of "Full Value" and has the confidence of a multitude of consumers and dealers in every country.

It marks the store of the most successful paint dealer in every town and city because it lends prestige to every line he sells.

It means a service that helps to sell an ever-increasing quantity of paint each year.

It is backed by the largest organization of its kind in the British Empire.

Can you afford not to sell the World's Best Known Paints and Finishes?

Ask us to tell you more about the S-W Trade-Mark and what it means to you.

THE SHERWIN-WILLIAMS Co.

of Canada, Limited

PAINT, VARNISH, & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S.

Head Office - Montreal

NAILS (HORSE)

C Brand.		
Size.	C Brand.	Per box of 25 lbs.
No. 3		\$19 25
No. 4		9 25
No. 4½		8 00
No. 5		4 25
No. 6		4 00
No. 7		3 75
No. 8		3 75
No. 9		3 50
No. 10		2 50
No. 11		3 50
No. 12		3 50

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

London, Hamilton, Montreal, Toronto.

Roofing nails, American, large head, keg, \$7.95.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.		
12 inch...	\$1.80	48 inch...\$ 6.20
18 inch...	2.65	60 inch... 7.70
24 inch...	3.40	72 inch... 9.20
30 inch...	4.00	84 inch... 10.50
36 inch...	4.75	96 inch... 12.00
42 inch...	5.50	

1½ inch mesh and 19 ga. wire.		
12 inch...	\$3.50	42 inch...\$10.50
18 inch...	5.00	48 inch... 12.00
24 inch...	6.30	60 inch... 15.00
30 inch...	7.75	72 inch... 18.00
36 inch...	9.00	

1 inch mesh and 20 ga. wire.		
12 inch...	\$ 4.00	42 inch...\$12.00
18 inch...	5.50	48 inch... 14.00
24 inch...	7.00	60 inch... 17.00
30 inch...	8.50	72 inch... 20.00

(¾ inch mesh and 20 ga. wire.)

24 inch...	\$10.50	36 inch...\$15.00
30 inch...	12.75	

(½ inch mesh and 22 ga. wire.)

24 inch...	\$16.50	36 inch...\$24.00
30 inch...	20.10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30, 10% off list.

Montreal, 30% off list.

American netting, 30% off list.

POULTRY FENCING

Per rod

Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM

Per 100 lbs.

Best (American)	\$20.75-\$21.00
U.S. Navy (American)	20 00
Clipper, U.S.	17 00
U.S. Navy (English)	17 50
Plumbers (spun)	\$8.00-\$8.50

OIL

Montreal Toronto

Can. prime white petrol	0 17	0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electrolene	0 20	0 19
Castor oil, per lb.	0 30	27-30
Black oil (Summer)	0 14	0 13
Black oil (Winter)	0 14½	0 13½
Cylinder Green	0 38	0 37½
Paraffine	0 21½	0 20½
XXX Machine	0 24	0 23
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12½	0 11½

OLD MATERIALS

See weekly report.

PACKING

Per lb.

Fine jute	0 12
Coarse jute	0 09½
Square braided hemp	0 30
No. 1 Italian	0 38
No. 2 Italian	0 30

PAPER

Per 400 ft. roll

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	62-65

Resin sized, per roll	1 00
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 75
Surprise Fibre	0 67
Tarred Felt, per cwt.	3 35
Asbestos Sheeting, (per 100 lbs.)	\$9.00-\$12.00
Carpet Felt, 16 oz., per 100	\$4.25-\$4.50

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	\$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	7 00	6 50
6 to 7 lbs., doz.	7 25	6 75
7 lbs., doz.	7 50	6 75
7 to 8 lbs., doz.	8 00	7 00
8 lbs., doz.	8 00	7 50

PINS, COTTER

Cotter pins, 85% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	\$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

New prices being compiled. See weekly report.

Buttweld—	Black Galvanized
	Per 100 feet

1½ in.	\$
¾ in.	
¾ in.	
¾ in.	
1 in.	
1¼ in.	
1½ in.	
2 in.	
2½ in.	
3 in.	
3½ in.	
4 in.	

Lapweld

2 in.	
2½ in.	
3 in.	
3½ in.	
4 in.	
4½ in.	
5 in.	
6 in.	
7 in.	
8 L in.	
8 in.	
9 in.	
10 L in.	
10 in.	

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.	
4½" and larger, 55%.	
4" and under, running thread, 40%.	

Standard couplings, 4" and under, 50%.

4½" and larger, 30%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain List

2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 30% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Montreal Toronto

Medium and extra heavy, 6" and under	%	%
der	55	55
8" soil pipe	40	40
Medium and extra heavy fittings, 6" and under	60	60

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	\$ 2 00
O-Cedar, 12-oz. bottles, doz.	4 00
O-Cedar, 1-qt. can, doz.	10 00
O-Cedar, ½-gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00

Liquid Veneer—

4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

RIVETS AND BURRS

Iron rivets, blacked and tinned, 27½%; Iron Burrs, 27½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	\$4.50-\$5
Roofing Pitch, 75 to 85c per cwt.	

F.O.B. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	29½
British Manila basis	25
New Zealand hemp basis	25
Sisal basis	24

Above quotations are basis prices ½ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ½ and down to 7/16 dia.—½c above basis; ¾ dia., 1c above basis; 1½ dia., 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	24
Double lath yarn	24½
Yacht marine, tarred	54
White polished halyards	30
Hemp, deep sea line basis	44
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Jute rope basis	16-17½
Italian rope basis	44
Cotton, ½ lb.	0 42½ 0 47½
5-32 lb.	0 41½ 0 44
3-16 lb.	0 39 0 41½
½ lb. and up	0 38 0 40

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Champion—	Scale	Stamping
4 lb.	\$ 4 60	\$0 20
10 lb.	6 00	0 20
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lbs.	39 00	1 00

lever 46 00 1 00

10 lb. Household 4 00 0 10

25 lb. Household 5 20 0 30

Above list prices subject to a discount of 15%. No discount allowed on stamping charge.

F.O.B. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	27½
Wood, F. H., bronze	25

Wood, R. H., bronze	32½
Wood, O. H., bronze	32½
Square cap	
Hexagon cap	

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger	10 00
Awning, ea.	5 00
Table, ea.	2 00

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10% oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, BLACK

	Montreal	Range
	100 lbs.	100 lbs.
10 gauge	6 45	6.70-7.25
12 gauge	6 55	6.80-7.35
14 gauge	6 00	6.25-7.10
16 gauge	6 10	6.25-7.15
18-20 gauge	6 00	6.25-6.40
22-24 gauge		6.30-6.45
26 gauge		6.80-6.50
28 gauge		6.45-6.60

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10½ oz.	\$ 8 30
U.S. 28	8 00
U.S. 26	7 70
22 and 24	7 55
18 and 20	7 40
14 and 16	7 25

Colborne Crown—16-20 gauge, \$8.05; 22-24 gauge, \$8.25; 26 gauge, \$8.50; 28 gauge, \$8.75. Less 25c in cash lots.

Apollo Brand, Montreal Toronto

14 gauge	7 40	7 25
16 gauge	7 40	7 45
18-20 gauge	7 60	7 60
22-24 gauge	7 80	7 75
26 gauge	8 00	7 90
28 gauge	8 40	8 20
10½ ozs.	8 85	8 50

Add 20c for less than ton lots.

Galvanized

B.W. Queen's	Fleur-de-Lis	Gorbals
gauge	Head	"best-best"
16-20	8 70	8 00
22-24	9 00	8 20
26	9 25	8 50
28	9 50	8 75
10½ oz.		9 30

Less 25c in case lots.

SHINGLES

Per square

Standard galvanized	\$7 00
Shipping weight, 90 lbs.	
Standard painted	5 00
Shipping weight, 80 lbs.	
Discount 7½%.	

SIDING METAL

Standard galvanized	\$6 00
Standard painted	4 75

SIFTERS

Common, doz.	\$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Standard galvanized	\$7



Nearly 100,000 Cars In Canada Need Refinishing this Year

100,000 this year! How many next year, and the year after?

A big thing now—and it's bound to increase. Surely there never was a better time to put in a real line of Auto Finishes.

A line of Auto Finishes made by the manufacturers of finishes for the world's largest auto manufacturers.

Thousands of new cars are finished with Glidden Varnishes. The exacting requirements of Auto Manufacturers have always been fully met by Glidden Workmen. This same organization now produces a special finish for the auto owner.

Not every finish can be used on a car. You will quickly see the wisdom of choosing a line of Auto Finishes produced by men who have had years of study in this field.

Why risk satisfied customers when you can give them a sure thing.

Continuous Advertising in National Publications will boost the sales of Glidden Auto Finishes. A tremendous force which begins working for you the moment you put in the line. Then, too, there are Bright Colored Hangers, Posters, Celluloid Signs and Color Cards, furnished with every shipment of Glidden Auto Finishes. We furnish everything you'll need for quick selling. Movie Slides and Electros are always a part of Glidden Merchandising plans. This splendid line of finishes is equally good for carriages and buggies.

Four Big Special Offers—Take Your Choice

We have four special offers ready for your choice. Each one contains a good assortment of Glidden Auto Finishes, a substantial quantity of Glidden Advertising and full promoting service. The only difference lies in the amount of profit you'll make. Send to-day for the list. Let's get together and line up a big share of the good business now in sight.

The Glidden Varnish Company, Limited
Toronto, Ontario

GLIDDEN

Automobile Finishes

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur),
Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30%	.....	20 and 5
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	.....	20%
Riveted Back Scoops	25 and 5	.....	25 and 5
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	25 and 5	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	1st Grade	2nd Grade	4th Grade
No. 2, black	\$19.00	\$16.50	\$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished	75c per dozen net
Half polished	50c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDER, BAR

See Weekly Report

STAPLES

See Wire Products.

SWEEPERS, CARPET Bissell's

Boudoir	Doz. 31 00
Champion Nic.	25 00
Champion Jap.	23 00
Univ. Japd., cyco bearing	26 00
Univ. N.P., cyco bearing	29 00
Grand Rapid, Japd., ball-bearing	28 00
Grand Rapid, N.P., ball-bearing	31 00
Princess, N.P., ball-bearing	32 00
Elite, ball-bearing	36 00
Am. Queen, N.P., bal-bear.	34 00
Parlor Queen	37 00
F.O.B. Toronto, London, Hamilton, Montreal.	

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.	\$77 00
Household Vac, doz.	63 00
Superba Vac, doz.	92 00
F.O.B. Toronto, Hamilton, London and Montreal.	

SWINGS, LAWN

Ontario, 4-passenger, ea.	6 50
Ontario, 2-passenger, ea.	5 50
Baby, ea.	3 50
"Quebec," 4-passenger, ea.	7 25
"Quebec," 2-passenger, ea.	6 25

TACKS

Revised Hardware Tack List adopted Jan. 1, 1916. 70-10%	
Double pointed tacks. 60, 10%	
Shoe findings list adopted December 21, 1916—Net list.	
List of Capped Goods adopted Jan. 1, 1916. 70-10%	
F.O.B. Toronto, Hamilton, Montreal, London.	

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson, 30 and 7½%.

TROUGH (EAVE)

G. G. Square bead and half round Size in girth Per 100 feet	
8 in.	\$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 30%.

TRAPS (GAME)

See weekly report.	%
Victor No. 1	1 65
Jump, No. 1	2 15
Hawley & Norton, No. 1	2 89
Newhouse, No. 1	3 45
F.O.B. Toronto, London, Hamilton, Montreal.	

TWINE (Binder)

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping	38½-48½
4-ply wrapping	44-52

WOOD TUBS

No. 0, per doz.	12 10
No. 1, per doz.	10 45
No. 2, per doz.	8 80
No. 3, per doz.	7 70

VALVES

Ground work	45-47
Compression work, standard.	45
High grade	48
Cushion work	40
Fuller work, standard	54
High grade	47
Basin cocks, No. 0, standard	49
High grade	49
Nos. 1 and 2, standard	49
High grade	40
Bath Cocks	53
Standard	50
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Steam Cocks	53
Standard	50
High grade	50
Radiator valves, standard.	15
High grade	15
Globe, angle and check valves, standard	15
Do., high-grade	10
Patent quick opening valves	55

WARES, ETC.

Scotch Grey Ware, 60%.	
Colonial, 30, 20%.	
Imperial Ware, 30 and 20%.	
Premier, 25%.	
Canada Ware, 25%.	
White Ware, 50, 17½%.	
Japananned Ware, list.	
Japananned Ware, White, list, plus 10%.	
Plain and Jap. Sprinklers, list, plus 5%.	
Stamped Ware, plain, 50, 15%.	
Stamped Ware, retinned, 50, 10%.	
Copper Bottoms, list, plus 10%.	
Tinners' Trimmings, plain, 50, 15%.	
Tinners' Trimmings, retinned, 50 and 10%.	
Tinners' Trimmings, gen., 5%.	
Milk Can Trimmings, list, plus 30%.	
Cream Cans, Railroad, 5%.	
Factory Milk Cans, list, plus 10%.	
Railroad Delivery Milk Cans, 12½%.	
Pieced Ware, C.B., list, plus 30%.	
Sheet Iron Ware, 7½%.	
Pieced Ware, ordinary, list, plus 12½%.	
Fry Pans, 50 and 10%.	
Spiders, 30 and 10%.	
Fire Shovels, 10%.	
Steel Sinks, painted, 10%.	
Steel Sinks, galvanized, 5%.	
Light Galv. Pails and Tubs, list, plus 10%.	
Heavy Galv. Pails & Tubs, list.	
Garbage Pails, list.	
Balance Galv. Goods, list plus 10%.	
Jap. Coal Hods, list, plus 7½%.	
Galv. Coal Hods, list, plus.	

Paper Lined Boards, 50, 5%.
Wood Lined Boards, 40, 12½%.
Elbows, 2½%.
Elbows, Galv., list, plus 12½%.
Elbows, Light, 5" and 6", \$1.70.
Elbows, Light, 7", \$1.85.
Stove and other Pipes, list, plus 10%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list.

WASHERS, IRON.

Full box, 10%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Tor'to Lond'n Mont'l
Sectional, 1 lb.,
per 100 lbs. \$3 70 \$4 25 \$4 00

Sectional, ½ lb.,
per 100 lbs. 3 70 4 50 4 00

Solid, 3 to 30
lbs., per cwt. 2 40 3 50 2 50

WEIGHTS, Horse, 6c lb.

WHEELBARROWS.

Navy, steel wheel, doz. 45 40
Garden, steel wheel, doz. 58 30
Light garden, each



“Never mind the window, dear,— the rain cannot hurt Valspar.”

Even a few minutes of driving rain will quickly ruin ordinary varnish.

But Valspar is soaking-rain-proof. It also resists boiling water, alcohol, ammonia or liquids of any kind. No matter how wet it gets, it will neither turn white nor spot. Hot dishes will not mar a Valsparred table or sideboard.

Valspar lessens your home cares and lightens your work. Your furniture and woodwork will not require continual attention if they are Valsparred.

You will be delighted with your floors if they

are Valsparred. The hard-wearing, waterproof qualities of Valspar enable it to retain its beauty under conditions which soon destroy ordinary varnishes.



Valspar your front hall, your living-rooms, bedrooms, dining-room and library. Because it resists steam and soapy water, be sure to Valspar your bathroom.

Valspar is the perfect outdoor varnish. Use it on your doors and window sashes, porch, ceilings and furniture.

Go to your paint or hardware dealer for Valspar. Don't accept any substitute.

VALENTINE & COMPANY, 109 George Street, Toronto

ESTABLISHED 1832

Largest Manufacturers of High-grade Varnishes in the World

New York

Boston

Chicago

TRADE **VALENTINE'S** MARK
VARNISHES

Paris

London

Amsterdam

Copyright 1917, by Valentine & Company.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.00;
chilled, \$18.50; buckshot, \$17.80;
ball, \$18.20.

ANVILS

Peter Wright, 80 lbs. and up,
20c per lb.; clip horn, 21c lb.

Norris, 41 to 56 lbs., 15c; 57 to
60 lbs., 13½c; 71 to 83 lbs., 12½c;
84 lbs. and over, 12c.

AXES

Single Bit\$ 8 00 \$13 00
Double Bit 13 50 15 50
Broad axes 28 00 31 00

BARS, CROW. \$6.25 per 100 lbs.

BAR IRON

Bar iron, \$3.90; Swedish iron,
\$5; sleigh shoe, steel, \$4; spring
steel, \$5; machinery steel, \$5;
tool steel, octagon, 100 lbs.,
\$10.25. Black Diamond, 100 lbs.,
\$12.50.

BELTING

Rubber, 6 in. and under, 50 and
10%; over 6 in., 50%.

Agricultural or No. 1 leather
belting, 4½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.30 per lb.;
cut, \$1.45 per lb.; rawhide, sides,
\$1.25; cut, \$1.40.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ½ and smaller,
15%; 7-16 and larger, net list;
machine, ½ and under, 15%; 7-16
and over, 5%; machine set
screws, 25%; plough bolts, 5%;
nuts, small lots, 3c advance
over list; case lots, 2c advance
over list; stove bolts, 50%; shaft
bolts, 5%; tire bolts, 30%;
sleigh shoe bolts to ½, 5%; 7-16
and up, net list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to \$1.45 per roll,
according to quality; plain, 55c to
to \$1.25.

CHAIN

Colt, 3-16 in., \$11.75; ¼, \$9;
5-16, \$8.10; ¾, \$7.25; 7-16, \$7; ½,
\$6.75; 9-16, \$6.75; ¾, \$6.65; ¾,
\$6.50; Logging, 5-16, 9¾c; ¾,
8¾c; tie-out, 65%.

CHURNS

Barrel, No. 0, \$6.30; No. 1,
\$6.30; No. 2, \$7; No. 3, \$7.70; No.
4, \$9.10 each.

CLEVISES, MALL. 15c per lb.

COPPER.

Sheet and planished copper,
75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½
in. round shank, 30%.

EAVETROUGH

Eavetrough, 8 in., per 100 ft.,
\$4.70; 10 in., \$5.20; 12 in., \$6.10.

Conductor pipe, 2 in., per 100
ft., \$5.45; 3 in., \$6.60; 4 in., \$8.70.

ENAMELWARE

Canada, 20; Imperial, 30, 12½;
Premier, 20; Colonial, 30, 12½;
white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,
15c lb.; 10-lb. jugs, \$2.15 each; 24-
oz. bottles, \$4.35 doz.; 12-oz. bot-
tles, \$2.25 doz.

GALVANIZED WARE.

17½% advance on net list, ex-
cept heavy tubs and heavy pails,
which are 7½% advance on list.

GLASS, WINDOW Single Double
Up to 25 in. 8 75 12 75
26 to 40 9 75 14 75
41 to 50 12 50 16 50
51 to 60 13 00 17 25
61 to 70 14 00 18 50

(GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., \$2.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 15%.
Corrugated Strap Hinges — 4,
\$1.35; 5, \$1.90; 6, \$2.65; 8, \$4.30;
10, \$6.35; 12, \$9.70.

Corrugated Tee Hinges — 4,
\$1.70; 5, \$2.60; 6, \$3.15; 8, \$5.50;
10, \$7.85; 12, \$11.10.

HORSESHOES

Iron, No. 0 to 1, \$5.90; No. 2
and larger, \$5.65; snowshoes, No.
0 to No. 1, \$6.15; No. 2 and
larger, \$5.90; steel, No. 0 to 1,
\$6.35; No. 2 and larger, \$6.10;
featherweight, \$7.50.

JACKSCREWS

30 per cent. off list.

IRON BAND.

1½ in., \$4.15; 1¼, \$4.15; 1 in.,
\$4.25. Apollo and

IRON GALVANIZED "Fleur
Premier de Lis"

10½ oz. or 28 Eng... 9 25 9 25
28 Am. or 26 Eng... 8 95 8 95
26 Am. or 26 spec... 8 65 8 65
24 8 50 8 50
22 8 50 8 50
18 and 20 8 35 8 35
16 Am. 8 20 8 20

IRONS, SAD

Common Sad Irons, 8 lbs.,
8c per lb.; 4 lbs., 10c per lb.
Mrs. Pott's No. 55, set..... 1 20
Mrs. Pott's No. 50, set..... 1 25
Mrs. Pott's common sad iron
handles, \$1.15 dozen. Mrs. Pott's
improved, \$1.50 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$5.50; per
doz., 75c; B, per case 6 doz.,
\$4.85; per doz., 90c.

LANTERNS

No. 2, plain 8 75
No. 20, X-ray 12 50
No. 22, Dash-board 11 25
Short Globe, doz..... 8 75

LEAD PIPE, \$16.40.

LEAD WASTE, \$17.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, \$7.75; cutter, \$7.75.

NAIIS

Wire, f.o.b. Fort William, \$5.20
base; Winnipeg, \$5.60 base. Cut
f.o.b., Winnipeg, \$5.10.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., \$3.50;
36 in., \$4.50; 48 in., \$5.25; 60 in.,
\$6.25; 72 in., \$7.

NUTS

Square, small lots, 3c advance
over list; case lots, 2c advance
over list; Hexagon, small lots,
3c advance over list; case lots,
2c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher,
37c; "B" Castor machine oil,
24½c; Buffalo Engine gasoline,
35c; Buffalo "A" gas engine oil,
48c; Royal gasoline, 35c; Family

Safety coal oil, 20c; "Engoline"
engine coal oil, 16c; Summer
Black oil, 21c; Kelsco engine oil,
45c; Electro oil, 45c; Royalite
oil, 16½c; Standard gas engine
oil, 44c; Prairie Harvester oil,
46c.

PAINTS

Stephens' Out White, \$3.35;
Stephens' House, \$3.10; Stephens'
Floor, \$2.70; Silkstone, \$2.65.

DRY COLORS

Yellow ochre, in bbl. lots, 3c;
less than barrel lots, 4c; golden
ochre, barrels, 4c; less than
barrels, 5c; Venetian red, barrels,
\$2.50; less than barrels, \$3.50;
American vermilion, 20c; Eng-
lish vermilion, \$3 per lb.; Cana-
dian metallic oxides, barrel lots,
3½c; English purple oxide, in
casks, 3½c; less quantities, 4c
per lb. Red lead, kegs, \$14; less
quantities, 16c.

PICKS, Clay, 6-7, \$7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	\$ 5 09	\$ 7 50
⅜ inch	5 17	7 65
½ inch	6 57	8 37
¾ inch	8 19	10 62
1 inch	12 10	15 66
1½ inch	16 38	21 24
2 inch	19 57	25 38
2½ inch	26 37	34 15
3 inch	41 66	54 00
3½ inch	54 50	70 61
4 inch	67 73	...
4½ inch	80 10	...
5 inch	99 00	...
5½ inch	116 10	...
6 inch	150 30	...

PLASTER, Paris, per bbl., \$3.75.

PLATES, CANADA

18 x 21 per box, half polish,
\$8.50; full polished, \$9.50; 18 x
24, half polished, \$8.50; full pol-
ished, \$9.50; 20 x 28, half pol-
ished, \$8.75; full polished, \$9.75.

PLOW SHARES. 10c per lb.

POINTS

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PUTTY

100-lb. irons 4 25
25-lb. irons, per cwt..... 4 55
1½-lb. tins 0 07½

RIVETS AND BURRS

Iron rivets, 20 per cent.; cop-
per, No. 7, 65c lb.; No. 8, 66c;
No. 9, 69c; No. 10, 71c; No. 12,
76c.

Five-lb. assorted boxes, No. 8
8, 66c; No. 9, 69c; No. 10, 71c;
lb.

Copper Burrs, No. 7, 65c; No.
8, 66c; No. 9, 68c; No. 10, 71c;
No. 12, 76c.

ROPE

Sisal, 24c base; pure Manila,
30c base; British Manila, 25c
base; lath yarn, 24c base; Afri-
can hemp, 25c base; cotton rope,
rope, ¼ and over, 40c.

Tarred Marline Hanks, per
lb., 31c.

SASH BALANCES (Caldwell.)
10 per cent. off.

SAWS, BUCK

Happy Medium, \$7.50; Waten
Spring, \$7.75; Lance Tooth or
Lightning Blades, \$8.25; New
Century, \$9.75.

SCREWS

Bright iron round head, 60%;
flat head, 65%; round head, brass,
25%; flat head, brass, 30%;
coach, 30%.

STEEL SHEETS, BLACK

10 gauge	7 25
12 gauge	7 25
14 gauge	7 00
16 gauge	7 00
18-20 gauge	6 80

22-24 gauge	6 85
26 gauge	6 90
28 gauge	7 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H.,
Sqr. Pt., \$10.10 per doz.; D.H.,
Rd. Pt., \$10.10; L.H., Sqr. Pt.,
\$10.10; D.H., Rd. Pt., \$10.10;
Buildog and Jones, D.H., Rd. Pt.,
\$11.10; D.H. Sqr. Pt., \$11.10;
L.H., Rd. Pt., \$11.10; L.H., Sqr.
Pt., \$11.10; Black Cat and Cres-
cent Scoops—No. 4, \$11.25 doz.;
No. 6, \$12; No. 8, \$12.75; No. 10,
\$13.55; Moose and Jones Scoops,
No. 4, \$12.45; No. 6, \$13.15; No.
8, \$12.85; No. 10, \$14.65 per doz.
dozen.

SOLDER. Per pound, 36 to 37c.

SPIKES

Pressed, ¼ in., \$4.65; 5-16,
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,
\$3.90.

STAPLES

Bright wire, per cwt., \$5.30 at
Fort William, \$5.70 Winnipeg;
galvanized staples, \$6.10 Fort
William, \$6.50 Winnipeg.

STEEL

Sleighshoe, \$4 base per cwt.;
plow, common, \$6; crucible
plow, \$7; angle, \$4.25; harrow,
\$3.75 base; cast, octagon tool
steel, 12½c base; square tool,
13½c base; spring, \$6; machine,
\$5 base; tire, \$4.50. Mild, 3-16,
¼, 5-16, \$6 base; other sizes, \$4.50
base.

STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; 1 in.,
\$4.35; 1¼ in., \$4.25; 1½ in., \$4; 1¾
in., \$4; 2 in., \$3.75.

STEEL SQUARES

25 per cent. off list.

TACKS, Carpet, 70% off list.

TIES. Cow, 25%.

TIN AND TIN PLATE

20 x 28 I.C.	\$21 00
20 x 28 I.X.	22 50
20 x 23 I.C.	25 00
20 x 33 I.X.	26 75
Terne plates	17 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Lumnette, gal... \$2 20
Stephens Exallite, gal. 3 00

WASHERS

Iron, small lots, 5% + 75c; full
boxes, iron, 10% + 75c.

WHITE LEAD

Decorators' pure, ton lots,
\$15.55; less than ton lots, \$16.20.

WIRE, BARB

Lyman, 4-point, \$4.20 f.o.b. Ft.
William, \$4.50 Winnipeg; Glid-
den Cattle, 2-pt., \$4.05 Ft. Wil-
liam, \$4.35 Winnipeg; Baker 2-
pt., \$4 Ft. William, \$4.30 Win-
nipeg; plain twist, cwt., Ft. Wil-
liam, \$4.25; Winnipeg, \$4.75;
plain galvanized, Ft. William,
No. 9, \$4.85; No. 12, \$5.10; Win-
nipeg, No. 9, \$5.25; No. 12, \$5.50;
coll spring, Ft. William, No. 9,
\$5; No. 12, \$5.25; Winnipeg, No.
9, \$5.30; No. 12, \$5.55.

Patented screen in 100-ft. rolls,
\$3 per hundred sq. ft.; in 50-
ft. rolls, \$3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop,
\$7.20 Winnipeg; \$6.80 Fort Wil-
lia.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, \$6.45; 10, \$6.50; 12, \$6.55;
14, \$6.85; 15, \$7; 16, \$7.15 per
100 lbs.

WRINGERS

Royal Canadian, \$43.40 per doz.;
Eze, \$46.90 per doz.; Bicycle,
\$52.65 per doz.; Ajax, \$8.75 each.



YOU buy the same article again and again because you're satisfied.



In every line of business satisfaction is essential to repeat orders.

Stephens Paints FOR OUTSIDE SERVICE

are easily applied, cover much surface, and are remarkable in their wearing qualities.

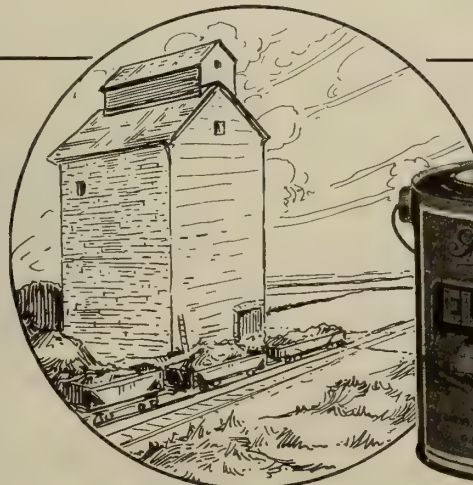
Satisfaction is double-sure

Be a Stephens' Agent—It means an increase in sales and profit.

WRITE FOR OUR PROPOSITION



MANUFACTURED BY
G. F. STEPHENS & CO., Ltd.
PAINT AND VARNISH MAKERS
WINNIPEG, CAN.
Branch at Calgary, Alta.



If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, \$7.40
per 100 lbs.; 5 lb. packages, \$7.20
per 100 lbs.; white, 2½ lbs., \$6.80
per 100 lbs.; 5 lbs., \$6.60 per 100
lbs.

BEESEWAX

Small quantities, per lb... 0 50
Larger quantities, per lb... 0 46

BLUE STONE

Montreal Toronto
Per lb. 18-20 16-22
London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz.... \$1 35
Weighted, 20 lbs., doz.... 1 60

COATING

Cement Coating \$2 55 2 75

COLORS (DRY)

Per lb.

Raw Umber, 100 lb. keg... 5-12c
Burnt Umber, 100 lbs.... 5-12c
Raw Sienna, 100 lb. keg... 5-12c
Burnt Sienna, 100 lb. keg... 5-12c
Imp. green, 100 lb. keg... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. keg... 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, beat bright... 0 04
Venetian red, No. 1 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. keg... 0 06
White ochre, 100 lb. keg... 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02½
Spruce ochre, 100 lb. keg... 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins.
pure 0 15
Indian red 20-20
Chrome yellow, pure 36-45
Golden ochre, pure 0 20
French spruce ochre, pure 0 16
Chrome green, pure 0 24
French permanent green,
pure 0 22
Signwriters' black, pure... 0 27
Marine black, 25-lb. irons 0 07
Lampblack 0 24

DRIERS

Patent 25-lb. tins, 11c lb.; pat-
ent 1 lb. tins, 18c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel
Anchor Floorlustr
O.P.W. Sunshine White ..
Jas-per-lac floor enamel ..
Jas-per-lac art enamel ..
Martin's Enamel
Mooramel
FILLER Gal.

Luxberry Enamel \$5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE

Per bbl.

Demi-Johns, 50 lbs. 0 15½
\$1.10 for demi-John extra.

GLUE

Per lb.

French medal
English common sheet 30-35
English prima 0 38
White pigfoot 0 40
Cake bone, 112-lb. bags... 0 35
Hide, 112-lb. bags 35-38
Gelatin, 112 lb. bags... 45-60
Ground glues, 112 lb. bags...
No. 1 30-32

GLASS

Single Double

	Thick	Thick
(Under 25)	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84	22 75	
85 to 90	24 35	
91 to 94	25 00	
95 to 100	29 00	
101 to 105	32 00	
106 to 110	37 00	

Toronto, London and Hamilton:
—Single or Double Thick—15%
off above; 50 cases or over, open
cut lights, 50 and 5%.

Montreal:—Single or Double
Thick, 10%; 35 cases and over,
open.

GLASS, PLATE

Discounts below apply to plate
glass list.

Montreal city price 25 and 5
per cent. off list; country, 20 and
5%.

Toronto, Hamilton and London,
city price, 20% off; country dis-
count, 20 and 5% off.

F.O.B. warehouse on orders up
to \$75 gross list value. Orders
over \$75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots.
Less than ton lots are 30c per
100 lbs. higher than quoted be-
low.

Montreal Toronto

Anchor Pure	\$14 80	\$15 00
Crown Diamond ..	14 80	15 00
Green Seal	14 80	15 00
Tiger Pure	14 80	15 00
Ramsay's Pure ..	14 80	15 00
Moore's Pure	14 80	15 00
O.P.W. Dec. Pure..	14 80	15 00
Red Seal	14 80	15 00
Decorator's Pure ..	14 80	15 00
O.P.W. English ..	14 75	15 25
Elephant Genuine..	14 75	15 25

B.B. Genuine Lead, less than
tons, \$16.20 Toronto; \$15.90 Mont-
real. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound
casks, per cwt.. 13 50 13 50

Genuine, 100-pound
kegs, per cwt... 13 87½ 15 00

Less quantity 0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. tins	\$31 50	\$22 75
2-lb. tins		21 75
5-lb. tins	29 50	17 50
10-lb. tins	28 50	
25-lb. casks	28 00	16 25
50-lb. casks	27 50	15 75
100-lb. casks	27 00	15 25
300-lb. casks		15 00
600-lb. casks		14 75

F.o.b. Toronto, Montreal and
Hamilton.

MURESCO

Tints in 5 lb. packages, per 100
lbs., \$6.60. White in lb. pkgs.,
per 160 lbs., \$6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

Toronto, Montreal
Elephant Genuine.. 14 75 15 30
B.H. English white \$3 30
E.H. English, colors 3 05
Crown Diamond, white..... 3 05
Crown Diamond, colors... 2 80
Fresco Tone, white 2 95
Fresco Tone, colors 2 75
Moore's House Colors 2 75
Moore's Floor Paint 2 45
Moore's Egyptian Paint... 2 20
Moore's Sani-Flat 2 35
C.P.C. Pure, white 3 20
C.P.C. Pure, colors 3 05
O.P.W. Can. Brand, white. 3 05
O.P.W. Can. Brand colors. 2 85
O.P.W. Can. Brand, floor. 2 45
O.P.W. Flat Wall, white... 2 95
O.P.W. Flat Wall, colors.. 2 75
Ramsay's Pure, white 3 15
Ramsay's Pure, colors 2 85
Martin-Senour, 100% white. 3 30
Martin-Senour, 100% colors. 2 90
Senour's Floor Paint 2 75
Senour's Porch Paint 3 05
Senour's New-Tone, white. 2 95
Senour's New-Tone, colors. 2 75
Sherwin-Williams, white .. 3 30
Sherwin-Williams, colors .. 2 05
Flat Tone, white 2 80
Flat Tone, colors 2 65
Lowe Bros. H.S., white.... 3 30
Lowe Bros. H.S., colors... 3 05
Mellowtone, white 2 95
Mellowtone colors 2 75

	Per 100 lbs.	Mun- ro's	C.P. Ber- ro's
600-lb. bbls....	\$53 75	\$54 50	
250-lb. kegs..	53 75	54 00	54 75
100-lb. drums.	54 75	55 00	55 75
50-lb. drums..	54 75	55 00	55 75
25-lb. drums..	55 00	55 25	56 00
1-lb. 100s. pks	57 00	57 25	58 00
½-lb. 100s ..	59 00	59 25	60 00
1-lb. 100s, tins	58 00	58 25	59 00

Prices f.o.b. Toronto, Hamilton
London and ¼c less in Montreal.

PARIS, PLASTER

Per bbl. \$2 35 \$2 50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
¼ barrels	0 06½
Barrels	0 06

Standard

Less than tons

	Montreal	Toronto
Bulk, in casks ..	3 55	3 65
Bulk, 100-lb. drums	4 00	4 10
Bulk, 25-lb. drums	4 10	4 20
Bulk, 12½-lb. irons	4 35	4 45
Bladders, in bbls.	4 35	4 35

Ton lots standard are 20c per
hundred pounds less.

Pure Putty, \$1 cwt. advance.
London and Hamilton prices
same as Toronto.

SHELLAC

Pure White, gal., \$3.50 to \$3.75.
Pure Orange, gal., \$3.50-\$3.65.

70-72c lb.; finest white, 70-76c lb.
In gallons 1 60-1 75

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

Montreal Toronto
See weekly report for prices.

SLATING

Liquid Slating, B.B..... Gal

VARNISHES

Per gal cans

Gold Medal	\$ 2 05
Maritime Spar	4 25
B.-H. Stovepipe Varnish, ½ pints, per gross.....	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor... ..	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil. 1 00	
Jasperite Floor Finish... ..	2 25
Marble-ite Floor	2 54
Wood-var	2 54
Finest Interior	2 86
Durable Floor	2 40
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Spar-Not	3 08
Kyanize Spar	4 60
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 60
Luxberry light	3 00
Luxberry granite	3 15
Luxberry spar	4 60
Ramsay's Universal	2 40

WATER PAINTS

Opalite, 200 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg... ..	0 65
½ gal. package, per pkg... ..	0 35
Coralite, 5-lb. pkgs	0 04½

WASTE (POLISHING)

Cream 0 21½

WASTE, WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLGR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORING WIPING

Fancy	0 16
Lion	0 14½
Standard	0 13
Popular	0 11½
Keen	0 10½

WASTE, WOOL PACKING

Arrow	25
Axle	20
Anvil	15
Anchor	11

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade dis-
count for quantity.

WAX .. Per lb.

C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 32
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	41-46
Johnsons	41-46
Gold Medal	0 30
Ramsay's	0 30

WHITING

Paris white	2 15
Plain, in bbls.	2 00
Gilders, bolted, in bbls....	2 10
Per 100 lbs.	

WOOD ALCOHOL

Per gal.

In gallons	1 60-1 75
Barrels	1 35
\$4 extra for barrels.	

DOUGALL VARNISH

THE VARNISH THAT LASTS LONGEST

Proper Materials

Skilled Labor

Modern Machinery and Methods

Rigid Testing

Sufficient Ageing

*A gallon of satisfaction with
every gallon of Varnish.*

The Dougall Varnish Co., Limited, Montreal

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

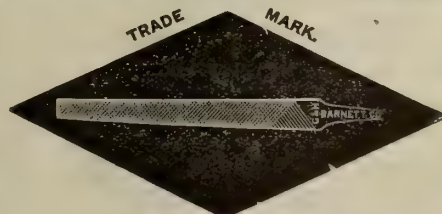
TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

WANTED — HARDWARE SALESMAN TO handle the jobbing trade for a Canadian factory. Best of references must be furnished and experience stated. Box 150, Hardware and Metal, Toronto.

It is a good test of a hardware salesman's capacity to find out whether he regularly reads *Hardware and Metal*. The live ones always do, because they realize that there is no other way of keeping right up to the minute on everything connected with the Canadian hardware trade.

The manufacturer who inserted the above advertisement knew that the 12 men who answered it were men who would be likely to study their proposition.

Use the Want Ad. Page.

Cane's Wash Boards

Each the best of its kind

Here is the line, all popular sellers:

DIAMOND KING—Glass rubbing plate.

IMPROVED GLOBE—Zinc rubbing plate.

IMPROVED GLOBE—Tin rubbing plate.

ORIGINAL GLOBE—Extra heavy back, zinc rubbing plate.

ORIGINAL GLOBE—Extra heavy back tin rubbing plate.

WESTERN KING—Enamel washing plate.

The frames of all these washboards are made of selected basswood.

The All-Canadian Washboard—an all-wood, all service, long life, best for the money washboard.

Cane's Washboards, Pails, Tubs, Clothes Pins and Other Woodenware all carried by the jobbers or can be gotten for you by the jobber.

**The Wm. Cane & Sons Co.
Limited**

Manufacturers

NEWMARKET

ONTARIO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

In Answering Advertisements

It will greatly oblige our advertisers and facilitate matters generally if you will give the following information:

- (1) Are you a manufacturer, wholesale merchant, agent or consumer?
- (2) What are the actual working conditions under which the goods are to be used?
- (3) What is the most desirable shipping point—St. John, N.B., Montreal, or New York in bond.
- (4) Is special packing desired?
- (5) Can you give Canadian or United States references, as to your financial standing?

This outfit contains everything for refinishing a car, including top.

Sells for \$5.00. Write to-day for price.

**J. H. Morin
& Co.
Toronto,
Ont.**





TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

HOUSE NUMBERS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.



"CONDOR"

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

The Basters, Jackson Co.
22 College Street, TORONTO



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

The PARMENTER BULLOCH CO., Ltd GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Over-shoe Buckles, Felloe Plates.

BATH ROOM FITTINGS



KINZINGER, BRUCE
& CO., LIMITED

NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES



The Original
Short Globe
Lantern.

Made only by

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA Limited

LARGEST CANADIAN DEALER

WASTE PAPER

E. PULLAN TORONTO

ADEL 760



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

TANKS

GASOLINE TANKS FOR UNDERGROUND STORAGE

Complete Outfits with Brass Pumps and Fittings, from \$25.00 Upwards
Sold on Approval Fully Guaranteed
Write for Catalogue
The Steel Trough & Machine Co. Ltd.
TWEED, ONT.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite



Northern Bolt, Screw & Wire Co., Ltd., Owen Sound, Ont.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES-MARTIN WILCKES CO.
135 WILLIAM ST. NEW YORK

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS
36 James St. South, Hamilton, Ontario.

The Spraying Season is Here—Are You Ready?

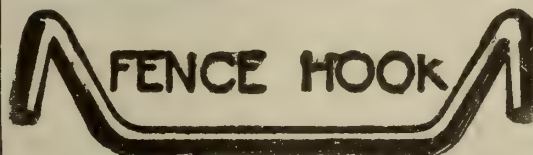
There will be a big demand this season for spraying outfits. The Government is stimulating the idea of greater production, and people are turning to gardening and chicken raising. Be ready for the annual demand for sprays and the regular spring business for spraying chicken coops, etc.



We are makers of several kinds of Sprayers—Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

THE COLLINS MFG. CO.
415 Symington Ave., Toronto

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

Kindly mention this paper when writing Advertiser.

STRAIGHT TALK

No. 63

Meet Opportunity Half-Way!

Every week Hardware and Metal's "Wanted" Page contains news about opportunities that should interest every ambitious hardwareman, whether merchant, clerk or traveller.

Here you will find manufacturers advertising for travellers, dealers advertising for clerks or managers, and other merchants advertising their businesses for sale.

If you do not read this page each week, you may miss the Opportunity of your life-time. You cannot expect opportunity to walk up and take you by the hand, you must meet it half-way.

J. G. L.

CROWBARS

No. 102-A—CHISEL POINT

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL



We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

TARRED FELT

SPECIFY
DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar

MONTREAL



FORSTNER BITS

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



C. KLOEPFER, LIMITED

EDWARD HALLORAN, General Manager

IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

Auger
Bits,
Bolts and
Nuts, Bolster
Springs, Chain,
Drills, Files,
Handles, Horseshoes.

LET US
QUOTE
YOU

IRON AND STEEL HARDWARE TOOLS

WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG

WE SHIP
PROMPT-
LY

Cotter
Pins,
Rivets
and Burrs,
Cap and Set
Screws, Wood
Screws, Tacks, Wash-
ers, Varnishes, Waste.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

If interested, tear out this page and keep with letters to be answered.

The Credit Man

EVERY big house, every well-ordered business concern doing big business with many customers spread over a wide territory, has a credit-man—someone who passes upon credits and watches customers' accounts. Perhaps this man is a principal. Perhaps he is an accountant. Perhaps he is an out-and-out Credit Man.

This man must keep himself informed; must watch markets, market tendencies, general business conditions and world movements, because these have a direct or indirect effect on credits.

Also, this man, if he has the right sort of mind, sees how the *purchasing* department of the business with which he is connected is related to the broad world of finance. He sees, for example, how supplies and prices of raw material have their swift effect on the commodities his firm deals in; and he is guided, in his counsels, by this knowledge.

The worth or value or earning-power of this credit man can be made greater by his faithful reading each week of

THE FINANCIAL POST OF CANADA

ONE really wonders how any credit man in Canada can do without THE FINANCIAL POST; or *why* he does without it. It costs far more than its subscription price (\$3.00) to do without it. And just think of the return for the \$3.00 spent to have it arrive each week! It can help a credit man to acquire a greater value to those he serves; and therefore can help him to earn \$5.00 a week, or \$10.00 a week, or \$20.00 a week, more to his salary. *It depends on the man—not on THE FINANCIAL POST.*

Put the matter to trial. Sign and mail the coupon as the first step in advance.

.....1917

THE FINANCIAL POST OF CANADA

143-153 University Avenue, Toronto.

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper I will remit \$3.00 to pay for my subscription on receipt of bill.

Name.....

Address

Atlas 10 Cent Fly Swatter

This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
New Haven, Conn.



A Salesman Always on the Job

IT is the constant dropping that wears the stone away. It is the constant knocking at the door of attention and favor that in the end gives you ready access to the good-will of buyers of your merchandise.

You can keep up a constant knocking—a bid for attention, a reminder of yourself, a spokesman of your message—this by using regularly

The FARMER'S MAGAZINE

No man whose customers and should-be customers are farmers should be absent from their attention. Their will and purpose to buy may mature at any time. The salesman on the spot stands the best chance to get the order.

All this you know, but—do you live up to the behest of your knowledge?

Let us tell you more about The Farmer's Magazine in a special letter.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by

The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

LONDON

HIGH GRADE

Never Varies
in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.

LONDON

Sales Agents

CANADA

Manitoba, Bissett & Webb, Ltd., Winnipeg.

British Columbia, MacPherson &

Teetzel, Vancouver.

BAR IRON



NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.

ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL
METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

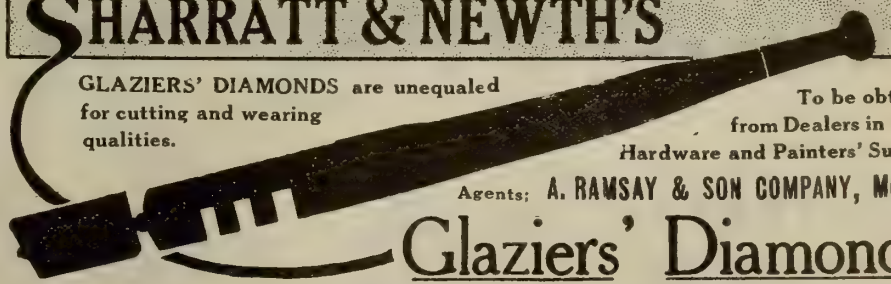
43 EXCHANGE PLACE, NEW YORK

SHARRATT & NEWTH'S

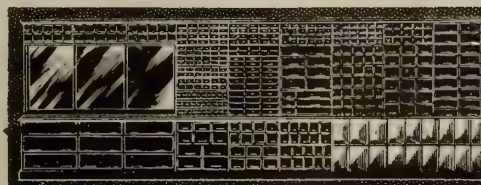
GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal



Glaziers' Diamonds

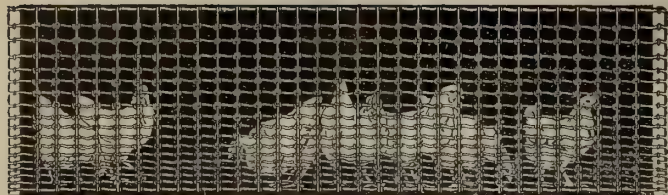


Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL

Toronto, Canada



Mr. Dealer: Sell This Fence

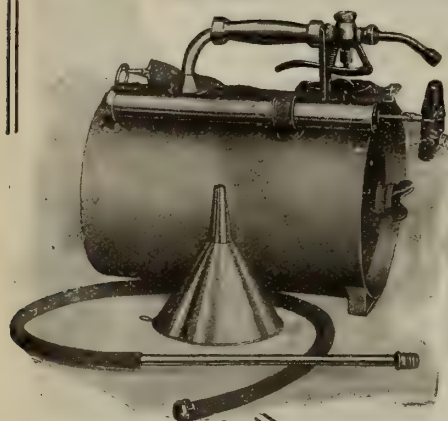
Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.



SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.



EUREKA

Fountain Compressed
Air Sprayer

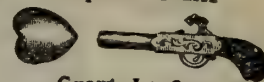
The Quality Sprayer

This sprayer saves its own cost in the great saving of time and labor. It is operated easily with one finger by controlling lever. One pumping will empty the entire contents of tank. A good Seller. Get Catalogue.

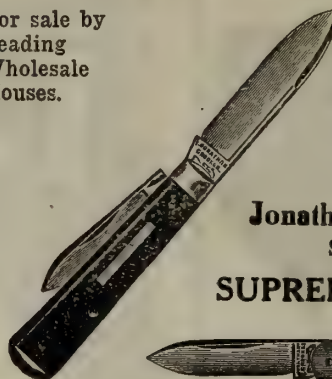
The Eureka Planter
Company, Limited
Woolstock, Ontario

For sale by
Leading
Wholesale
Houses.

Corporate Mark



Granted 1780.



Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY



Look for the full name

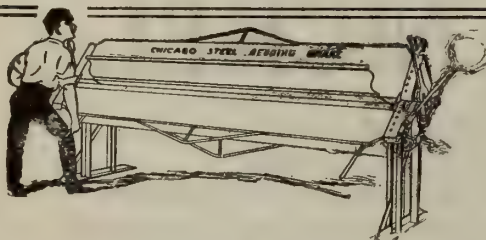
Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by
Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers
in U. S.

Mail us a post card to-day for catalog and full particulars
The Steel Bending Brake Works Ltd., Chatham, Ont.

Arctic Metal

Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.

Try it and prove it for yourself.
We guarantee every pound.

Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

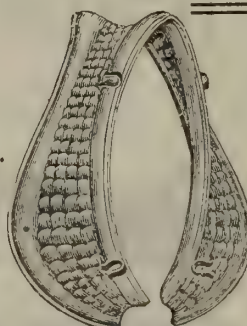
CUTLERY

By seeing that this exact
mark is on each blade.



SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



THEY
SELL

Good Profit Here

SWEAT COLLARS

We have them in all kinds and sizes
—Stuffed Pads, Brown and White.
All Yellow, Red, Felt Edge, Ventilex and all Felt.

Write for description and prices.

SAMUEL TREES & COMPANY, Limited
Toronto Whitby Winnipeg

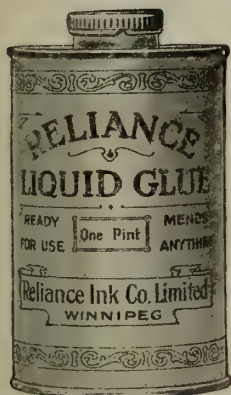
If interested, tear out this page and keep with letters to be answered.



OWL BABBITT METALS

We broke in on one dealer after hard work. At first he didn't want to handle babbitt metal. Now he sells \$100 a month. The profit each month pays half his rent. What about you?

OWL METAL CO. - WINNIPEG



RELIANCE LIQUID GLUE

THE intense strength of this glue, combined with the fact that it is always ready for use, and grips any surfaces, makes it the ideal glue for any kind of work.

Your wholesaler sells it.

Reliance Ink Co., Ltd., Winnipeg

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

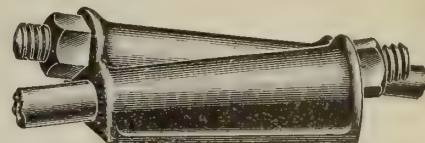
FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Lugs for Bands

on silos, tanks, wood pipe lines, etc.



For round rods $\frac{3}{8}$ to $1\frac{1}{2}$ inches.

For flat bands 2 to 6 inches.

(A number of patterns)

Also Drive-Well points.

Fence Building Tools.

Otterville Mfg. Co., Ltd.
OTTERVILLE, ONT.



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass
and Flint Cloths and Papers, etc.

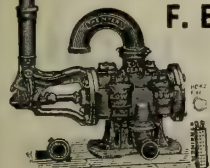
Wellington Mills, London, England

MYERS TANK PUMPS EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.

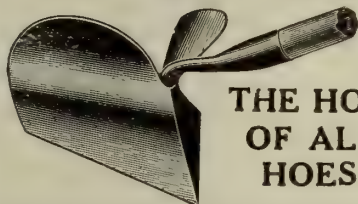


F. E. Myers & Bro.

Ashland, Ohio.

J.H. Ashdown, Hdwe.
Co., Ltd., Winnipeg,
Calgary & Branches.

Lewis Bros., Ltd.,
Montreal, Distributors
of Myers Pump



THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by

SCHOENER MFG. COMPANY
St. Cloud, Minn.

Eastern Canadian Distributors:

Louis A. Larson, Ottawa.

Western Canadian Distributors:

Merrick-Anderson Co., Winnipeg, Man.

DON'T STOP ADVERTISING.

Keep your name to the front, so that you are in the market for the business that is going and for the new business that is coming. Do not let the world think that you have "gone under."

Make Use of Page 73 for all Your "Wants"

HARDWARE AND METAL, 143 University Avenue, Toronto, Ont.

Enclosed find \$....., for which insert following advertisement in your "Want"

Ad. Page times. (For Rates see top of this page.) (Each figure counts as one word)

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Signed

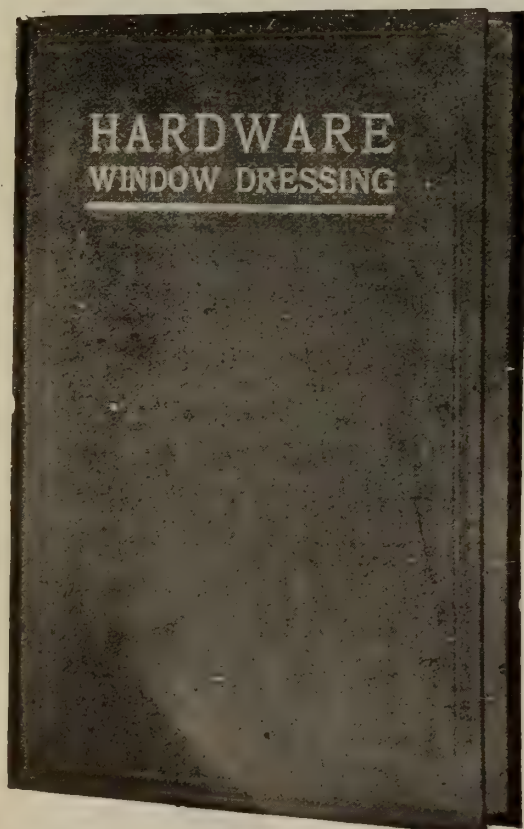
Town Province

If interested, tear out this page and keep with letters to be answered.

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You May Become a Practical Window Dresser for \$2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

Price \$2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-153 University Ave., Toronto

Wanted

SITUATIONS VACANT

WANTED — HARDWARE CLERK, GOOD salesman. State experience and salary wanted. Apply Box 51, Meyronne, Sask.

THERE IS A GOOD OPPORTUNITY FOR A live young man about 18, to learn hardware trade and secure business training in a live Eastern Ontario town. Good store. Apply Box 455, Hardware and Metal.

WANTED

A first-class Retail Hardware salesman to manage retail hardware business in a Saskatchewan City. Good salary to right man. Would consider proposition of allowing suitable party to take a financial interest in the Business. Apply, giving references, etc., immediately, to P.O. Drawer 648, Saskatoon, Sask.

SITUATIONS WANTED

EXPERIENCED HARDWARE CLERK, married, desires position with good prospects for advancement, retail or wholesale. Conscientious worker, good education, first-class references. Ontario city preferred. Box 449, Hardware and Metal, Toronto.

HARDWARE MAN 16 YEARS' EXPERIENCE in retail. Able to take position as manager, asst. manager, buyer, asst. buyer, or chief clerk of retail store. Position wanted at once. Box 456, Hardware and Metal.

AGENCIES WANTED

WANTED—FOR WINNIPEG AND DISTRICT, several good lines on commission. Excellent connection with architects, contractors and builders. Box No. 448, Hardware and Metal.

THE SUREST WAY FOR THE MANUFACTURERS' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

AGENCIES WANTED — WITH SEVEN years' experience as representatives of European and American hardware and machinery firms, we are convinced we can make success with Canadian goods, in place of foreign ones, thus helping our home industries. With this in view, we invite correspondence from Canadian manufacturers who might need the services of responsible firm to act as their selling or distributing agents in Montreal and the whole Province of Quebec, which we cover. Strictly first-class references will be furnished. Box 450, Hardware and Metal.

Kindly
Mention
This Paper
When
Writing
Advertisers

FORGETTING

One of the things we all do well is to forget.

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

FOR SALE

HARDWARE, WITH TINSHOP—ONTARIO County; three railroads; no opposition; steady farmers' trade; could be increased. Small stock; could reduce. Spring lines booked. Dwelling connected; low rent. Box 450, Hardware and Metal.

DRILL CASE TO HOLD ALL SIZES AND kinds of drills. Box 454, Hardware and Metal.

FOR SALE—THE HARDWARE AND STOVE business carried on by McKelvey & Birch, at 71 Brock St., Kingston, for the past fifty years. This is one of the best hardware and stove businesses in Ontario. The store is up-to-date in every particular, and most of the stock was purchased before the rise in prices. For particulars apply to McKelvey & Son, Kingston, Ontario.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIX- tures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY IN- stallng an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

We sell wholesale and retail, brilliant and white enamel letters.

W. H. Stevenson, Stevenson Building, Toronto

Write for samples of
S. P. B. BAGS

and Open End Catalogue
ENVELOPES



Bags for Heavy Hard-
 ware and Fittings,
 Broom Covers and
 Broom Handles

also

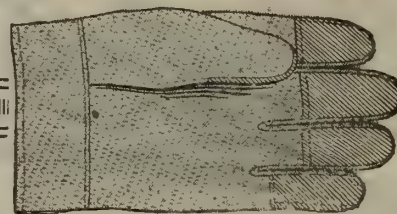
Bags for Forks and
 Hoe Handles

Specialty Paper Bag Co., Ltd.

Department M.

12-14-16 Johnston Street, Toronto, Canada

TAPATCO COTTON
 REGISTERED BRAND TRADE MARK GLOVES



Sell Without Effort

These Cotton Gloves are their own salesmen and it is a delight to many dealers the way they sell. TAPATCO Cotton Gloves are serviceable gloves—made to stand wear—hard wear—at the same time their appearance is pleasing—Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Our Leatherette-faced glove is a winner—get a sample of it.

Give the TAPATCO Line prominence,
 it will mean profit and other sales.
 Order through your jobber.

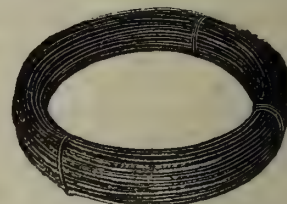
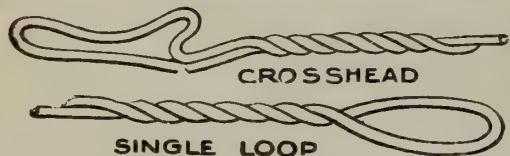
The American Pad & Textile Co.

CHATHAM, ONTARIO

Headquarters for High Carbon
Bale-Ties and Baling Wire

Also Manufacturers of

NAILS and WIRE
 all Kinds



The Laidlaw Bale-Tie Company, Hamilton, Canada

A. T. Diggins, Stair Bldg., Toronto, Ont.
 Harry F. Moulden, Winnipeg, Man.

H. E. O. Bull, Montreal, Que.
 Geo. W. Laidlaw, Vancouver, B. C.



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal
 and Electricity. Andirons, Fenders, Fire Sets
 in Brass, Wrought and Cast Iron. Tile for
 Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



If interested, tear out this page and keep with letters to be answered.

"HENDRYX" BREEDING CAGES

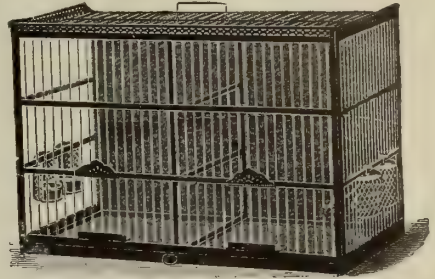
A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and blue trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.

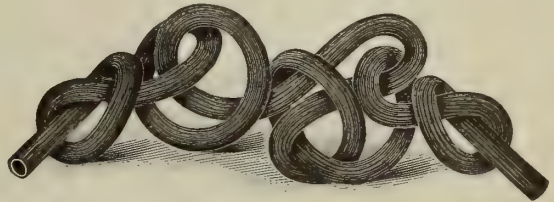
- No. 86S Japanned, 17½ in. long, 8¾ in. wide, 13¼ in. high.
- No. 86 Japanned, 20 in. long, 10 in. wide, 14 in. high.
- No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.
- No. 22 Japanned, 24½ in. long, 12¼ in. wide, 16¼ in. high.
- No. 113 Japanned, 26¾ in. long, 10 in. wide, 13¾ in. high.

The Andrew B. Hendryx Company
NEW HAVEN, CONN.



"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules

MADE IN CANADA

The Best Rules

The Quickest Service

Ask about our New Folding Hook Attachment on such rules.

Measuring Tapes and Rules of all kinds.



SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.

Stocked by the Jobbers

WINDSOR, ONT.



TINKER TOM'S TALKS.

Talk Number Ninety-seven

Now's the time to boost Metal Shingles—Nothing else in metals being sold so cheap these days. The makers are patriotic. Their profit is very small. Push Metal Shingles and be sure to specify that they be made from "PREMIER" Made-in-Canada Galvanized Sheets.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA

Look for Talk No. 98 next week.

TINKER TOM.

COMMUNITY PLATE

as a Canadian Product

OUR new Canadian factory at Niagara Falls, Ontario, is now thoroughly established and is in position to take care of your 1917 requirements.

In this new Canadian factory we are now making the following patterns :

PATTERNS
MADE IN
CANADA

COMMUNITY PLATE

<i>Patrician pattern</i>	<i>Georgian pattern</i>
<i>Sheraton "</i>	<i>Louis XVI "</i>

ONEIDA COMMUNITY Reliance Plate

<i>Exeter pattern</i>	<i>La Rose pattern</i>
-----------------------	------------------------

ONEIDA COMMUNITY Par Plate

<i>Monroe pattern</i>	<i>Primrose pattern</i>
<i>Bridal Wreath pattern</i>	

SERVICE

You can secure prompt deliveries from your own jobber.

CO-OPERATION

Now that Community Plate is a home product, we are arranging to take care of a greatly increased business.

ONEIDA COMMUNITY, LIMITED
NIAGARA FALLS, ONTARIO

HARDWARE AND METAL

Vol. XXIX
No. 16

PUBLISHED EVERY SATURDAY SINCE 1888

April 21
1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

A detailed black and white illustration for a Remington U.M.C. advertisement. The central scene shows a man in a hat and coat sitting in a small boat on a body of water, aiming a long-barreled rifle. To his left, a large circular frame contains the text 'REMINGTON U.M.C.' in bold, stylized letters, with several birds in flight around it. Above the boat, a cylindrical container of 'NEW CLUB' black powder is shown. To the right of the boat, another cylindrical container is labeled 'REMINGTON U.M.C. 12 GA. 2 1/2 IN. 25'. Below the boat, a long-barreled rifle lies horizontally. In the bottom left corner, there are two boxes of 'REMINGTON U.M.C. 12 GA. 2 1/2 IN. 25' ammunition, one labeled 'SMOKELESS' and the other 'BLACK'. Below these boxes is a red circular logo with 'REMINGTON U.M.C.' and a banner below it that reads 'SPORTSMEN'S HEADQUARTERS'. In the bottom right corner, a small dog is standing next to a red circular logo with 'REMINGTON U.M.C.'. The background is a simple landscape with a horizon line.

REMINGTON U.M.C.

**A Complete Service
To the Dealer—To the Shooter**

It seems fitting, somehow, that the manufacture of firearms and of ammunition should go together. The knowledge of the requirements of the one admirably complements the knowledge of the requirements of the other and the result cannot but inspire greater confidence on the part of the shooter.

It certainly is a convenience to him and to our Dealers to find in the Remington U.M.C. line every fire-arm and ammunition need admirably satisfied.

Whether it is twenty-two rifles, big game rifles, or shot guns—the required ammunition in every variety of load is ready for them. In fact we manufacture ammunition for arms that have been off the market for years—just as a service to the shooter.

The Remington Arms-Union Metallic Cartridge Co. are the largest manufacturers of fire-arms and ammunition in the world; so the line is not only complete, but its reputation for reliability and unvarying high quality is such as to reflect prestige on all who handle it—two items of real service to our Dealers.

**Remington U. M. C.
of Canada, Limited**

Windsor, Ontario

REMINGTON U.M.C.

SPORTSMEN'S HEADQUARTERS

REMINGTON U.M.C.

FIREARMS & AMMUNITION



Sell Dynamite to Your Farmer Customers

You can increase your business with farmers by selling Hercules dynamite. The extensive advertising on the use of dynamite for tree planting, subsoiling, rock blasting and other work on the farm which we have conducted in many agricultural papers for several years has greatly increased the sale of

HERCULES DYNAMITE

Hundreds of merchants have already taken advantage of this fact and are supplying the farmer with Hercules Dynamite. If you have not already looked into the matter carefully it is high time you did.

We stand ready to assist you in many ways to build up this department of your business. A Hercules

sign in front of your store will help attract trade. Free advertising matter that actually sells the goods will be supplied. You know that farmers' trade is the kind worth having. We can help you get it.

Fill out the coupon below. Mail it today and we will give you our active co-operation.

HERCULES POWDER CO.

7 W. 10th Street

Wilmington

Delaware

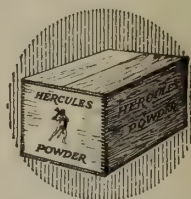


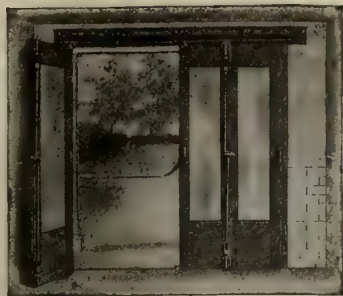
Hercules Powder Company,
7 W. 10th Street,
Wilmington, Delaware

Gentlemen: Please send us information regarding the sale of dynamite to farmers and oblige.
Yours very truly,

Name

Address



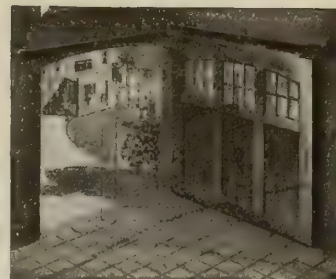


NO. 435. SLIDING-FOLDING DOOR
Made for three, four, five or six doors, openings 8 to 18 feet.

NO. 435. FIXTURES FOR SLIDING-FOLDING DOOR

Door made in four sections, folding back as shown. A very desirable arrangement, highly recommended. Perfect control—no accidents. Can be operated electrically if desired.

NO. 235. FIXTURES FOR ANGLE DOORS
Door is carried across the corner to lie flat against wall. Single or double. Thousands in use, always satisfactory.



No. 235. ANGLE DOOR
Single or double

GARAGE DOORS

It costs no more to hang them RIGHT than to hang them on hinges.



NO. 251. FIXTURES FOR PARALLEL DOORS

Doors may be hung in continuous series of any length. Double track with weather-strip. Three weights. Easy adjustment.

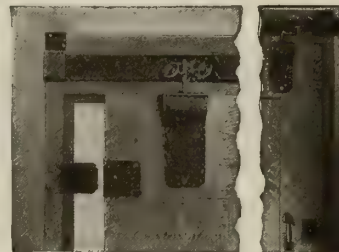
The ordinary swing door sags, and is the cause of frequent accidents.

It is the NEW IDEAS a man gets that make for progress.

It is the NEW GOODS he sells that increase profits.

Don't wait for the demand to come—create it. We'll help.

First Step—get the book "Garage Door Equipment."



NO. F1. FIXTURES FOR FLUSH SLIDING DOORS

Door slides in the usual manner, but fits into jamb like a swing door, perfectly tight and weather-proof. Keeps garage warm. Only sure method of hanging flush sliding doors.

Richards-Wilcox



CANADIAN COMPANY, LTD.
LONDON, ONTARIO.



Warehouse Space to Rent

Owing to the difficulty in obtaining material from the mills under existing conditions, and feeling under obligation to supply our regular customers before completing our stock requirements, we have about 3,500 square feet of our warehouse space vacant, which we would be willing to rent at a reasonable rate, with or without services of storemen and electric crane.

APPLY

A. C. LESLIE & COMPANY, LIMITED

560 St. Paul Street, MONTREAL

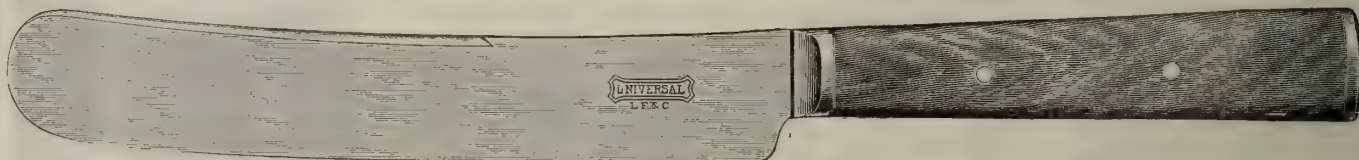


SCALE TANG KNIVES AND FORKS

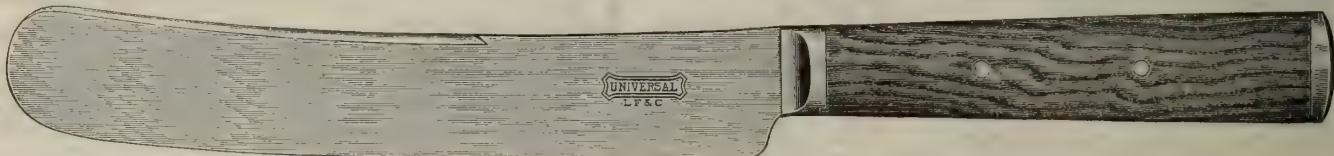
*Our Large Stock enables us to make prompt deliveries on this important line,
a few of which we illustrate.*



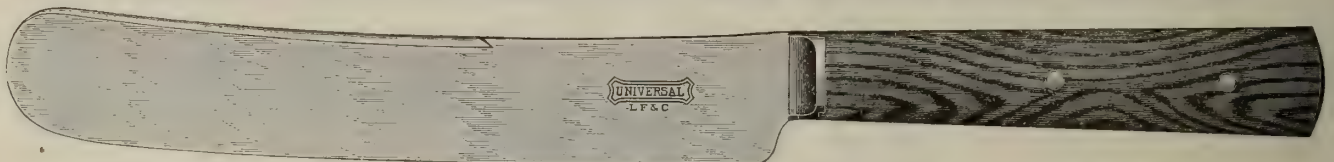
No. 20001	Medium Knives and Forks	3 5/8 inch Cocobolo	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 30001	Medium Knives and Forks	3 5/8 inch Ebony	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 40001	Medium Knives and Forks	3 5/8 inch White Bone	Handles	Metal Bolsters and Caps	4 Tine Steel Forks



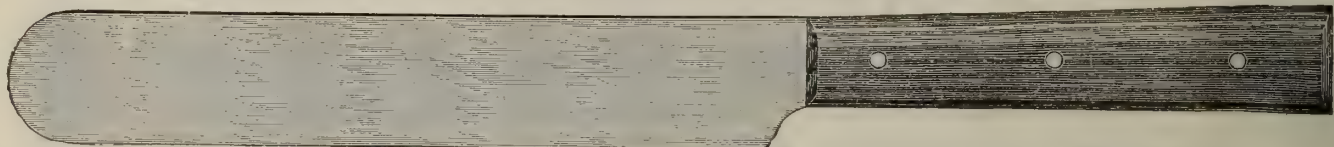
No. 22401	Medium Knives and Forks	4 inch Cocobolo	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 32401	Medium Knives and Forks	4 inch Ebony	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 42401	Medium Knives and Forks	4 inch White Bone	Handles	Metal Bolsters and Caps	4 Tine Steel Forks



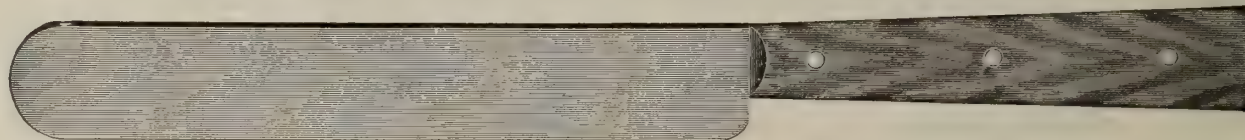
No. 18781C	Medium Knives and Forks	3 1/2 inch Cocobolo	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 38781C	Medium Knives and Forks	3 1/2 inch Ebony	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 28781C	Medium Knives and Forks	3 1/2 inch White Bone	Handles	Metal Bolsters and Caps	4 Tine Steel Forks



No. 18781B	Medium Knives and Forks	3 1/2 inch Cocobolo	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 28781B	Medium Knives and Forks	3 1/2 inch Ebony	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 38781B	Medium Knives and Forks	3 1/2 inch White Bone	Handles	Metal Bolsters and Caps	4 Tine Steel Forks



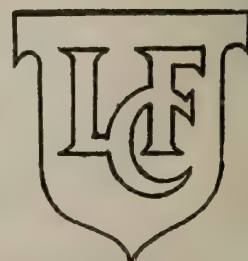
No. 1878	Medium Knives and Forks	3 1/2 inch Cocobolo	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 400	Medium Knives and Forks	3 1/2 inch White Bone	Handles	Metal Bolsters and Caps	4 Tine Steel Forks



No. 1908	Medium Knives and Forks	3 1/2 inch Cocobolo	Handles	3 Tine Forks, Polished
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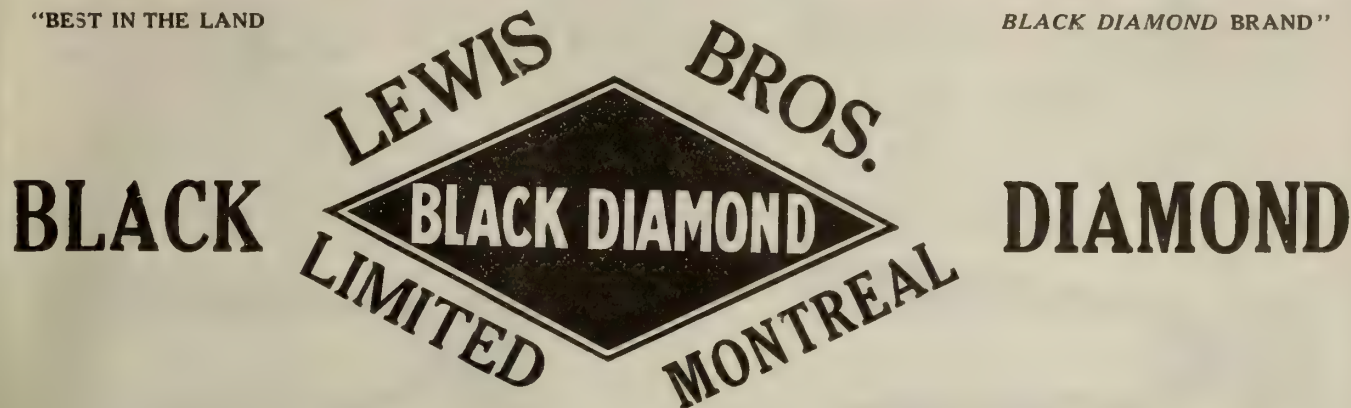
Write for Samples and Prices.
LANDERS, FRARY & CLARK
 NEW BRITAIN, CONN., U.S.A.
A. MacFarlane & Co., Limited, Montreal
 Canadian Representatives



If interested, tear out this page and keep with letters to be answered.

"BEST IN THE LAND

BLACK DIAMOND BRAND"



AXES

ARE YOU AFTER PROFIT?



No. BM—Michigan Pattern

Our selling price on
Black Diamond Axes
have not been advanced
over 15%, while costs
have gone up 100%.

*Look for considerably
higher prices shortly.*



No. DT—Tourville Pattern

STOCKED IN ALL POPULAR PATTERNS AND SIZES.

HIGHEST POSSIBLE GRADE.

STRICTLY GUARANTEED—REPLACED FREE OF CHARGE IF FOUND DEFECTIVE.

ORDER NOW

ORDER NOW

ORDER NOW

ORDER NOW

LEWIS BROS., Limited, MONTREAL

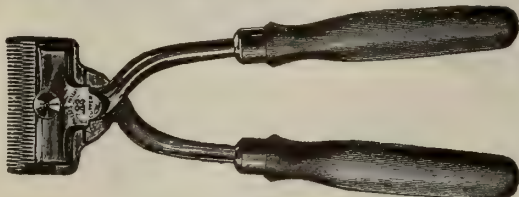
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

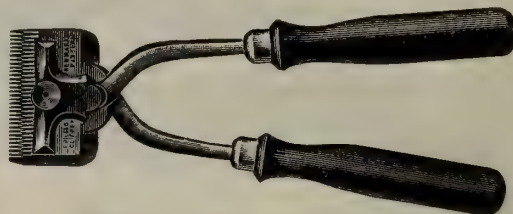
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

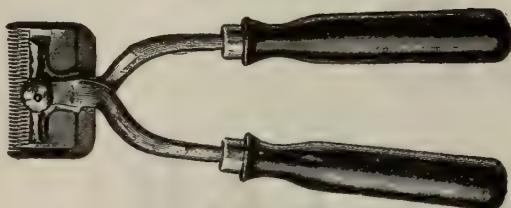
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

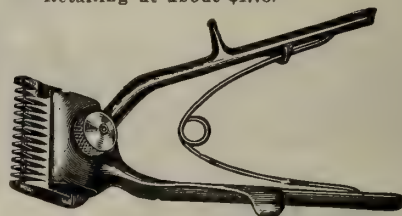


NEW MARKET PATTERN
Retailing at about \$1.75.



LENOX
Retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

"Frost River" Refrigerators

Made entirely of Sheet Steel

GALVANIZED

Will last a life-time

THE MOST SANITARY REFRIGERATORS MADE AND ARE THE VERY ACME OF CLEANLINESS.

MADE IN THREE DIFFERENT SIZES. WRITE FOR PRICES TO-DAY. ORDERS WILL BE SHIPPED PROMPTLY.

The Thos. Davidson Mfg. Co.
Limited
Toronto Montreal Winnipeg





Leadership

Chemical
Purity
Rust
Resisting
Quality



Welding
Enameling
Quality
Electrical
Conductivity

International Tribute to Armco Iron

The American Rolling Mill Company
MIDDLETOWN, OHIO

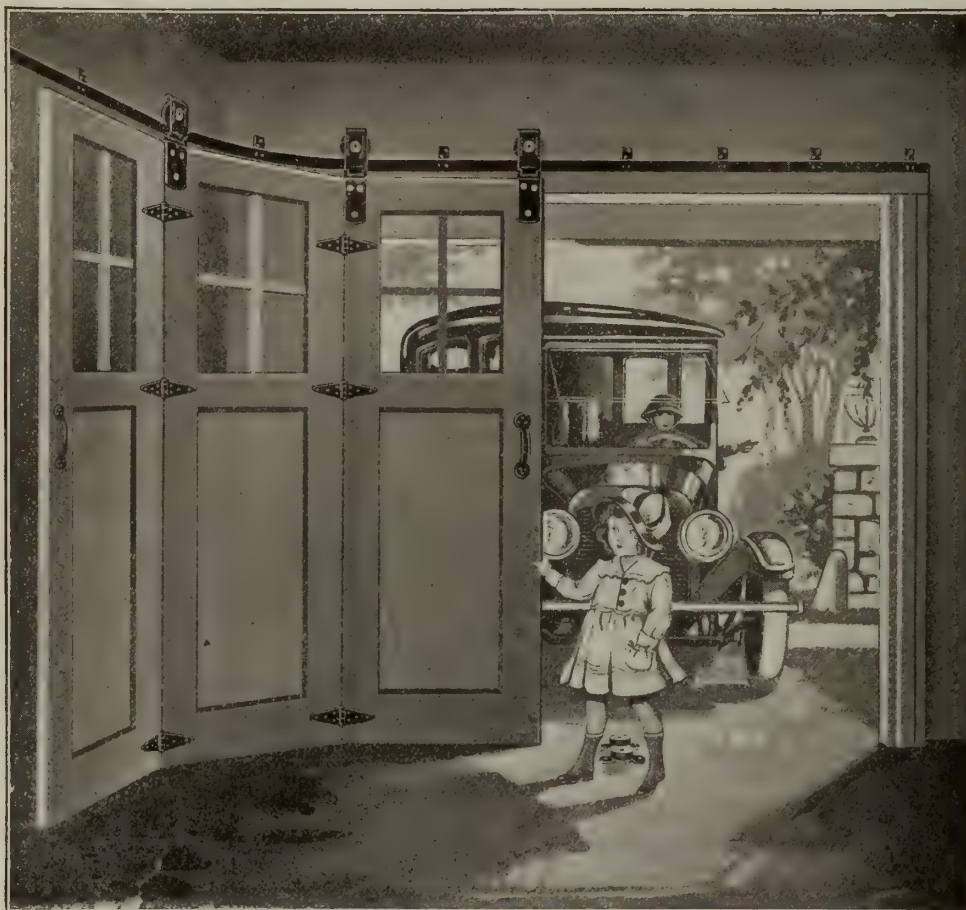


The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

**Armco Iron Blue Annealed Sheets and Tank Plate, Black, Galvanized
Polished and Special Finish Sheets, Roofing
Pipe and Metal Lath**

Branch Offices at New York, Chicago, Cincinnati, Pittsburgh, Atlanta,
Cleveland, Washington, Detroit, St. Louis and San Francisco.



THE HATCH GARAGE- DOOR OUTFIT

The Set Complete!

* * * *

INCLUDING:—

- 3—Special Swivel Hangers.
- 3—Floor Guides.
- 3—Pair Special Garage Door Hinges.
- 2—Heavy Garage Door Handles.
- 1—Safety Hasp.
- 1—Hook and Eye.
- 22—Feet Track.
- And—

Every one of these articles is highly finished in Baked Japan!

Screws and Bolts for everything, are included!

Our STREET CAR ADVERTISING will commence in a very few days. GET READY!

Re-sale price to consumer, \$8.00 per set, and a splendid profit for the dealer.

Place your orders NOW!

MANUFACTURED BY

Canada Steel Goods Co., Limited, Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.

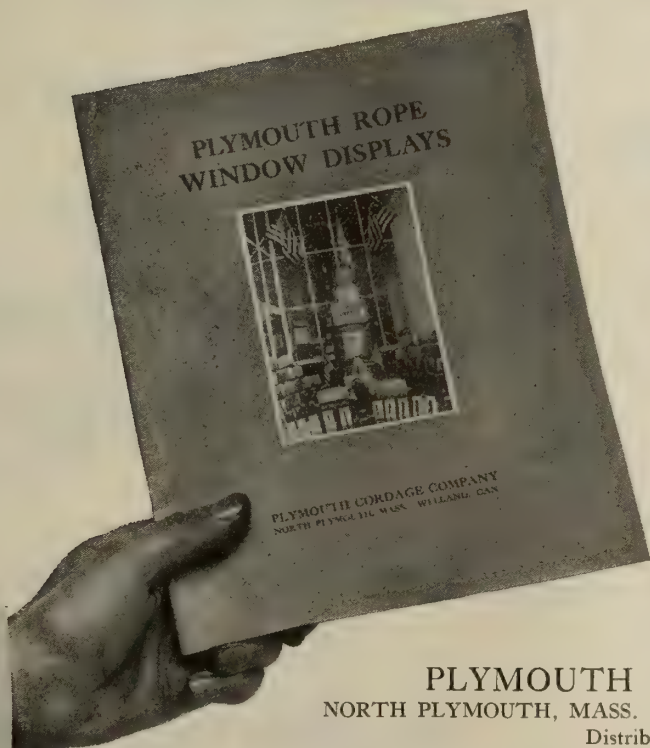
Decorate with Plymouth Rope

"Only having one window we cannot devote it very often to rope exclusively but we quite often slip in a coil."

This statement from J. R. Barnwell, Plymouth Rope dealer in Clay Center, Kansas, contains a good suggestion for many other Plymouth dealers.

And when you "slip in a coil," what more natural than to take advantage of Plymouth Rope's decorative qualities? Lattice work, draperies, festoons, panels and borders are some of the effects you can easily work out with it.

The decorative possibilities of Plymouth are fully covered in our booklet "Plymouth Rope Window displays." If you sell Plymouth and have not had this booklet, a copy will be sent to you upon request.



PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELAND, CAN.
Distributors in All Big Cities

INDEPENDENT CORDAGE CO., LIMITED
TORONTO, CANADA CANADIAN SALES AGENTS

ACKLAND'S PAINTED EVENER SETS

WAGON SETS

PLOW SETS

ARE LEADERS

In Quality - In Design - In Finish

WE ARE HEADQUARTERS FOR

Crescent Plowshares - Harrow Teeth

**Blacksmiths' and Horseshoers' Equipment,
Tools and Supplies**

Write us for Catalogue and Prices. We can convince you.

D. ACKLAND & SON, LIMITED

WINNIPEG AND CALGARY

Satisfied Customers—ALWAYS

if you sell

Still's Handles

They are made of the best hickory, nicely made, well-finished and waxed.

No reason for complaint can be found in "Still" Service.

Insist on Still's and be sure you get Still's Those who know them always do.

If your jobber cannot supply you, write us.

J. H. Still Mfg. Co.
ST. THOMAS. ONT.

When in need of

Brooms

Brushes

Wrapping Papers

Twines COTTON
JUTE
HEMP

or

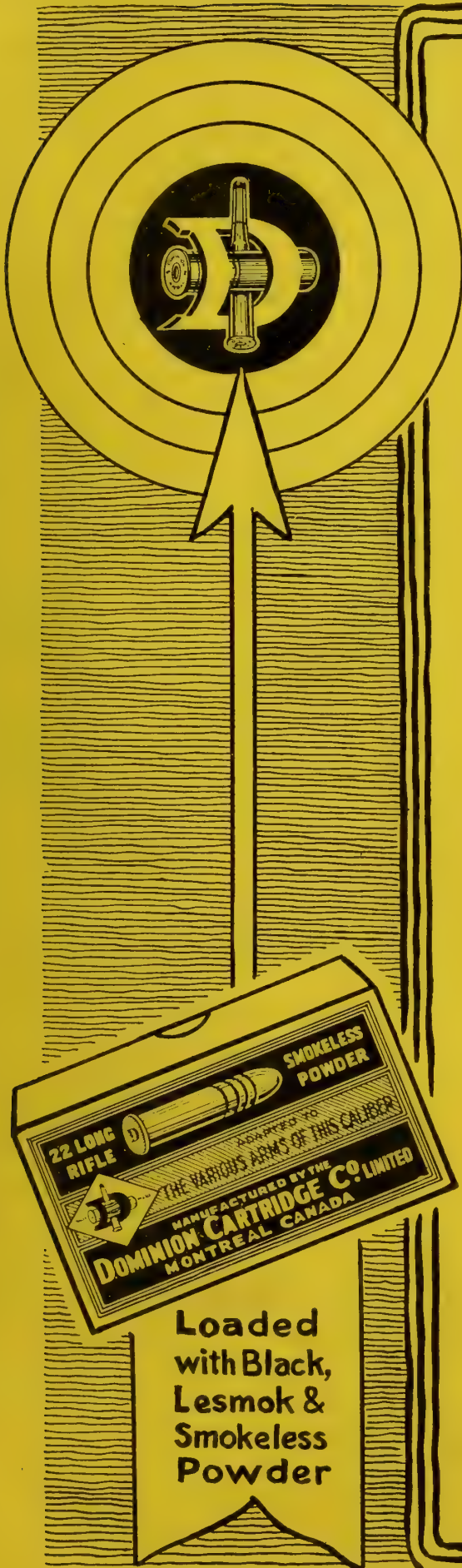
Grocers' Specialties

Ask us.

WALTER WOODS & CO.

HAMILTON and WINNIPEG

If interested, tear out this page and keep with letters to be answered.



Always a Bull's Eye

when you ring up sales of

Dominion .22's

because you have hit the highest mark of satisfaction as far as your customer is concerned.

Now is the time to talk .22 shooting, for the "Preparedness Idea" is growing steadily every day.

Boys' shooting clubs are being organized all over Canada and you can increase your sales by lending the boys in your town the fullest co-operation.

Barn-yard ranges or cellar shooting galleries are the easiest things in the world to fit up. Let us give you particulars.

**Dominion Cartridge Company
Limited
MONTREAL**

Are You Using This Carbo- rundum Sales Help?



WHY not let this Carborundum Razor Strop Display Hanger become your salesman? Hang it in your display window and watch your razor strop sales increase. The hanger is beautifully lithographed in eight colors and has twelve hooks from which to display razor strops. This display rack is furnished free to any dealer with the purchase of any assortment of twelve strops.



In taking your inventory, be sure that you have a good supply of Carborundum razor strops. Made from soft, velvety horsehide. The finest Carborundum powder is rolled into the corrugated side, thus giving both a sharpening and finishing strop.

Ask about our other free display offers

THE CARBORUNDUM COMPANY
Niagara Falls, N. Y.

Simonds Saws

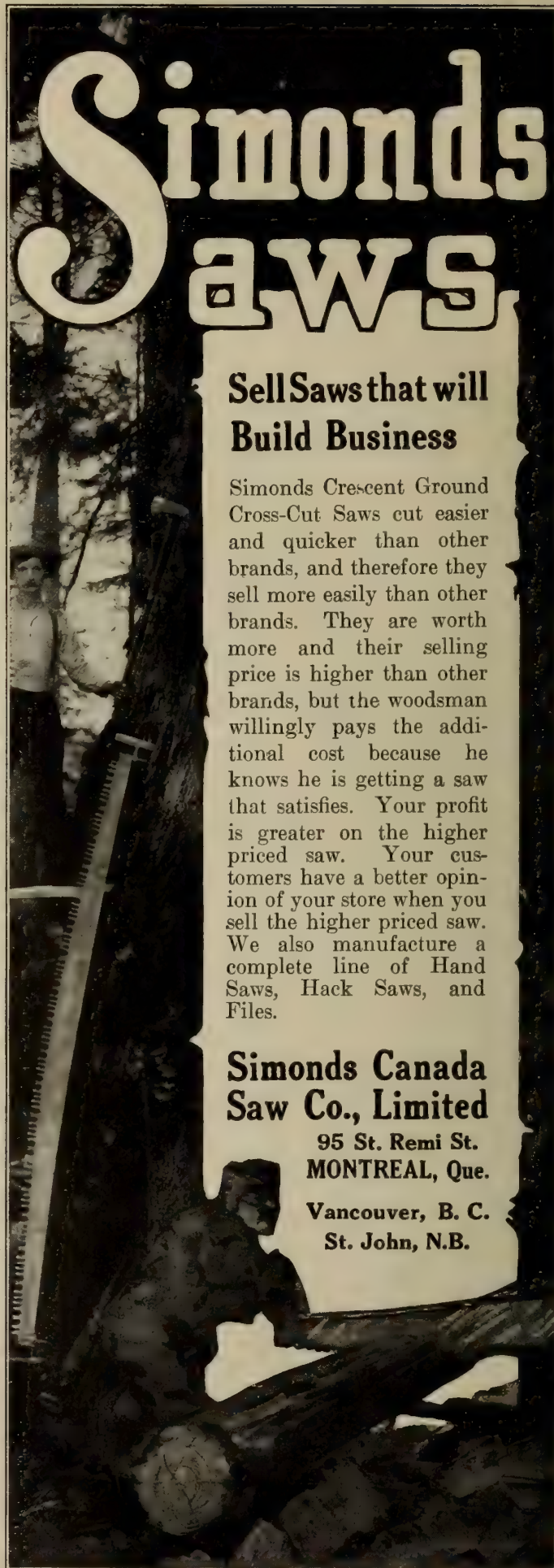
Sell Saws that will Build Business

Simonds Crescent Ground Cross-Cut Saws cut easier and quicker than other brands, and therefore they sell more easily than other brands. They are worth more and their selling price is higher than other brands, but the woodsman willingly pays the additional cost because he knows he is getting a saw that satisfies. Your profit is greater on the higher priced saw. Your customers have a better opinion of your store when you sell the higher priced saw. We also manufacture a complete line of Hand Saws, Hack Saws, and Files.

Simonds Canada Saw Co., Limited

95 St. Remi St.
MONTREAL, Que.

Vancouver, B. C.
St. John, N.B.





INDISPENSABLE LINKS

In the Successful Business Chain

Throughout our entire organization, we recognize and adhere to the highest standards of **QUALITY** and **SERVICE**. And upon this—in the future as in the past—the expansion and prosperity of our business depend.

IN OUR MILLS AND FACTORIES

Quality

IN OUR SALES DEPARTMENTS

Service

Believing **QUALITY** and **SERVICE** are the indispensable links between producer and consumer, we employ their combined strength to conserve and complete our relationship with all users of Steel and Iron products.

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON

- -

MONTREAL

If interested, tear out this page and keep with letters to be answered.

Quick Hot Water at a Big Saving of Gas

ONE MINUTE AFTER THE

Stack Gas Water Heater

IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

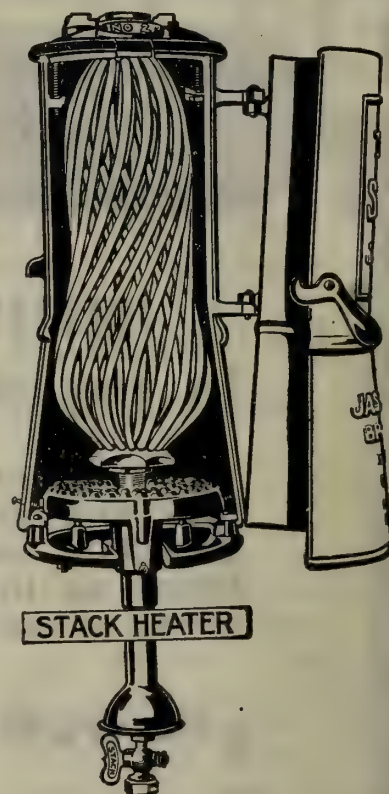
Costs but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.

EASILY SOLD

BIG PROFITS

James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO



We Make
**SHEET
LEAD**

**ALL
INGOT
METALS**
THE
**CANADA METAL CO.
LIMITED**
TORONTO

**WE MAKE
BABBITT METALS**
THAT GIVE
Excellent Service
THE
**CANADA METAL CO.
LIMITED**
TORONTO

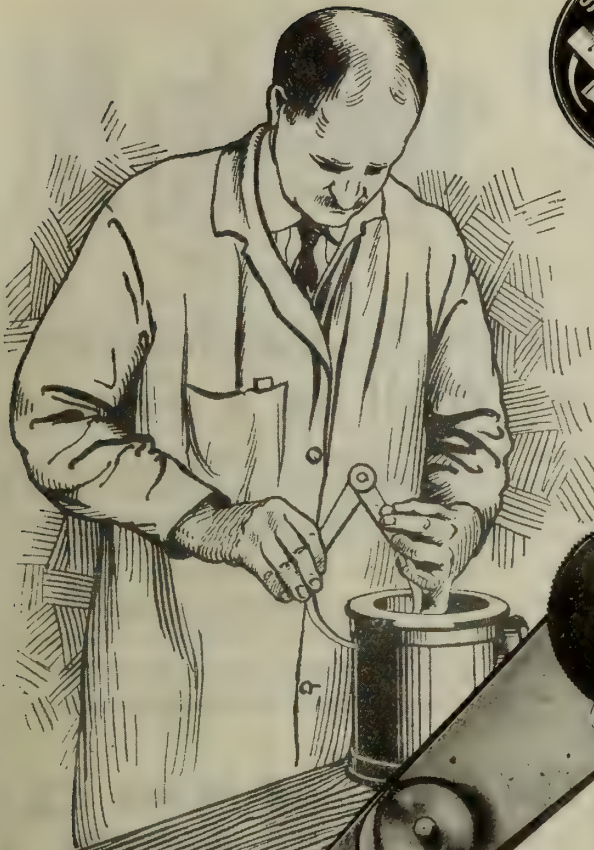
WRITE FOR
CATALOGUE "A"
MAILED FREE.

The Canada Metal Co.
Limited
TORONTO
Hamilton Montreal Winnipeg Vancouver

We Make
**BABBITT
METALS**

**EVERYTHING
FOR THE
PLUMBER**
THE
**CANADA METAL CO.
LIMITED**
TORONTO

If interested, tear out this page and keep with letters to be answered.



The Power of Demonstration

Everyone likes a demonstration—the woman buying a vacuum cleaner or the machinist buying tools. But while there are few exclusive features in tools, the machinist or manufacturer is keener for these features. He likes to have the advantages demonstrated. Take the

Starrett Tools

TRADE MARK
REG. U.S. PAT. OFF.

Lock-Joint Transfer Calipers

for instance. Do your clerks know how to demonstrate them to a machinist? If not, make sure they do by studying and demonstrating the uses of these calipers. It is extremely simple when one understands how little there is to the operation.

But to command respect of the ma-

chinist, the clerk must be able to do it easily and surely. The easiest way to sell a machinist any Starrett Tool is to have him try it himself. It is then as good as sold. Both machinists and manufacturers are good prospects for these caliper sets.

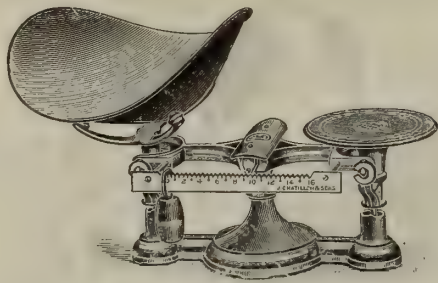
The hardware clerk will find these calipers described on pages 266 and 267 of the Starrett catalog No. 21MA. Have you a good supply of these catalogs? If not, we will gladly send you some.

The L.S. Starrett Co., Athol, Mass.

The World's Greatest Toolmakers

42-649


If interested, tear out this page and keep with letters to be answered.



Most Canadian housewives have more money than usual, but the cost of living in Canada has increased materially.

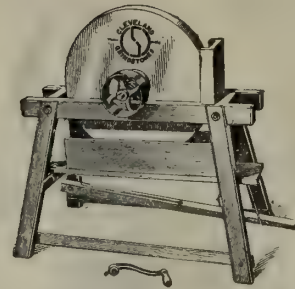
Practically every housewife in the Dominion of Canada has every-day use for a household scale. Are you profiting by this demand for scales? You can't offer a customer a better scale than one from the Chatillon line which will best suit the requirements. It is profitable to handle these scales.

If you doubt it, ask your jobber, or write for prices, discounts and illustrated catalogue.

JOHN CHATILLON & SONS

85 Cliff Street

New York City



Sell a Grindstone as Well as a Frame

When you sell "Cleveland Grindstones" you sell something besides a good frame. They are the only genuine Berea and Huron quarried stones, unequalled for uniform grit and hardness. Made in various sizes for general and special purposes.

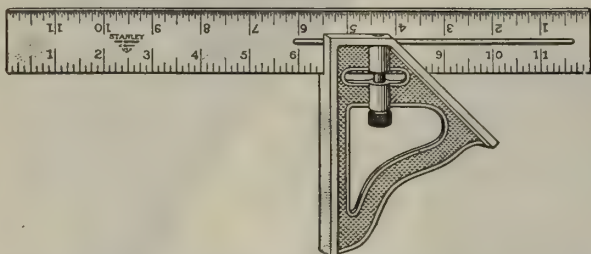
Sturdy frames—steady running—durability—these are other good features that make "Cleveland Grindstone" selling easy.

If not posted on difference in grindstones, write for information.

The Cleveland Stone Co.

Leader-News Building, Cleveland, O.

Stanley Tools



Stanley Adjustable Try and Mitre Square No. 21

The Blade is adjustable, and as it can be reversed, provides any size of try or mitre square within the capacity of the tool. In reversing, it is not necessary to remove the blade from the handle, consequently the tool is always assembled and ready for use.

The Edges of the Blade are machined, graduated in 8ths, 16ths and 32nds of inches, and the tool is square inside and out

Both Handle and Blade are nickel-plated. Made in three sizes—6—9—12-inch blades.

Send for special circular.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



The Renfrew Household Scale

Capacity
½ oz. to 30 lbs.

Why not push scales

Here is the handy scale that gets the housewife's confidence the minute you inform her that every Renfrew Household Scale carries with it the Government Inspector's certificate of correct weights. Every scale is guaranteed to weigh correctly.

The Renfrew is strongly made, compact and handsomely designed—just the very scale nine out of ten households should have for protection against mistakes in weighing which are so expensive in these days of high cost of living.

Write for literature and particulars of our attractive selling proposition to dealers.

The Renfrew Machinery Co., Limited

Head Office and Works Renfrew Ont.

If interested, tear out this page and keep with letters to be answered.

'Metallic'

It's a name that means
QUICK PROFITS for dealers

"Metallic" Ceilings

**"Metallic"
Shingles and Siding**

**"Empire"
Corrugated Iron**

VENTILATORS

SKYLIGHTS

Trough and Pipe
amped) (Tight Seam)

Catalogue and Price List of any line gladly sent to Dealers on request. Good counter-folders and other selling helps too

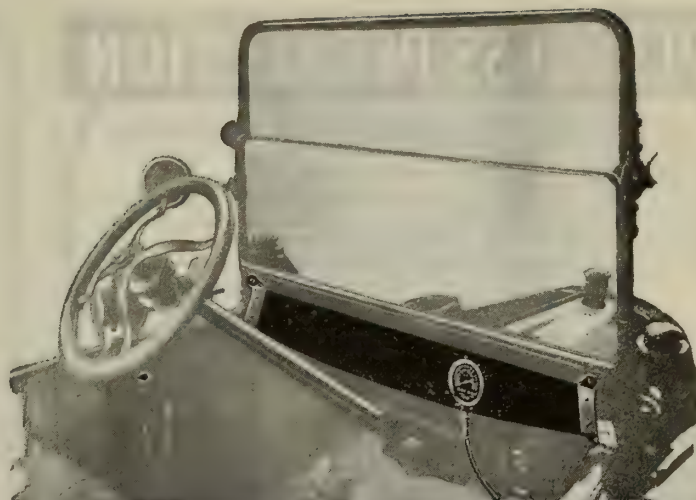
Metallic Roofing Co.

Manufacturers

Limited

TORONTO

WINNIPEG



Johns-Manville Speedometer

For FORD Cars

**\$13.25 Complete
with Instrument Board**

THIS board and speedometer combination is easily attachable, with a wrench and screw driver, to any open Ford body.

The adjustable bracket is a special feature. Slots in each end of the board permit lengthening or shortening the device and by adjusting the movable steel brackets and lugs you fasten it to the windshield strip bolt and to windshield brace casting bolt. You can do it yourself in a few minutes.

The Board—Selected wood, beautifully finished in ebony black. Affords a fine surface that permits ready mounting of other accessories.

The Speedometer—A special J-M Model finished in black and nickel.

* * *

TO THE TRADE—You will appreciate the selling power of this instrument board and speedometer combination: it is easy to handle because it comes to you ready to install and your customer can attach it himself.

It will be sold strictly on a jobber-dealer basis. So that every recognized dealer will have the fairest possible chance at the big Ford Market now opening up. Your jobber will supply you.

The Canadian

H. W. Johns-Manville Co., Limited

Toronto Winnipeg Montreal Vancouver



PEERLESS PERFECTION

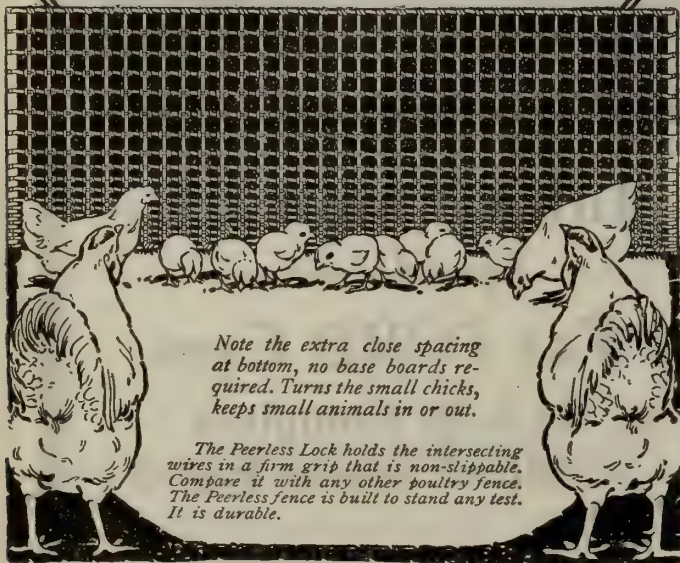
The fencing upon which you can **build a reputation** and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Manitoba Hamilton, Ontario



Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

The Peerless Lock holds the intersecting wires in a firm grip that is non-slipable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

\$150 for \$75

A Cabinet Phonograph at a price within the reach of all and Big Profits for the Dealer.



Hundreds of sales waiting in your town and district. **PRICE WITHIN REACH OF ALL.** Sweet and mellow in tone. Secure territory sign for the "Viola" (Registered) before your competitor takes advantage of this offer. Carries an absolute guarantee.

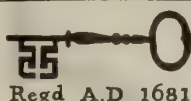
Equal in appearance, mechanism and tone to any \$150 cabinet phonograph, but sells for only half the price. Put one in your store—sales follow.

DOMINION SEWING MACHINE CO.
80-82 Lombard Street, Winnipeg

Butler's FAMOUS SHEFFIELD CUTLERY



JAMES BUTLER, Head of the Butler Firm 100 years ago.



"BUTLER"
1768



GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.

G. A. MARSHALL 70 Lombard Street, Toronto

\$8.50

(RETAIL)

Menominee Eight Inch Fan



Special Prices for June 1st Delivery on Orders Placed Immediately.

FACTORY PRODUCTS LIMITED

220 King St. West, Toronto, Ontario.

If interested, tear out this page and keep with letters to be answered.

Terry for washers

—outsizes, or standard patterns—in any section STEEL or other metals—we can make to meet your needs.

—advanced productive methods—high ideals of quality and service, enable us to ask for your orders with confidence. May we quote for your needs?



Herbert Terry & Sons Ltd.

The Spring & Press Work Specialists
REDDITCH, ENGLAND
Established 1855—Entirely British



eed Up Your Sales

with the iron that pleases women wherever shown. You get your money back quickly and there's a big profit for you handling the

Royal Self Heating Iron

For fourteen years it has been the same dependable Iron, selling stronger each year. Over 50,000 users now testify to its merits. Write us for complete information and name of nearest Canadian jobber who can supply you.

Royal Iron Manufacturing Company
600 Wayne Street Big Prairie, Ohio

BEAVER BOARD

FOR BETTER WALLS & CEILINGS

At Your Fingers' Ends



Made in Canada

In the stores all around you, in the shops and factories of your town and the institutions throughout the country, there's a lively demand for Beaver Board. They all need this "knotless, crackless manufactured lumber" for offices, partitions, additions, new ceilings and a thousand and one other uses where Beaver Board is just the thing.

Remember that the commercial consumption is only one of the avenues for profit open to you as Beaver Board Dealer. New homes, remodeling and all the other household uses give sufficient reason for laying in a stock of this handy product.

Let us tell you more about the profit possibilities of Beaver Board.

THE BEAVER COMPANY, Limited

414 Wall Street, Beaverdale, Ottawa, Can.

Plants at Ottawa and Thorold, Ont.



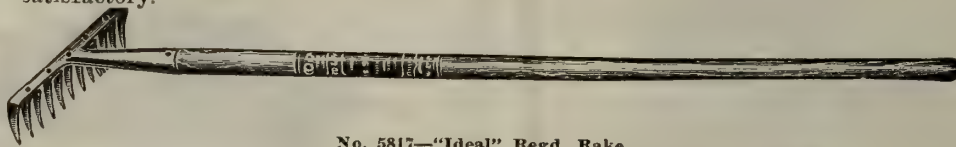
GARDEN TOOLS

Established
in 1803

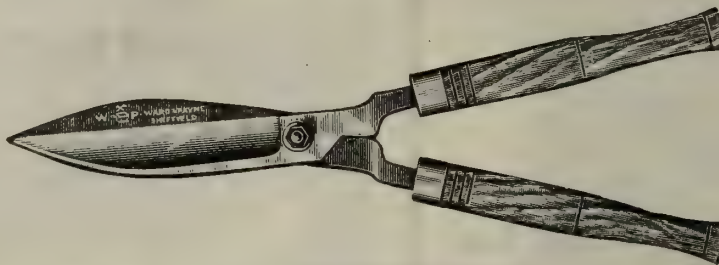
We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.



No. 5574—Weed Fork.



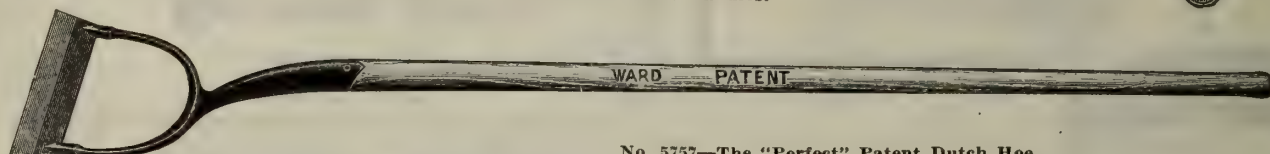
No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears.
Guaranteed "Fast Handles."



No. 5552—Trowel.

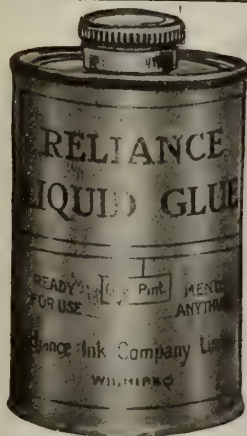


No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD. 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.



IT STICKS WITH A GRIP OF STEEL

Reliance Liquid Glue Will Get And Hold
The Trade—A Steady Money-maker

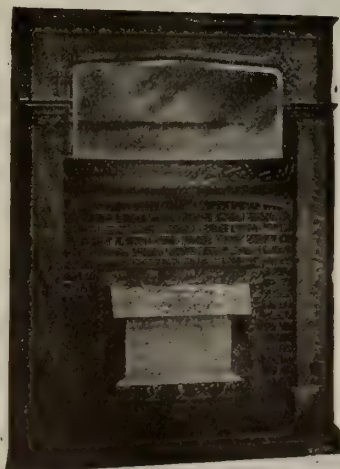
The intense strength of this glue, combined with the fact that it is always ready for use, and grips any surface, makes it the ideal glue for any kind of work. We have secured the agency for Reliance Glue and stand back of it. Note the following prices:—

Tubes, per dozen	\$.80
1 oz. bottles, per dozen .....	.80
2 oz. bottles, per dozen	1.30

¼ pt. cans, per dozen	\$ 1.75
½ pt. cans, per dozen	2.50
Pt. cans, per dozen	4.25
Qt. cans, per dozen	7.50
½ gal. cans, per dozen	14.00
Gal. cans, per dozen	27.00

Mail your order to-day and try out this great sticker—and big seller.

W. WALKER & SON, Wholesale **TORONTO**
Hardware Merchants,



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



Douglas Fir in BT Ladders

Douglas fir is the strongest and lightest material in the world for extension ladders. Government tests announced in recent Government bulletins show it to be 12 per cent. stronger than Long Leaf Southern Pine (which was previously used in ladders) and 39 per cent. lighter. This fir grows in gigantic forests on the slopes of the Canadian Rockies.

BT Extension Ladders

BT Stands for Best

Every farmer who comes into your store should have one of them. His fire insurance policy says that he must have a good ladder at the barn. He needs one anyway for fixing his barn, hay-track, for painting and shingling.

Your tinsmithing department should take out a new BT Extension Ladder on every country trip and sell it to the farmer before leaving him.

Order your stock now.

Order by mail or through our salesman.

BEATTY BROS., LTD.

Head Office: Fergus, Ont.
Winnipeg, Man. Montreal, Que.
Edmonton, Alta. St. John. N.B.

BT Ladder



REGISTERED TRADE MARK

THE KASENIT

Case Hardening
Compounds

ARE MADE IN

3 Kinds BUT 1 Quality

No. 1 } For Open Hearth
No. 2 } or Surface Hardening
No. 4 - For Box Hardening

KASENIT

Always makes a satisfied customer
because it can be relied on.

Gives a Pure Carbon Casing
and

Does not injure the work.

Is a good line to push.

SOLE MANUFACTURERS

KASENIT LIMITED

8 & 9 Ludgate Square, London, England

AGENTS WANTED

If interested, tear out this page and keep with letters to be answered.

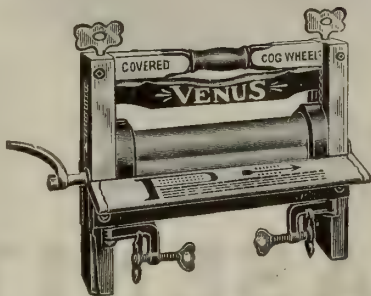
Have You Seen This Line

of



Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—

Complete trade information on request.

CUMMER-DOWSWELL

LIMITED

HAMILTON

CANADA



KEYSTONE METAL CASE STAPLED BROOM

(Patented)

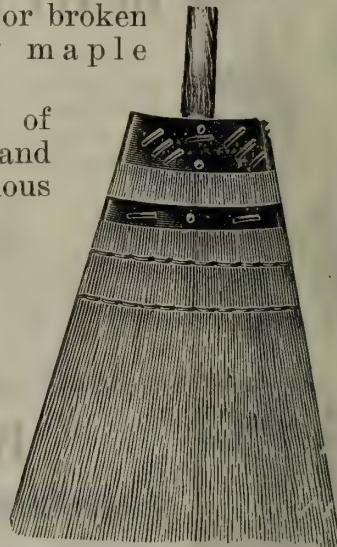
A really excellent Canadian-made broom for heavy work. Cannot be pulled or broken from the heavy maple handle.

Write for prices of all corn or corn and bamboo in various weights, to

**Stevens-Hepner
Co., Limited**

Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.



High Quality TOOLS

that you'll find
very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.



WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things.

FENCE and POULTRY
NETTING STAPLES

WIRE

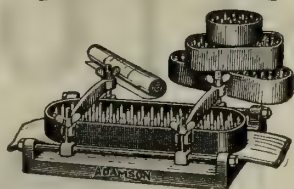
Bright, annealed, coppered stove pipe, liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.
H. E. O. BULL, Montreal, Que.
HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

If interested, tear out this page and keep with letters to be answered.

ADAMSON Vulcanizers



Model "S"
FOR
PRIVATE GARAGES
AND
REPAIR SHOPS
The Most Profitable Investment a Repair-
man Can Make

THIS outfit is especially designed for repairing Inner Tubes. It is entirely Automatic. Requires no attention. Anyone can operate it. No steam—no electricity. The most practical and most convenient vulcanizer made.

With this vulcanizer a cut 12 inches in length is repaired in 15 to 20 minutes. You positively can not injure tubes as with other vulcanizers. The patch is prepared in the usual manner common to repair shops and the proper size cup is clamped directly over the repair. The bottom faces of the cups are polished and slightly concave; this prevents the gum from flowing and produces a perfect patch.

To vulcanize the repair, the proper amount of gasoline is placed into the vulcanizer and ignited; no further attention is required.

Complete with one-half pound of repair gum.

Model "S" Shipping weight 30 lbs. **\$12.00**

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

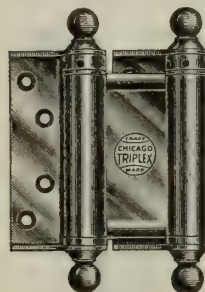
ADAMSON MANUFACTURING CO.
HAMILTON, CANADA



SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

North Star Batteries

Quick in action, long-lived, and reliable always.

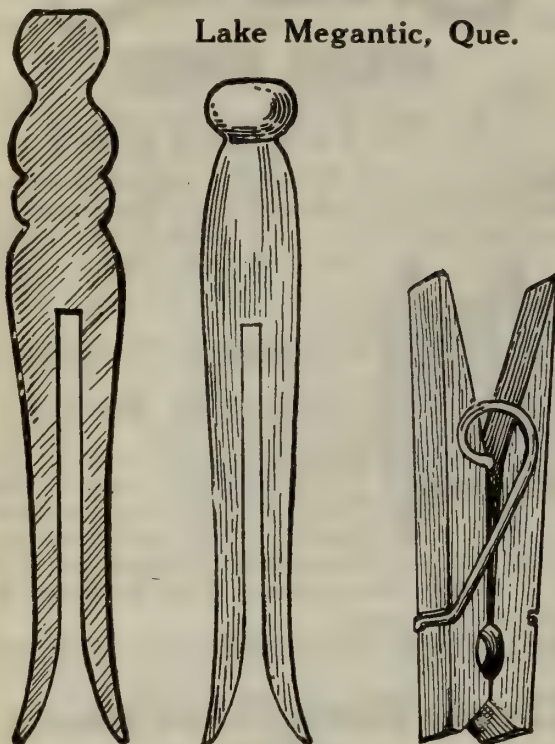
They are splendid for business because they pay a good immediate profit and give a re-order-getting satisfaction.

The Western Battery for the Western Need

CANADA DRY CELLS, LIMITED. WINNIPEG, CANADA

The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

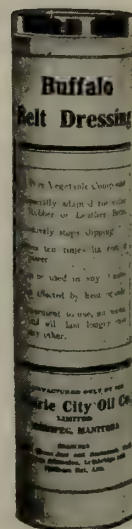


Write to us when in need of
Clothes Pins.

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited
WINNIPEG, MANITOBA

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

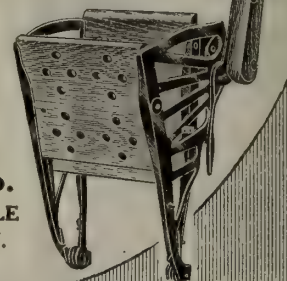
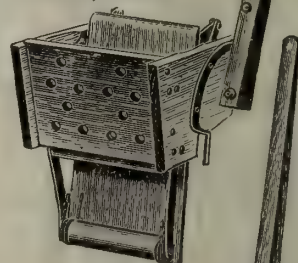


White MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use — often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife — it sells itself and is a good profit-maker.



**White Mop
Wringer Co.**
FULTONVILLE
N.Y.

"Shove The Stuff Through"

One Engineer now gets through as much work in two days as he formerly did in three. That was after he began to use our



STICK BELT DRESSING

When Belts grip well, output is at its maximum. When Belts slip, output is lower and the work is bad.

This is enormously important at present when staffs are depleted. Get some of this dressing immediately from your Mill Furnisher, or if he has not got it, write to us—but get some at once.

**JAMES MACNEILL & SLOAN,
Limited**

St. Enoch Works, French Street,
Glasgow, E.



—there are scores of table tops that should be protected with plate glass

There is a rapidly growing demand for plate glass tops for dining, parlor and bedroom tables; for dressers and dressing tables as well as for kitchen cabinets.

This is found business for you if you can get the housewives of your town to protect their fine furniture in this way. Get them to use plate glass over a covering of chintz—gives a handsome effect.

Estimates furnished free—write for attractively illustrated display card to hang in your store window.

EXCELSIOR PLATE GLASS CO.

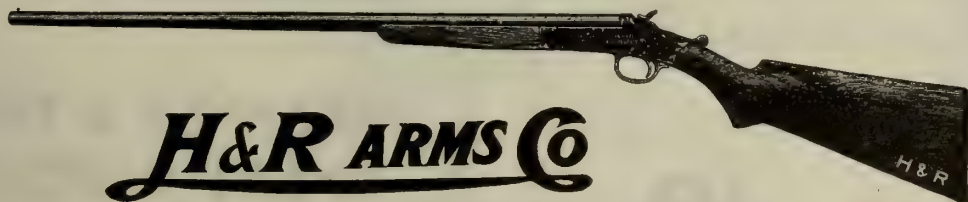
Glass Importers and Mirror Manufacturers

189 QUEEN STREET EAST,

TORONTO

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

- 24 Gauge, 28 or 30 inch Barrel
- 28 Gauge, 26 or 28 inch Barrel
- .45 Caliber, 26 inch Barrel
- .44 Caliber, 26 inch Barrel
- .410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply

Harrington & Richardson Arms Company

715 Park Avenue

Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

If interested, tear out this page and keep with letters to be answered.



"IDEAL" FENCE

is sold to the farmer

"THROUGH THE DEALER ONLY"

If you have not ordered your FARM FENCE for spring, you will be interested in our new

"IDEAL" SPECIAL SALES PLAN

which allows you to compete with "Mail-Order Houses." No investment—no handling—no collections—you make a profit on every sale.

Full particulars sent on request.

The McGREGOR-BANWELL FENCE CO., Ltd.
WALKERVILLE, ONT.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., Limited
GALT, CANADA

Facts to Remember When Ordering Files

"Famous Five" files are made in standard kinds and sizes. The kinds most called for are taper, slim taper, mill, flat, half round, round and square.

The sizes go by half inches up to 6" in length on taper and slim taper, and by inches on other kinds up to 8", and then every 2" above that.

It is not advisable to order odd sizes like 6½" or 13" because it means readjusting machines. That takes longer time, whereas standard size files can always be had more promptly.

The regular cuts are bastard, second cut and smooth. The cut is determined by the number of teeth per inch.

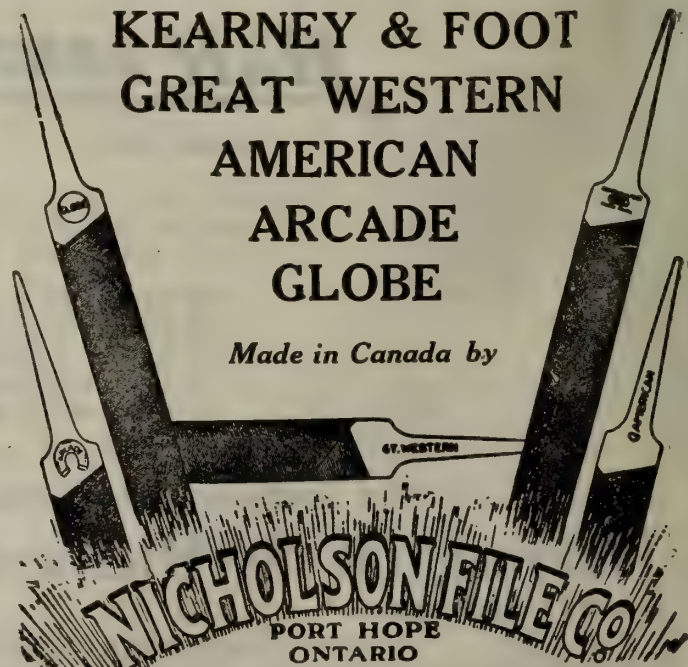
These facts about files are not generally known, but it is well to bear them in mind when ordering.

Specify "Famous Five" files on your orders to jobbers.

They are:

KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

Made in Canada by



If interested, tear out this page and keep with letters to be answered.



Fig. 106



Fig. 108

Catalogue No. 8
sent free on
request.

When You Install JENKINS BROS.' VALVES

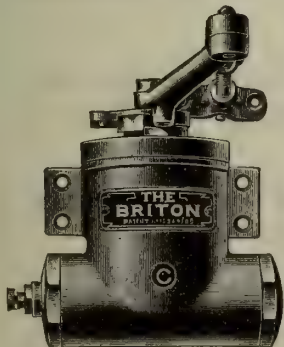
in your plant you have the assurance of enduring, efficient service. The Diamond Trade Mark, cast on the body of all genuine, is a guarantee of quality.

Your dealer can supply you, or write

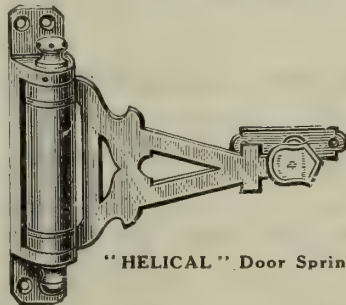
JENKINS BROS. LIMITED

103 St. Remi St.

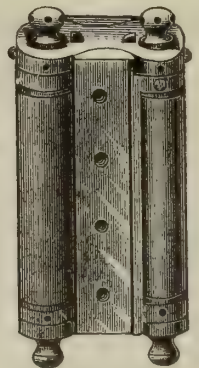
Montreal



The "BRITON" Door Check and Spring



"HELICAL" Door Spring



Regulating Spring Hinge

There is an abundance of profit and satisfaction in selling

NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

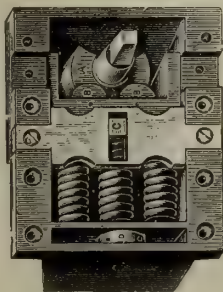
Be sure to get lists and full particulars now

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX.

TORONTO, APRIL 21, 1917

No. 16

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J. G. LORRIMAN, *Manager.*H. M. REID, *Eastern Manager.*I. J. BUTLER, *Western Ontario Representative.*FRED McLAUGHLIN, *Eastern Ontario Representative.*J. C. EDWARDS, *Toronto Representative.*C. W. BYERS, *Western Representative.*GEO. D. DAVIS, *Editor.*J. G. LUCAS, *Associate Editor.*N. MACKINTOSH, *Associate Editor.*H. L. SOUTHALL, *Associate Editor.*A. G. WEBSTER, *Associate Editor.*

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St. Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324. Winnipeg, 22 Royal Bank Building, Telephone Garry 2313.

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This line is not only reliable, it is very profitable and extensively advertised as well. How you may turn Stanley prestige and Stanley publicity to your personal advantage is told in an illustrated booklet, "Selling More Stanley Garage Hardware." It contains many free offers. Send for it to-day.

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Display That Made Quick Sales

Forty Display Cards Used in Window—Increasing Customer's Purchase From 45c to \$8.30—Unusual Method Brings Quick Returns—Twenty-five Reproductions of Cards—Goods Attached to Cards.

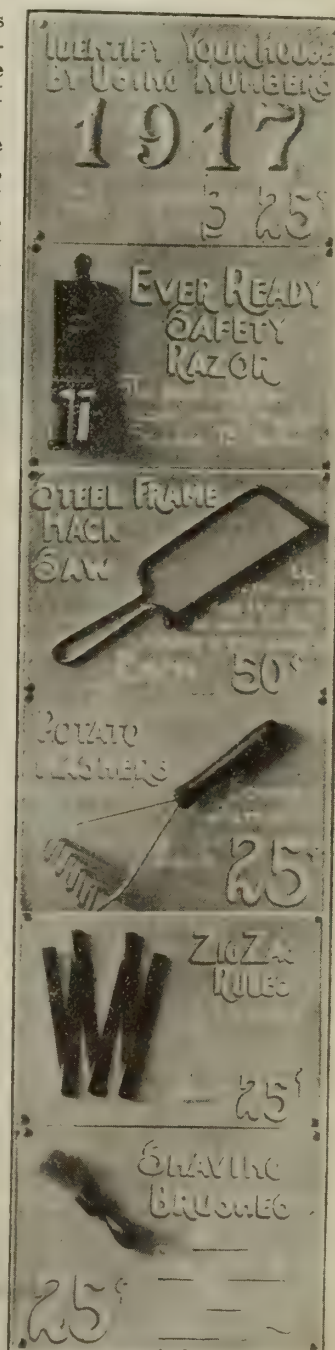
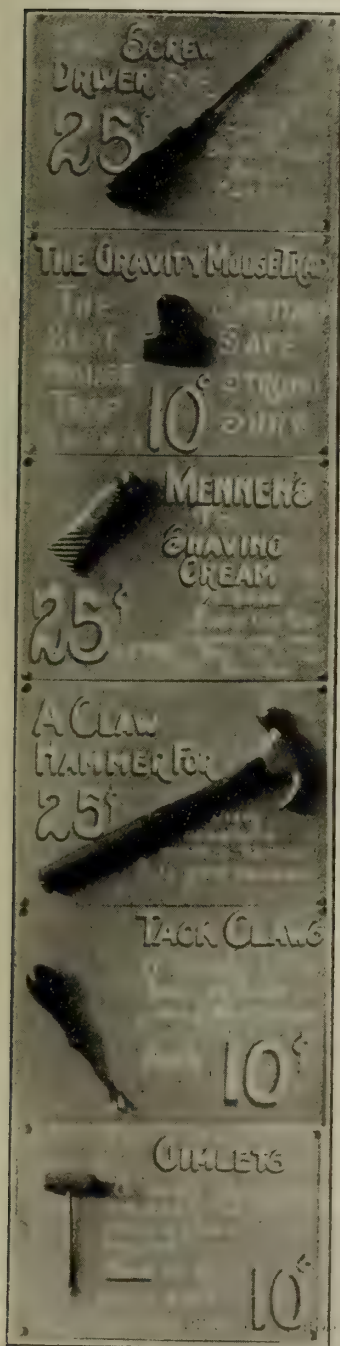
Based on information secured by Hardware and Metal representative from H. W. Parr, of Fawcett Hardware Co., Saskatoon, Sask.

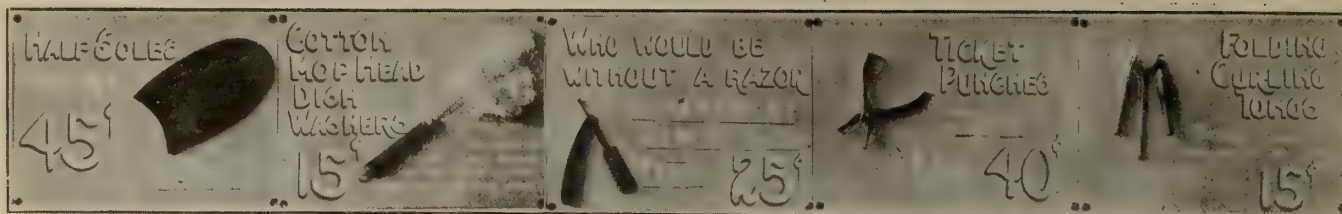
FROM time immemorial writers in hardware papers have been emphasizing the importance of the attractive window, and while it is an old theme, I may be able to throw additional light on it by citing the way I have worked in its usefulness in selling small lines.

I was standing looking out to the street on one of those days, which every hardwareman experiences, occasionally, when the people passing are in a big hurry and apparently paying little or no attention to show windows. This was due partly to the fact that the weather was unseasonably cold, and in between seasons. "What value is a show window on a day like this?" I asked myself.

After reflecting for a few moments—it occurred to me that owing to the unpleasantness of the weather, something unusual, something out of the ordinary was necessary to attract the attention of the passer-by. I tried to think of something we had in stock that could be shown on these occasions, but this did not reveal anything better than what we had been showing. Finally I decided that it would be a good plan to feature a number of lines of goods in which the average person is interested, such lines as razors, shaving soaps, kitchen utensils, small tools, garment hangers, etc. But I realized that merely to place these articles in the window without some sales stimulant would not help matters to any great extent. This caused me to adopt the plan of showing the goods on show cards—one article to a card, with prices shown in plain figures and accompanied by brief descriptions of the goods.

Forty cards were used—twenty-five of which are shown in the illustrations on this, and the following pages. The cards in each case measured 10 x 14 inches. The results in actual sales were excellent. It is true that many of the individual sales were small—15, 25 or 40 cents, but in the aggregate they amount to a considerable sum. But in addition to these small individual sales there were a number of considerable size. I will quote one instance. During the period of the display a convention was being held in the city. One morning at 8.15, a delegate to the convention dropped in to buy one of the garment hangers featured on one of the show cards at 15c. Instead of buying one as suggested on the card, he purchased three, remarking at the time, he was sure his wife could use a couple of them. We talked for a few minutes about the price of wheat, etc., and other matters in which he was interested. While talking he caught sight of a display of scissors in a show case and remarked that he had often heard his wife complain about the poor scissors she used. This developed into a sale of 7-inch shears at \$1.35. Conversation then drifted to the cutlery situation and razors in particular. The visitor showed an interest in the razor display, and I sold him a razor at \$2.50. Pocket cutlery also interested the visitor, and after looking at the stock of pearl-handled knives he purchased a four-blade knife at \$2.50.





A razor stop at \$1.50 was his final purchase, making a total of \$8.30—a sale we would probably have never made had it not been that this visitor to the city was attracted by the unusual display cards. Several other instances could be mentioned, but the foregoing is the best example of sales directly traceable to the cards. During the first four days the cards were in the window the following goods were sold directly from the cards reproduced in this article: 3 hack saws; 10 razors; 4 mouse traps; 3 2-ft. rules; 3 claw hammers; 5 shaving brushes; 7 garment hangers; 3 dish washers; 3 tubes shaving cream; 1 claw hatchet; 1 screw driver; 2 curling tongs. The foregoing it must be remembered represent the sales made directly from the cards (25 in number) reproduced in this article. In all 40 cards were used, and the sales from the other 15 were proportionately numerous. In addition to direct sales of the articles displayed on the cards, many customers who visited the store displayed interest in other goods.

Preparing the Card

The display cards are not hard to make. Simply secure a number of pieces of cardboard about 10 x 14 inches. Place the article on the card, and then mark spaces for lettering, etc. The lettering can be easily done with artist's brushes and colors, as outlined many times in the card-writing articles which have appeared in **HARDWARE AND METAL**.

The articles to be displayed can be fastened to the card with fine snare wire. Some of the smaller and lighter articles were fastened to the cards with glue.

Owing to lack of space on the card only a brief suggestion or description can be given. The prices in each case were given in plain figures. The prices were not cut—they represent the regular selling prices of the goods.

Give Customers Ideas

Several months ago I read an article in which a noted inventor was quoted as predicting that in the stores of the future, all kinds of merchandise will be sold from slot machines. It is possible that at some future date slot machines will be used much more extensively than at present. But at the present time they are not available for selling hardware, and we have to use other forms of salesmanship. In fact, the slot machine method of doing business may be all right in selling chewing gum, tobacco or other small items, nationally known and for which there is a big demand, but it is very unlikely that machine selling will ever become popular in hardware stores. We as hardwaremen must get our ideas into the minds of our customers. Salesmanship consists to a great extent, in giving ideas to customers, and possible customers.

"First of all, we must get ideas of our merchandise into the minds of our customers. That is what we are in business for. If it were not for that, a slot machine could do the work. Salesmanship consists in giving ideas

to the customer, to appeal to the senses, not only the eyes and hearing, but the other senses as well. And in this connection the show window is, or should be playing an important part.

One of the best mediums at the disposal of the retailer is the show window. If properly used, the show window will not only attract many new customers, but it will greatly increase sales of goods to regular customers. Originality in displays is one of the prime necessities, and in this connection show cards can be made to play an important function. There are many ways in which show cards can be effectively used. The suggestion shown here represents only one method of using show cards.

Many of the more progressive hardware stores have adopted the use of show cards and have experienced a substantial revenue from them. There are others who never display a show card in connection with their window displays. A window display without show cards or price tickets is not unlike, a plough without horses. The plough is there, to be sure, but there is no power with which to make the plough move. As the plough makes the furrows when force is applied, so do show cards reveal to the on-

looker the importance of knowing what there is to be known about the goods in the display. The idea of a show card is to transmit directly or indirectly some thought or suggestion concerning the goods displayed.

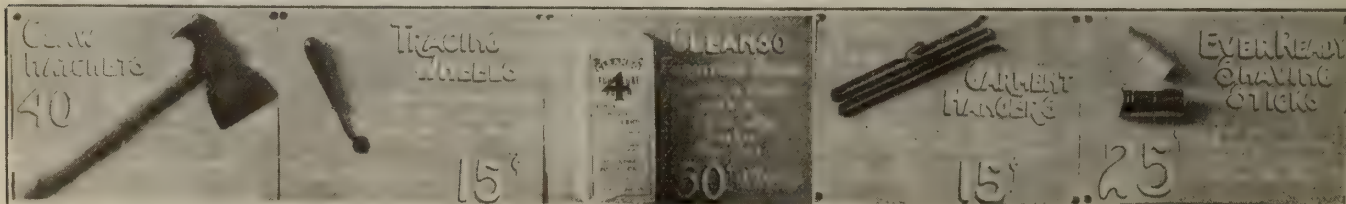
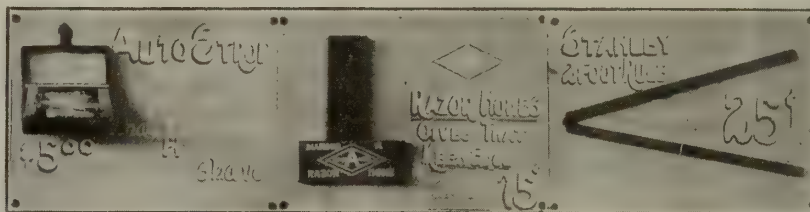
Take for instance the big departmental stores. That competition between the departmental stores is the most strenuous kind of competition in the world is readily accepted by the average person.

Yet these stores invariably, and I think I am safe in saying always, use price tickets or show cards of some description in their windows. The smaller merchants have learned many things from the large stores, and have improved their business by the acceptance of various ideas which have originated in the departmental stores. If it is a good business policy for the department store, it should be equally good for the retail hardwareman.

Selling force is the quality sought for in window displays. A window is planned to sell goods, and the most successful display is the one which will create the most business. Although a striking display—one constructed with artistic balance and nicety of detail—will always attract attention, it may not always prove as successful from the standpoint of sales as another display less ornate and perhaps less striking at first glance. A good assortment of articles is one of the prime essentials. Show and price cards are now regarded as being necessary in most cases to achieve the best results.

Of course in some cases where larger articles such as stoves, refrigerators or lawn rollers are displayed it may not always be advisable to quote prices. Circumstances alter cases. This, however, need not deter the window trimmer from using attractive show cards without prices.

(Continued on page 49).



SHOULD MANUFACTURER CONTROL PRICES?

Views of a Supporter of Proposed Knowles Bill—Reply in Rebuttal—What the Public Pays For—The Manufacturers' Position.

FEW articles published in recent years have been commented upon so freely and favorably as the article entitled "Should Manufacturers Make Prices?" which appeared in the March 17 issue of *HARDWARE AND METAL*, and also in other MacLean papers. The article was one in which all branches of trade were deeply interested, including manufacturers, wholesalers, retailers, and even consumers. Scores of letters were received on the subject. Many requests were sent in for extra copies of the issue. Among the many letters received were a few in favor of the proposed Knowles Bill. One of the most interesting follows:

"I have read with interest the article on the Knowles Bill, which you say is a bill 'to prohibit the fixing and enforcement of re-sale prices.' In regard to many of the necessities of life, and particularly food products, some such legislation is badly needed. It may be right that the manufacturer of, say, an automobile, a watch or a safety razor, should have the right to fix the price at which these may be sold by his employees or his agents. But when he has sold the article and obtained his price for it, he has no right to say at what price the new owner may sell it.

"As I understand it, the Knowles Bill aims at something even more important. The man who purchases a quantity of wheat, corn or oats, and pan-dried or shreds it, and puts it up in packages, is not a manufacturer in the accepted sense of the term; and the idea that he should in any way control the prices at which dealers may sell these products is preposterous.

"The results of such arbitrary powers, so far as these so-called manufacturers have been able to exercise them, proves this. A bushel of oats, put up in 25-cent packages, costs the consumers \$2.50; a bushel of wheat, in shredded form, in 12½-cent packages, costs the consumers \$10; a bushel of corn, flaked, in 10-cent packages, costs the consumers \$11.20. At these prices the merchant has a profit of from 15 to 25 per cent. to cover all his cost of handling the goods. The farmers who produced the wheat, corn, and oats probably had to sell them at a loss—more likely than at a profit. The cost of putting them up in the form of cereals is not more than 50 per cent., yet under the cover of a prohibitive tariff of 27 cents per package, these so-called manufacturers are enabled to charge from 200 to 600 per cent. for their little work. If

35 pounds of bread (the product of one bushel of wheat), were to cost \$10, there would be a bread riot every day, and yet that is the price charged for a bushel of wheat in shredded form.

"The only thing I see wrong with the Knowles Bill is that it does not go far enough. What is needed is some drastic legislation that will prevent this wholesale robbery in the prices of food. Under ordinary conditions it was bad enough, but now, under war conditions, it is a crime, and should be dealt with as such. We have too many commercial Kaisers in this country."

Reply to Letter

The foregoing letter expresses extremely well what many people think and feel. If there is a class of commodity whose prices ought to be regulated, to prevent them from soaring beyond the ability of the average individual to pay, it is food products, especially those food stuffs of common everyday consumption. The writer of the foregoing letter is absolutely sound in his position when he protests against an arbitrary, vicious, heartless and wholly selfish purpose on the part of individuals, singly or in combination, to raise the prices of the people's foods.

Yet one is forced back to this question: Does the manufacturer of a branded and packaged food product, and sold in this form at a price tremendously in excess of the open market, bulk price arbitrarily, viciously, heartlessly, and wholly selfishly, raise the price of his standardized, identified product? And does he, in providing the public with a common enough food in a form and of a quality liked by it, work it any injury?

Probably what the author of the Knowles Bill, the writer of the letter, and many others are fighting against is combinations or trusts—individuals and associations of individuals—to corner commodities, to acquire a virtual or actual monopoly of a commodity of common, everyday consumption, a food that may be regarded as a necessity; or, at any rate, a food which the public has a right to without any higher or more forbidding barrier than that made by open competition, and the free operations of the laws of supply and demand.

Farmers as Price-raisers

To illustrate this: Suppose that farmers in a certain community or territory agree in an organized way to withhold from market their wheat, or potatoes, or apples, or beef cattle, or

eggs, or butter, in order to obtain a higher price for these products of the soil and of their labor, they would be working an injustice to the public. And farmers can do this thing—perhaps actually do this thing—by storing their grain and other produce in elevators and cold-storage warehouses, or keeping them on their own farms, with the objective of creating a better price.

Similarly, if canners of fruits and vegetables conspire to buy up all the raw materials of their industry, at prices set by them by agreement, and so secure a monopoly of a commodity to thwart open competition, and make inoperative the laws of supply and demand, then these canners will be offending against the inherent rights of the people.

Suppose, further, that a man, or firm, or association of individuals, acquires a monopoly of oats for any given season, thus to effect a corner and so enhance prices all along the line of distribution and consumption, and there will be committed a trespass against the rights of the people. And if, furthermore, those who control the supply make rigid prices to dealers and to consumers, enforcing these fixed prices by contracts, then the law has a right to take cognizance of the situation and should intervene in the public interest.

But situations of this sort are not on all fours with the case of a manufacturer who buys his raw materials in an open market, free of restraints and inflations of monopoly control and who takes these raw materials and makes a product distinctively and peculiarly his own, and who creates a preferential and voluntary demand for what he makes and markets—this by advertising. The price which this manufacturer may place upon his product is his affair, not the public's affair, nor the law's affair. This price can be as arbitrary and as high as the maker chooses; and he has the right to establish and enforce the price set or fixed by him—this to both distributors and consumers.

Just here is where Mr. Knowles and others fall into error; they declare that when a maker or seller has parted with his goods; at an agreed-upon price, his control over the re-sale disappears; that he loses title in the goods when he sells them and is paid for them; and that re-sale prices are for the purchaser to determine and not for the maker to fix and enforce.

(Continued on page 39).

Enlist in the Army of Production

THE all-important, all-engrossing consideration to-day is to win the war. Every other interest must be subordinated. Every man in Canada must be prepared to do individually what he can toward that end and to fulfill any function that may be assigned to him in any plan of concerted action. Unless this idea of individual participation is universally adopted, Canada's contribution will fall short.

It can be stated authoritatively that to-day the Munitions problem has been solved. Enough guns and shells are being turned out to keep the armies at the front supplied for any emergency. All that is necessary is to maintain the production of munitions at the present level. The entry of the United States into the war will further consolidate the situation in that respect. The augmented assistance of Uncle Sam in the production of the deadly implements of war will provide a margin of safety, or, at the least, a source of supply to fall back upon should unforeseen needs arise.

The problem that is left to be solved then is that of production. The statement presented on this page on "The Need for Food Production," presents the problem in clear and forceful manner. The world, never very well secured in the matter of surplus food, is facing a food crisis. Not only has the withdrawing from the soil of scores of millions to enter wartime activities reduced the available supplies of food, but a still more serious factor, crop failures, has come into play. To-day the world faces the prospect of famine, actual death-dealing famine unless the means can be found to increase production, to wring from the soil a larger portion. And it must be borne in mind that, in Canada, this means *Increased Production with smaller help*. It is a problem that can be solved only by the immediate relinquishment of personal aims and selfish considerations. Every man must be prepared to do his part.

It is gratifying that the leading men of the country have grasped the significance of the crisis we are facing. It would be still more gratifying to find the governments

taking hold and providing the machinery by which the problem could be solved. This, of course, may come. In the meantime, however, foresighted men are banding together and laying plans for doing what is possible.

It was first planned to have each city man spend three weeks on the farm, utilizing his holidays in that way. This plan, however, presented serious flaws on close

inspection. It appeared very doubtful if much good would be done. The average city man would be just overcoming his greenness by the time his term was up; and then the process would start all over again, for the farmer, with another amateur "hired man." At any rate, considerable skepticism grew up with regard to this plan. As a general working basis this idea is now being abandoned in favor of what seems a much more feasible proposition. It is now proposed to release a certain number of city men for work on the farms. Instead of sending six men for three weeks each, one man will go for the whole summer and the other five will carry on the burden of his work between them during his absence. By following this idea it might be possible to organize bodies of men to be released for farm work running into the thousands.

Such is the present scheme. In order to put it into immediate operation steps are being taken to organize both farm and city. A better plan may ultimately be evolved, but it looks as though the problem could be solved on the lines now laid

down, and it is clearly the bounden duty of every man to throw his weight behind it. The appeal necessarily is to the business classes. Support must first be enlisted among the employers—the manufacturers, wholesalers and merchants—and that obtained, the co-operation of the men will not be hard to secure. At the present moment it is the duty of each employer to figure what he can do in the face of this world crisis. Can he get along with less help? Can he spare one, two, three men from his staff, and, by speeding up the

(Continued on page 37).

THE NEED FOR FOOD PRODUCTION.

1. Lloyd George, in a letter addressed "To all workers on land," says:

"The line which the British Empire holds against the Germans is held at home as well as abroad. If it breaks at any point it breaks everywhere. In the face of the enemy the seamen of our Royal naval and mercantile marine and the soldiers gathered from every part of our Empire hold our line firstly. You workers on land must hold your part of our line as strongly. Every full day's labor you do helps to shorten the struggle and bring us nearer victory. Every idle day, all loitering, lengthens the struggle and makes defeat more possible. Therefore, in the nation's honor, heed! Acquit yourself like men, and as workers on land do your duty with all your strength!"

2. David Lubin, American representative to the International Institute of Agriculture at Rome, reports officially to Washington that in October last the Institute estimated the world's available food stocks would last until August, when the 1917 crops would come into the market. The stock-taking of March 31st shows a deficit of 130,000,000 bushels of wheat, oats, barley and corn, and though Great Britain and her Allies will pull through another five months, it is beyond question that, unless a greater acreage is put to crop in 1917 than in 1916, there will be world hunger before the 1918 crop is harvested.

As a result of the extraordinary condition revealed by David Lubin, President Wilson immediately appointed Herbert C. Hoover, Chairman of the Belgian Relief Committee, as Food Controller for the United States, and began a propaganda for greater production.

3. Under date of April 10th, Ogden Armour stated that unless the United States wishes to walk deliberately into a catastrophe the best brains of the country, under Government supervision, must immediately devise means of increasing and conserving our food supplies. Armour advocated a federal guarantee to the farmers of \$1.50 a bushel for wheat, Government supervision of fertilizer prices to bring greater yields, strict economy in all households, and the cultivation of every available acre. The food shortage, he said, is world-wide. European production is cut in half, the Argentine Republic has suffered droughts. America must wake up!

4. The failure of the wheat crop in the Argentine Republic, which is ordinarily a great wheat-export nation, has resulted in an embargo being placed upon the export of wheat from that country.

5. American fall wheat is reported to be 65% normal crop. Even with favorable weather, the crop is likely to be the smallest in the last thirty-five years.

6. Reports from Ontario on the condition of fall wheat are decidedly discouraging.

7. The land under cultivation in Ontario in 1916 was 365,000 acres less than in 1915.

8. There is an average of not more than one man per hundred acres on the farms of Ontario at the present time, and the forecast for 1917 is that the cultivated acreage for 1917 will be greatly less than that of 1916.

9. Bread has gone to 24c per four-pound loaf in England, for the first time since the Crimean War.

10. Lord Davenport, British Food Controller, proposes taking authority to search the houses of Great Britain to prevent food hoarding.

11. One ton of foodstuffs grown in Canada is worth to the Allies. two tons grown in the Argentine or India and four tons grown in Australia; ocean tonnage has decreased alarmingly, and one steamer can carry as much from Halifax to Liverpool as two steamers from the Argentine or India, or four steamers from Australia. For this reason, a double duty is imposed on Canada to produce.

12. To explain this food shortage, and to emphasize the duty to produce. it should be borne in mind that at least sixty million men and women have been withdrawn from the ordinary walks of life to prosecute the war, either as combatants or as munition workers, etc.

EDITORIAL COMMENT

FIRST STAGES OF READJUSTMENT REACHED

IT is becoming apparent that our shell industry has reached the apex of its activity and may decline from now on. On this point *Canadian Machinery* says: "Although, generally speaking, the end of Canada's munition industry is by no means in sight, evidences are not wanting that some considerable curtailment of shell-making activities may be said to be at least imminent if not already operative. Further or repeat orders for 8-in. and 9.2 in. high explosive shell are likely to be restricted in both number and quantity. We understand that the 60-pdr. projectile, a small number of which, comparatively speaking, have been produced here, is also likely to be eliminated."

It is not likely that this curtailment will be serious enough to in any way affect industrial conditions. The fact is thus emphasized, however, that the time for readjustment is drawing near. Canada's shell-making activities will drop to a minimum within a certain period after peace is arranged and our attention must revert back to the ordinary channels of trade and industry. We have reached the first stages of this crucial readjustment process.

BUSINESS MANNERS

"MY biggest job, writes E. M. Statter, in *System*, "is in seeing that our customers like us." There is a whole business sermon in that one sentence. Mr. Statter, who is the head of one of the biggest hotel systems in America, has built up a wonderful business, and, when the factors that have led to his success are analyzed, it is found that they are summed up in the idea as expressed above. He makes his customers like his hotels—and they come back.

There is no difference between a hotel and a retail store in this respect. If the merchant makes his customers like his store they will come back. Of course, to make them like the store it is necessary for him to do more than present a smiling welcome and a genial reception. He must have the goods they want and be able to sell at prices that customers will regard as fair and satisfactory. The store itself must be attractive and the service rendered must be prompt, accurate and courteous. But all this is summed up in the one phrase "making our customers like us."

There are many merchants who strive to give service but do not care whether the service, efficient though it may be, is pleasing. They do not deem it

necessary to throw in a smile with the receipt. "People know they can get the goods here and they'll come," sums up the creed of this type of merchant. There is truth in this, but it is perhaps only a half truth. People will return to stores where they can get the goods they want; but they return much more readily and perhaps oftener when they have learned to like the store for other reasons.

PRICES STILL ADVANCING

WITH remarkable persistency prices of hardware products continue to advance. This week's market reports will give the reader a good idea of what has been happening week after week for many months. The hardware trade has for the first time, within the memory of the present generation at least, witnessed Manila rope wholesaling at 31½c lb. basis, wire nails nearing the six-dollar mark, and many other lines equally as high in price. A year ago to-day's prices were thought impossible. It was freely predicted in some quarters that retailers would have to close up shop if prices advanced much further. High prices followed, however, and business appeared to go on as usual. In fact, business has been better than usual in some quarters. On the surface, Canada has apparently been passing through a veritable whirlwind of prosperity. Plenty of work and high wages has been the general rule throughout all industrial plants. This condition has been created, in the first place by heavy enlistments of men, and in the second place by the huge volume of war business placed in Canada. According to official figures the value of war orders received by the Imperial Munitions Board alone amounts to \$850,000,000.

The question now facing us is one of how long will present conditions last. We already see a curtailment of war orders. Retailers are now stating freely that the public is beginning to take particular note of the high prices of hardware, and that buying on the part of the public, is to some extent being deferred. The volume of sales in most stores compares favorably with previous records, but it must be remembered that a merchant has in many cases to sell only one article to-day, in order to make the sales total appear as large as when two similar articles were sold prior to the war. The turning point is bound to come sooner or later. Possibly it is nearer now than it seems. Extreme caution in buying should be the order of the day under present conditions.

Bookkeeping System that Gets Results

Petty Vouchers Kept in Special Blotter—Working Out the Different Headings in the Journal—Handling the Cash Receipts.

First of a Series by Successful Merchant.

A MERCHANT who has done business for nearly 20 years, and is recognized as a success not only so far as making money is concerned, but as an analyst of his own affairs, will give a few pointers to **HARDWARE AND METAL** readers on his bookkeeping system. He has brought it to such a state of conciseness and simplicity that little more than half an hour a day is required to operate the office end of it. And—when this is done—he knows just where he is at.

Before taking up the journal and ledger, he tells us, make sure of a file that we will term "Petty Vouchers." This is a common counter book or blotter, and includes records of express, freight, little payments and for odds and ends; memoranda of agreements covering the terms on which you employ help, etc., barn payments, hay, oats, axle grease; expense payments, such as coal, light, telephone, wages, etc. Sort them out first, then paste into the blotter, each in its own class, one under the other. Then extend to the outer column of the book the amount of each slip and add up the separate totals.

Debit and Credit Pages

First, note that the left-hand page is the debit page. Everything that is to be charged against any account is entered on this page.

Second, the right-hand page is the credit page. Every credit to any account is entered on the right-hand page.

Third, there can be no debit without a corresponding credit; hence, an entry on one page requires an entry on the other page to balance it. This is the safeguard and the check of the "double entry" system. Do not be afraid of this feature. It is very simple and easily understood and handled; and you get used to it very soon.

You have six columns in your journal. You skip page 1 entirely. On page 2 write in the space provided at top of each column as follows:—Col. 1, cash; col. 2, mdse.; col. 3, expense; col. 4, wages; col. 5, earn.; col. 6, sunds. (meaning sundries). On page 3, being right-hand page, write on col. 1, cash; col. 2, mdse.; col. 3, discount; leave 4 and 5 blank for now; write sunds. top of col. 6.

Making up Debit Page

1. At top of date column, on both right and left-hand pages, write 1917, and in the column, second line, write January 2nd.

Next write mdse. in the detail column, left-hand or debit page, followed by petty vouchers. Take the total of "P.V." chalked against merchandise, and enter that in the mdse. column.

Next, take your check book for the record of bills paid by check, and enter as follows:—Below mdse. set in slightly from left margin, write name of firm paid, say, A1 Jobber & Co. Let us say there were two bills—one 30-day, less 1 per cent., \$29.60, and one 60-day, less 2 per cent., \$48. So, immediately following Jobber's name, dropping to next line, insert \$29.60—.30, carrying the 30 cents discount into the small column immediately at right of detail column. Next line write \$48.00—.96, carrying the 96 cents discount into the small column, as before. Proceed thusly with all bills paid by check. (You will note that I go on the theory that you discount your bills. If you do not discount, just insert the face value of bills paid without deduction directly in mdse. col., as noted below).

When you have entered all bills thus discounted and paid by check, enter other bills paid by check, either not subject to discount or not discounted in similar fashion, listing each bill under the payee's name for ready reference.

Now, add up the discounts in the small column, putting the total immediately below in small, interline figures.

Next extend each net amount paid over into the column headed mdse.

Next extend the total amount of discounts, as indicated by the small figures in the small column, into the mdse. column just below the other items you have written therein.

Now, take your finely-pointed, hard pencil, and add up the items in the mdse. col down to, but not including, discount. Say it is \$188.46. Insert the pencil fig-

ures and let them remain.

Next move over to the right-hand page, which you date as previously indicated, and write cash in detail column, second line, followed by the words mdse. a/c.; and carry the total of \$188.46 into the cash column.

Next take the little figures of discount from foot of left-hand mdse. column, say, they total \$1.47, and carry that amount to right-hand page under discount column, dropping six or seven lines below the cash entry.

Note this one point here: That as far as you have gone the total of the entries on the left-hand page is the same as the total on the right-hand page. That is "balance." It is the foundation of correct accounting.

Daily Record of Cash Balance

A fundamental of accounting is to have a daily record of the cash balance. There are many plans. Some keep a little book wherein every morning they enter cash on hand. If you have such a scheme in operation, there is no reason, perhaps, why you should change it—unless you like my system better.

I keep my cash balance on the blank spaces of my check-stubs. That is convenient and readily accessible; also it saves having an extra book. Here are two sample entries, "O H" meaning "On Hand":

Jan. 2, 1917—	Jan. 3, 1917—
OH, safe ...\$121.42	OH, safe ...\$ 72.81
Reg. ... 43.21	Reg. ... 39.66
Bank .. 621.82	Bank .. 582.44
\$786.45	\$694.91

These show the amount in my safe, the "change" in the register, and the bank balance at the beginning of business on these two days. Let us keep these figures before us.

We have had mdse. items of \$29.60, less 30c discount, and \$48.00, less 96c:

1917		Cash	Mdse.	Exp'nse	Wages	Barn	Sunds.
Jan. 2	Mdse., PV		91 70				
	A 1 Jobber & Co.						
	29 60—	0 36	29 30				
	48 00—	0 96	47 04				
	Wilson & Co.						
	20 63—	0 21	20 42				
			1 47				
	Disc't	1 47					
	Expense, PV			15			
	Matz & Co.			4 80			
	McCann, 18 00—	0 36		17 26			
	Disc't			36			
	Wages, PV				34 50		
	Prop. ck.	Settle			25 00		
	Wald. stlmt				21 00		
	Adv., Cantwell a/c						20 00
	Int. at Bank						30 00

Our Debit Page looks as above.

1917		Cash	Mdse.	Disc't	Blank	Blank	Blank
Jan. 2	Cash, Mds. A/c	188 46					
	Expense A/c	22 59					
	Wages	80 50					
	Advertising	20 00					
	Interest	30 00					
	Disc't, Mdse.			1 47			
	Expense			0 36			

Our Credit Page looks this way.

and we have carried to the credit page a total of mdse. payments of \$188.46, with total discounts of \$1.47. So let us insert another bill on the debit page; Wilson & Co., \$20.63—21, and carry the \$40.42 net into the debit mdse. column. That entry will fill out the \$1.47 discount we have entered already.

These items paid by check foot up \$96.76. We take that from the \$188.46 entered already as total mdse. disbursements, and thus have \$91.70 to carry out as a total of PV mdse. payments.

(See form illustrated herewith).

Now, take a slip of paper and take off the totals of all columns on both pages, and add them. You will find that the total for each page is \$343.38; so your work balances thus far, and is almost certain to be correct.

Handling Cash Receipts

Your big source of cash receipts is mdse.; either through cash sales or payments on account. The most important and helpful simplicity of this system is that receipts from both sides and payments on account are lumped together. The system is run as if you were doing a cash business only; yet as will appear later on, you can run a credit business perfectly well with this system. My own sales have been 60 per cent. credit for over twenty years.

Occasionally you get money from some source other than mdse.; and you must take any such item into account before you go about the ascertainment of your "cash sales," as all receipts from mdse. are called under this system.

On January 2nd, therefore, let us say you sold an old desk for \$10.00. That is a credit to furniture and fixtures a/c. You have a PV in the form of a yellow (rec'd on a/c.) slip, showing this transaction; and that slip is pasted in the PV book. But, as the transaction stands alone, you enter details in your journal under cash on the debit page and under Sunds. on the credit page, thus:

Cash, sold desk to J. M. Fox\$10.00
F. & F., Cash for desk\$10.00

Now both sides of your book show an increased total of \$353.38, and you are ready to check up your cash receipts for January 2nd. Here is the rule. I suggest you cut it out and paste it on the inside front cover of your ledger:

Rule: Add together all cash disbursements for the day. Add thereto the cash balance of the day following.

Subtract from the grand total any

cash received for sales other than mdse.

Subtract from remainder cash balance of this day.

Remainder is cash received from mdse. sales and collections, all of which we handle as cash sales.

Example of process:—

Adding our cash disbursements of Jan. 2, we find a total of	\$ 341.55
Add cash balance of Jan. 2.....	694.91
	<hr/> \$1,036.46
Subtract amount received from F. and F. sale	10.00
	<hr/> \$1,026.46
Subtract cash balance of morning Jan. 2	786.45
Leaves actual mdse. receipts (sales) of \$	240.01

Checking Up Cash Receipts and Sales

If this \$240.01 agrees with your register account, or with whatever other system you have in operation for the checking of cash receipts and sales, the remainder of the day's work is simple. You enter, directly under the F. & F. item, "Mdse. Sales" and carry the \$240.01 into the cash column on the debit page. On the credit page you enter in detail column, "Mdse. sales," and carry the \$240.01 into the mdse. column.

If this figure does not agree, with reasonable approximation, with what your register or other system shows you should have, you can keep January 2 open; leave two or three lines for later developments, and proceed with January 3, just the same. Then you can go over your records, just as you may have done before, and seek to locate the discrepancy.

If and when you satisfy yourself that either the \$240.01 is correct or that you cannot now find the correct amount, you can enter the \$240.01 and trust to good fortune, as you do now, to find the trouble later on.

But note this: The \$240.01 is based not on any theoretical cash balance, but on the actual money you know you have on hand, so that, whatever errors may creep in, you start each day fresh with brass tacks facts.

Again, note that I refer to "reasonable approximation" of results. I do that because we all know that the register, or the drawer, or whatever other method you may have, does not always come out right. In fact, it very seldom works out to the penny. Nothing will excuse us for becoming "lax" about this fact. We must be watchful and eternally

vigilant to see that our cash is handled with honesty and scrupulous accuracy. Everyone of us who gives these matters careful attention can improve his methods, and he owes it as his first duty to his business to make every possible improvement.

Meantime, we must be sensible enough to recognize facts, and one such fact is that variations from the regular will occur; and when we have a result very nearly in accord with the register account, we must enter it, so we can attend to our daily business.

My cash was out some \$24.00 once, shortly after we had installed a new register, and though we kept the day open for a long time, we had to let it go after all. Some time afterwards we found a check for \$23.89 which had lodged behind one of the drawers. The account had been receipted; and it is interesting to note that the only dishonesty about the transaction was on the part of a very sweet lady who never reported that that particular check had never been returned by her bank. My own people were on the level.

In the next article we will consider the ledger and explain other points.



TO TAKE CENSUS OF MANUFACTURERS

To be Taken During 1917 by Census and Statistics Office

Ottawa, Ont.—Sir George Foster, acting Premier, announces that a comprehensive census of Canadian industries will be taken for 1917 by the census and statistics office. The idea is to have the fullest possible data in hand with regard to industrial undertakings available for the period of reconstruction, which will follow the return of peace.



ENLIST IN THE ARMY OF PRODUCTION

(Continued from page 34.)

exertions of the remainder, keep his own business going along as well as ever; for increased production must be obtained without any corresponding slump in industry and business.

This is not a problem for the other fellow. It is for YOU.

If YOU do not do your part, count it as certain that there are going to be countless other slackers. Count it, then, as certain that production is not going to be increased, that the dread hand of Famine is not going to be averted, that the support our armies need in winning the war is not going to be forthcoming. Count yourself as responsible for this.

On the other hand, if you decide to do your part, count it as certain that everyone else is going to do the same, that the gigantic problem of increased production is going to be faced by a well-organized army of cheerful workers.

Are you ready to enlist in the army of Increased Production?

EVENTS IN THE TRADE

OBITUARY

North Bay, Ont.—The death occurred here of George Andrew, infant son of P. E. Hughes of the Cochrane Hardware Co.

TO TAX GASOLINE PUMPS

Lindsay Council Wants Greater Revenue

Lindsay, Ont.—Following a warm discussion, the Council of this town decided not to impose a tax on electric signs. It was decided, however, to place a tax on gasoline street pumps.

SASKATCHEWAN CONVENTION,

MAY 8, 9, 10

1917 Meeting to be Held at Moose Jaw, Sask.

The annual convention of the Saskatchewan Retail Merchants' Association will be held at Moose Jaw, Sask., on May 8, 9 and 10. A complete programme will appear in next week's issue of **HARDWARE AND METAL**.

BUSINESS CHANGES

Sombra, Ont.—G. M. Sheppardson, hardware, has sold out to Hargrove & Dawn.

Domrenny, Sask.—Scott & Sanderson, hardware and furniture have been succeeded by A. E. Scott.

Shawinigan Falls, Que.—Dufresne & Normand, hardware have dissolved. T. N. Normand & Co., hardware have registered.

WANT DAYLIGHT SAVING

Act Wanted for Whole of Canada

Ottawa, Ont.—A delegation representing the Federated Boards of Trade of Ontario, and the Toronto, Montreal and Winnipeg Boards, waited on the Government this week and asked that a daylight saving law for the whole of Canada, effective between the third Sunday in April and the third Sunday in September. Sir George Foster, acting Premier, expressed his sympathy with the movement, and promised fullest Cabinet consideration.

B. O. T. CO. CHANGES HANDS

Canadian Brass Manufacturing Company Now in Control.

The Canadian Brass Manufacturing Company of Galt has acquired the ownership of the B.O.T. Manufacturing Company of Toronto. The latter was established in 1910. The head office of the company will be at Galt, and the Toronto company absorbed becomes a branch. The board of directors includes: G. A. Dobbie, Galt, president; S. F. Scott, M.P., vice-president; G. E. Fisher,

managing director and secretary; and F. A. Scott, H. Leddon and B. O. Tilden.

DOMINION INCORPORATIONS

Huot Rifle Automatic Attachment Co., Ltd., capitalized at \$500,000 head office, Montreal to manufacture rifles, parts and their accessories. Incorporators, J. A. Huot, machinist; Richmond, Que.; S. E. Demairius, merchant, Richmond, Que.; J. A. Belair, plumber, Richmond, Que.; L. A. Dubrule, P. L. Dubrule, merchants, Montreal, Que.

Canadian Shovel & Tool Co., Ltd., Hamilton, Ont., capitalized at \$500,000 head office, Hamilton, Ont., to manufacture and deal in shovels and tools, etc. and to take over the Canadian Shovel & Tool Co., Ltd., a company incorporated under the Ontario Companies' Act. Incorporators, Wm. A. Holton; Frederick Skelton; W. E. Skelton; M. B. Holton; L. J. Holton, all of Hamilton, Ont.

PERSONAL

A. Birmingham, of the John H. Graham Co., New York, was in Montreal, this week.

G. W. Carter, of the Eagle Lock Co., New York, was visiting Montreal business circles this week.

L. Bay, of Bay Bros., who have stores at Prussia and Prelate, Sask., was a visitor in Winnipeg last week.

Mr. Jacobs, of Turner Brass Works, Sycamore, Illinois, U.S.A., was a visitor to Montreal business circles this week.

A. C. Sotheran has joined the sales staff of Beatty Bros., Ltd., Fergus, Ont., and will work out from the Winnipeg branch, covering Central Saskatchewan from Regina and Saskatchewan East.

K. G. McKillop, formerly at the head office of the Codville Co., Winnipeg, has been appointed manager of the new branch being opened by the Donald H. Bain Co., manufacturers' agents, at Lethbridge, Alta.

INDUSTRIAL NOTES

Guelph, Ont.—The International Malleable Iron Co. are installing a new 20-ton milling furnace and three annealing ovens in the 216 ft. extension which they are building to their foundry. A new warehouse and shipping room will also be built.

The Coleman Fare Box Co. has removed its plant from Tottenham, Ont., where the business was founded, to 1191 Bathurst Street, Toronto.

Hamilton, Ont.—The National Abrasive Co. of Boston and Amesbury, Mass., manufacturers of carbolon an abrasive

material for grinding and polishing purposes, have decided to locate in Hamilton and have bought an acre and a half of land on Biggar ave. near Lottridge street. They will start erecting a factory immediately and expect to start operations in 90 days.

NEWS FROM ST. JOHN, N.B.

Marriage of Major P. D. McAvity—P. Campbell & Co. Suffered Fire Loss

The wedding of Major Percy Douglas McAvity, son of S. S. McAvity of T. McAvity & Sons, and now associated with the firm after being invalided home from the front, with Miss Gertrude Hannah Philps, daughter of Mr. and Mrs. C. S. Philps, took place on Wednesday of last week, at the home of bride's parents, in St. John.

P. Campbell & Co., hardware, heating, etc., suffered a loss of about \$1,000; in a fire which damaged the building occupied by them in Prince William Street, St. John, N.B., the loss being fully covered by insurance. In the other end of the building the Goodyear Tire & Rubber Co., also escaped with slight loss, while other parts of the building were gutted.

Senator Thorne of W. H. Thorne & Co., Ltd., headed the committee of business men which conducted a successful campaign for Y.M.C.A. overseas work in St. John.

ONE MILLION DOLLARS A DAY

Chicago Mail Order House Received Over 200,000 Orders in One Day

HARDWARE AND METAL readers have frequently read articles on the operations of Sears Roebuck & Co., the Chicago Mail Order house. This company on one day in February (Monday, Feb. 26) received 201,000 Mail Orders for goods, accompanied by cash in advance, aggregating \$1,625,000. This is said to be the largest single day's business ever done by a Mail Order house. The highest previous total was \$1,500,000, received December 11, 1916.

The comparison is more striking when it is noted that February is one of the poor months of the year, ranging fifth or sixth in volume of sales, while December is invariably the banner month. An increase in excess of 45 per cent. for January would not be surprising. Only once, that in October, 1916, has the monthly gain exceeded 40 per cent.

"Sales for the year 1916 totaled \$146,838,000, a gain of 30.33 per cent. Those of December showed a gain of 39.12 per cent., and of January, 1917, 38.04. Sales for 1917 are certain to ex-

ceed \$200,000,000. Net earnings on this volume of business will probably be in excess of \$20,000,000.

SIMPSON'S HAVE BIG YEAR

Mail Order Business Growing—Over 2 Million Increase in Mail Orders

One of the outstanding features of the activities of the Robt. Simpson Co., Toronto, according to the annual report just made public, is the development of the Mail Order end of the business. This included a fireproof structure of 11 stories in Toronto with a floor space of 8½ acres, and a building in Regina, which with new stable and delivery buildings in Toronto represents over \$1,250,000 in new plant and equipment. The new Toronto building left more space in the main store for local trade, and facilitated the growth of the Mail Order business in Eastern Canada, while the Western branch at Regina, Sask., placed the company in an immeasurably better position to handle promptly and otherwise efficiently Western orders, where it was handicapped before in competition with the Winnipeg branch of the T. Eaton Co. It is said that the increase in the Mail Order business last year, partly in consequence of these changes, exceeded \$2,500,000. The Mail Order houses, as long ago in the case of the Eaton Co., now far exceeds the local trade in the store and promises to go to huge proportions in a few years if present conditions of trading continue in Canada and local competition does not improve in many quarters.

The following figures sum up in brief the results of the most successful year in the history of the Robert Simpson Co. of Toronto up to Jan. 31, 1917.

Net Earnings	\$ 875,089.01
Increase over 1915	60,000.00
Assets	11,068,161.53
Increase	2,038,422.53
Increased Turnover	4,700,000.00
Increase in 1915	288,000.00

TURPENTINE FACTORS UNEASY

Curtailment of Steamship Transportation Facilities Would Have Serious Effect on Industry.

Fears are prevalent in the South that further interference with shipping would have a decidedly bad effect on the rosin and turpentine industry and that with an accumulation of supplies the market would become stagnant. The recent advance in price came unexpectedly, even in the South, and whether it will hold or not remains to be seen.

The Savannah Weekly Naval Stores Review, in commenting on the future outlook, states that a month ago the trade, factors and dealers alike, looked for a larger crop for 1917-18 than was produced in 1916-17. This opinion is now changing and the belief is becoming firmly planted that the crop will not be larger and may not be as large as the last one. This change in sentiment grows out of the increasing labor difficulties. The difficulties are not acute as yet, but they show a tendency to increase. From every direction the operators are reporting a labor shortage, not

alarming as yet, but showing a tendency to become so. The fear is expressed that with the government now directing the recruiting of negroes for the army, and with the competitive requirements in other industries in this and other sections, heavy draughts are apt to be made on the turpentine labor, one of the hardest classes of labor in the country. With this added to the other fears hanging over the industry, all interested have reason to feel anxiety as to the coming months. The uncertainty attaching to everything in the disturbed state that exists makes the conduct of business anything but a matter of ease and assured profits.

SHOULD MANUFACTURERS CONTROL PRICES

(Continued from page 33).

Selling More Than a Commodity

Insofar as a maker of a trade-marked article sells just a commodity, he has no control over the re-sale price. If his distributing customers—wholesalers and retailers—choose to remove the contents of his package and sell them as bulk goods; or remove from an article its distinguishing mark or brand, and sell it purely as a commodity, without a maker's name and all that this name implies; then they are merely exercising their free privilege, and the matter of the price to the consumer is something the dealer can fix without reference to or thought of the maker; for in such case a cut price or an enhanced price works no injustice to the maker.

A department store wished to sell the Ingersoll watch at a cut price but was not free to do so by the terms of the agreement with the makers. The makers offered to give this store the identical watch with the Ingersoll name left off, at several cents lower price than the price of the branded watch, which would leave the department store free to sell the nameless watch at a lower or higher figure than \$1, and still make a desired profit. But this was not what this department store wanted; it wanted the selling power of the Ingersoll name, and not just a good article. It recognized that the public is ready to pay for a name—to pay something extra for a name and all that this name implies or stands for.

What the Public Pays for

When the public pays a seemingly excessively high price for rolled oats in packages—this by way of example—it does so voluntarily, knowing full well that the extra price paid—the price over and above the price of an equal quantity of rolled oats bought from bulk—is to pay for something not obtainable when the bulk article is bought. And if a maker by making a product of higher quality and all round greater desirability, succeeds, by advertising and dealers' and consumers' favor, in obtaining a very high price for his particular brand of rolled oats, should he be regarded as a species of thief, a foe to the public? For, let it be always remembered that always the public is free to buy the bulk article—the commodity—at a price close to its open market value,

considered as a bulk commodity. And if the public, out of fastidiousness or vanity, or for its content of mind, chooses to pay a very much higher price than it needs to pay—this for a name—should the maker be held up to condemnation or obloquy? And should he be accused of increasing arbitrarily, viciously, heartlessly and selfishly, the retail price of the commodity he deals in? The answer to this question requires to be given with great care.

Rights in Trade-Mark or Brand

The fact is that a maker has perpetual, recognized and admitted rights in his own name, or brand, or trade-mark—rights that dealers may not ruthlessly ignore, jeopardize and trespass against. When a dealer buys a branded product whose trade-mark has been made valuable by plentiful advertising, he buys much more than the commodity contained in the package or identified by the brand. He buys outright the contents of the package or the material carrying the brand, but he most certainly does not purchase outright the brand or name that accompanies the product, and which gives the product its enhanced value. This name or brand continues to be the property of the manufacturer. Title to the brand—the enhanced value-giving thing—remains with the maker; and law in theory protects the owner against the vandalism of the price-cutter.

It is this aspect of the case that has been unconsidered by Mr. Knowles and many more.

It is quite true that there is prowling about in the shadows a devouring beast, and it is quite right that men whose life is threatened and whose family's life is threatened, should hunt out and slay this beast; but there is a danger that nervous men, seeing a creature that looks like the one they are hunting for, but which is not, may kill it, and leave unhurt and unterrified the real beast of prey. This is just what Mr. Knowles' bill is doing; it is out after a real evil and wrong, but is chasing the wrong thing.

HARDWARE AND METAL is in accord with Mr. Knowles' motive and purpose, but points out to him and others the futility and error of his present quest—this in the hope that, having his vision cleared, he will frame and push the right legislation, and so save the statute books of Canada from the blemish and iniquity of a ridiculous and unjust law.

STANLEY GARAGE WEEK.

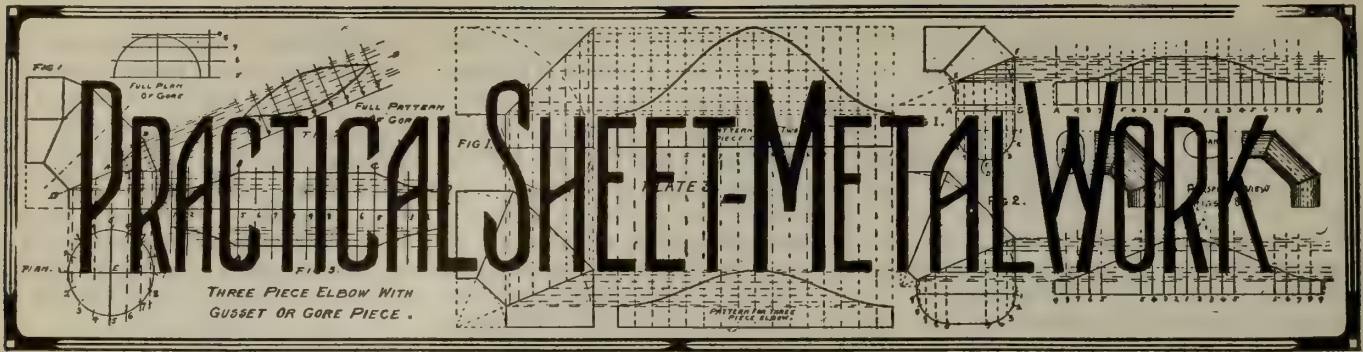
The second week in May, beginning Monday, the 7th, is to be Stanley Garage Hardware week in Canada.

The Stanley Works are asking hardware merchants to display Stanley Garage Hardware in their windows during that week.

As a centerpiece for displays, the company has prepared a cut-out of a garage, illustrated on page 2 of the booklet, "Selling More Stanley Garage Hardware," which is being supplied to retailers.

This cut-out is beautifully lithographed in nine colors, and makes a window display centerpiece of more than ordinary attractiveness.

A number of other selling helps are also being supplied free of charge to retailers.



BY THOMAS STANFIELD

ONE of the most useful pipe fittings in furnace construction is that of an offset boot. It takes the place of a round to rectangular piece as well as an elbow in many cases.

For instance, if a straight round to rectangle piece is used, and the warm air pipe has then to be turned to the horizontal, this horizontal pipe will be much lower down than would be the case if an offset boot be used.

Then an angle elbow can be used, too, under certain conditions, which would reduce friction in the warm air pipe line.

This pattern is developed by the triangulation method, though the plan is not used in this case. No matter what size or proportions of a fitting is required, the method here described can be adopted.

First draw the side elevation shown in Fig. 1—B¹, A¹, B, A, 9, 1. and determine centre of line 1 as at 5. With 5 as centre, draw the half circle, which is really

a one-half profile of the round piece and takes the place in practice of the half plan of round part of the fitting. From B¹ and A¹, draw the half plan of rectangular piece, as shown, at B², A², which may be any desired length. Fig 2 shows how a half plan of the boot may be developed, though it is not required in this case, but is shown merely for practice in striking off a plan from the elevation of an irregular shaped article.

Next divide the half profile of the round piece into eight equal parts, 1, 2, 3, 4, to 9, and draw dotted lines from these points at right angle with line 1, 9, which now becomes the base line of piece to be developed, intersecting same as shown by 8¹, 7¹, 6¹, 5¹, 4¹, 3¹, and 2¹.

Next draw dotted lines from B to 5¹, and from A to 5¹ to 1, the portion marked G between points A, B and 5, will be flat, while the rest will be formed with a circle.

Now turn to Fig. 4. This diagram

shows the true length of the portion that is curved with the half elevation for the lower part of the boot.

First draw a vertical line, A, B, the height equal to half the length of the rectangle piece, and from B draw a horizontal line at right angle to A B, the same length as the line A 1 in Fig. 1. thus establishing three points A, B, C. Now draw a dotted line connecting A with C; this is the first true triangular line developed. Now place the compass point at 2¹ on base line in Fig. 1, and open to point 2 on the circle, transferring this measurement to C in Fig. 4. Next open compass and transfer measurement between point A 2¹, Fig. 1 to B C on Fig. 4, thus securing point B 2 on horizontal line. From 2 draw a vertical line equal in length to the distance between 2¹ and 2 in Fig. 1; repeat these operations until all the distances have been transferred. Then draw a number

(Continued on page 49.)

PLATE 48.

FIG 1.
HALF PLAN OR
PROFILE OF
ROUND PIECE.

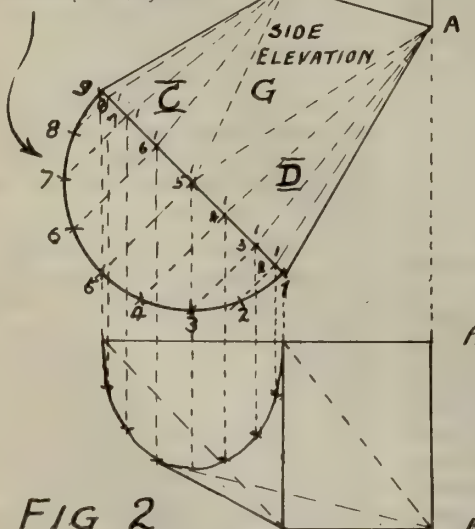


FIG 2

HALF PLAN OF OFFSET BOOT.

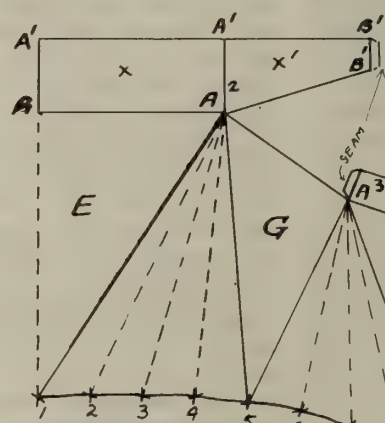


FIG 4.

FIG 5.

HALF PATTERN
OF OFFSET BOOT.

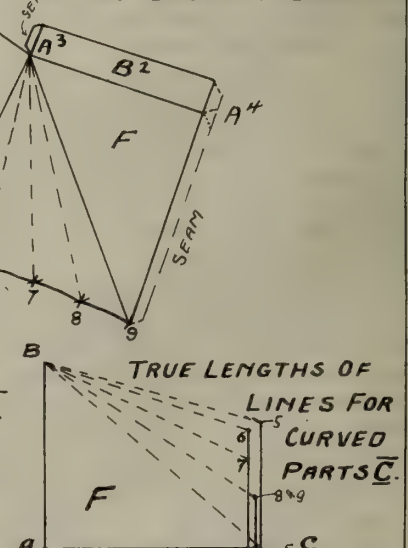


FIG 3.

18.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

AIR CIRCULATING ECONOMIST.

W. J. Sarvis, Hanover, Ont., has patented in Canada and the United States a super-heated air-circulating economist, shown on the accompanying illustrations. Mr. Sarvis claims that the



Rear of stove showing Economizer in place.

device can be attached at very small cost to any stove or range without altering the patterns to any great extent. The patentee describes the device as follows:—A flue of sufficient size to give perfect draft is of polished iron or steel, and runs at right angles under the stove with an opening in the centre, or independently if so desired within 3 inches of the floor, to admit air to draft and check flue. The air being super-heated



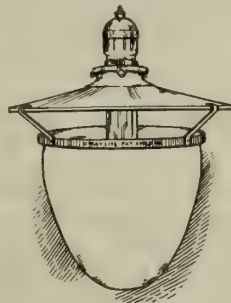
View of Economizer from front of stove.

in its travels gives perfect combustion to the fire when open for draft. When checking of fire is required, the economist damper is opened by a handle on the stove top. This handle can be adjusted, by the operator, to any degree of checking, and it thoroughly controls the fire. The patentee claims that this device removes all cold air from the floor of the room, and allows the warm air to descend. Cold air is constantly being removed whether the device is on draft or checked. It is claimed that with the device a range can be made to act in the same manner as a hot air furnace. It is also said to be a fuel saver.

LACOLITE FIXTURES

Canadian Laco-Phillips Co., state that the exposed light of gas-filled (Nitrogen) lamps is generally admitted to be harmful to the naked eye. The powerful concentrated light strains the eye, destroys the true vision.

In order to overcome this objection, the Lacolite fixture illustrated herewith is specially designed to meet the situation by stopping the glare and spreading the light. The construction it is said, is particularly simple and the unit can



Lacolite Fixture.

readily be adapted to service without the expense of calling in an electrician.

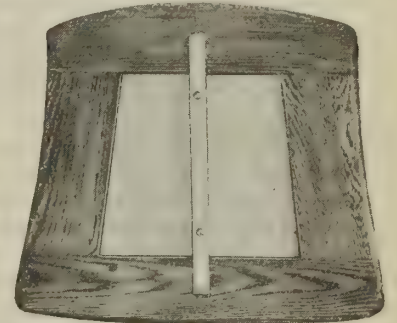
Lacolite Fixtures are designed for use with 60-100-200 and 250 watt gas-filled lamps and it is claimed are suitable for stores, offices, show-rooms, show-windows, lofts, factories, halls, freight and passenger station lighting, etc.

They are being marketed by the Canadian Laco-Phillips Co., Ltd., with offices in Montreal, Toronto, Winnipeg and Vancouver.

ON IN A MINUTE SEAT

Economy Seat Co., 911-913 West 31st St., Chicago, Ill., has recently brought out a new chair seat known as the "On In a Minute Seat." The makers state that this seat can be securely attached in a minute to any chair or rocker hav-

ing an open seat frame, such as cane, cobbler seat, or Vienna bentwood chair. The makers state that the chief feature about the seat is that a child can fasten it on in a minute and it is there to stay. The seat is fastened on by simply fast-



Reverse side of "On In a Minute Seat."

ening two bolts. The seats are upholstered in Morocco grained, black or brown Spanish leather, in plain or tufted style. A good quality of filling is used, making a neat and serviceable seat. The



Top View of "On in a Minute Seat."

bottom is made of three ply wood veneer. The seat, it is claimed, will not shift, slip or move when attached.

Buell Explosion Whistle

C. C. Cartwright, 85 Water St., Winnipeg, is marketing the Buell Explosion Whistle in Western Canada. This is something new in automobile accessories for Canada. It comes in single tone and chime.



INFORMATION RE CARE OF LAWNS.

The information re care of lawns used in an article in the April 7 issue of Hardware and Metal, entitled "Reasons for Selling Lawn Rollers," was supplied by courtesy the Dunham Co., Berea, Ohio, manufacturers of lawn rollers, and represented in Canada by Alexander Gibb, St. Nicholas Bldg., Montreal. An attractive booklet has been issued by this company entitled, "The Proper Care of Lawns."

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

DESPITE the fact that every week for months past heavy budgets of price changes have been brought down, changes this week have been even more marked and varied than usual. Practically all lines of bar iron and steel have scored advances in price. Black and galvanized sheets have also moved to higher levels, with further advances to come. Tin plate prices now merely nominal, threaten to go to levels undreamed of a short time ago. A great many lines of shelf goods have also been advanced in price during the week. Paint markets are decidedly firm and higher prices went into effect on linseed oil, turpentine, shellac and colors in oil. New list prices have been issued on shovel, hay fork, hoe and rake handles. Cut nails advanced 30¢ per keg. Among many other price changes this week are advances on harvest tools, scythes, spades and shovels, hay knives, extension ladders, cotton rope, cotton bag twine, sash and awning cord, coffee mills, garnet sand paper, bushings and couplings, bar iron and steel, mild steel, band steel, toe calk steel, electric welded chain, cut nails. Pure Manila rope has advanced 2 cents per pound. Advances have also been made in prices of British Manila and sisal rope. Old metals have declined slightly in price, owing partly to the fact that it is feared the Government might try to regulate metal prices. Pig-iron prices are merely nominal, and liable to change at any time. There is a brisk demand for ingot metals, although some buyers are hesitating, owing to the uncertain situation in metals in the United States. Business continues brisk, and spring trade is opening up in a very satisfactory manner. Unusually good reports are coming from country districts.

MONTREAL MARKETS

MONTREAL, April 19.—Summarising the situation as regards the **HARDWARE AND METAL** markets of Montreal for the current week, the main tone is the firmness again in iron and steel with advances. Harvest tools, spades and shovels have advanced, scythes, hay knives and a good number of articles on the list of heavies. More advances may be expected with the iron and steel markets so very firm. Rope has advanced as predicted in this paper last week. The market for all the materials for cordage is very firm. Demand sets in steadily for garden tools, especially it would seem in cities where the free lot for greater production is in evidence. Opening of navigation is now close at hand, and a great many heavy shipments will be going by boat very soon.

Changes Affect Varied Shelf Goods

MONTREAL.
SHELF-GOODS AND HEAVIES.—Owing to the tendencies this week in the iron and steel market hardware of all kinds may be said to be in firm market.

Shelf goods show certain changes, but the great run of advances noted this week seem to partake more of the nature of advances in heavy good. Further advances in shelf goods and heavies may be expected beyond doubt.

Harvest Tools Up

Harvest tools have advanced, the new discount being 33 1-3 per cent. This used to be 40 per cent.

Hay Fork Handles Also Up

Hay fork handles have advanced 25 per cent. on list price. Note that the discount in this case remains the same.

Scythes Up 50 Cents

Scythes have advanced fifty cents per dozen, and reaping hooks are up twenty-five cents a dozen.

Hay Knives Also Up

There is an advance also in hay knives, which comes to the same as in the case of scythes, that is fifty cents a dozen.

Extension Ladders Advance

Extension ladders have gone up, not in the mechanical sense but in price. The advance is fifty cents each.

Files Firmer

The former advance to 55 off in Globe

files is noted, and it is noted that Diston files (always higher as a rule than other makes) are at 47½ off where they were formerly 50 off.

Wood Screws Went Up

As predicted frequently wood screws duly advanced last week, not in time for this column to record, but recorded duly in a panel inserted in last week's issue.

Cotton Rope Advances

Cotton rope has advanced 3-16ths being now 41 cents a pound and ¼ inch and up 40 cents a lb.

Cotton Bag Twine Too

Cotton bag twine is advanced to 55 cents a pound according to one large firm of wholesalers in Montreal.

Sash and Awning Cord

Sash and awning cord is also advanced two cents a lb. to 47 cents and briefly it may be stated that owing to the action of the United States in entering the war, cotton goods generally are firmer. This includes cotton clothes line, and candlewick, etc.

Parkers Coffee Mills

A line perhaps not widely known but in its way interesting is Parkers Coffee Mills and other makes now advanced ten per cent.

Garnet Sand Paper Up

Garnet sand paper which used to be plus 50 per cent. is now plus 90 per cent. a very marked advance justified by the cost of materials, paper glue, etc.

Scarcity of Emery

That there is a tremendous scarcity of emery is shown by the request sent around the hardware trade by a large firm in the United States asking urgently for supplies of 90, 120 or 140 Turkish or Naxos Emery and any numbers at all if those mentioned are not available.

Myers Pumps Advance

Myers pumps have advanced to 5 per cent. off. This is a line which has had several advances in the past few months.

Bushings And Couplings Are Up

MONTREAL.
BUSHINGS, COUPLINGS, ETC.—

There are some advances this week in bushings and couplings with associated goods in these lines. One large firm of wholesalers quotes as follows: Wrought couplings black and galvanized under four inches 40 per cent. off, over 4½ inch 20 per cent. off. Wrought nipples, black and galvanized under 4 in. 50 per cent. off. Over 4½ in. 45 per cent. off. Cast bushings are quoted 40 off, malleable bushings quote 40 per cent. off, and flanges 45 per cent. off. Plugs quote

37½ off. Union flanges 32½ off malleable flanges 47½ off, and malleable fittings (pound goods) nett list.

Iron And Steel

Show Advances

Montreal.

IRON AND STEEL.—The various standard iron and steel lines known to the hardware trade generally have advanced again this week, as will be noted from the list below. Common bar iron base has advanced twenty cents to \$4.00. Iron finished machinery steel is \$4.75 base. Tire steel up to 1½ x ½ is \$4.90 and from 1½ x ½ up is \$4.80 base. Harrow tooth steel is \$4.85 base and black Diamond cast steel is 16 cents a pound base price. Toe calk steel all sizes, is now \$5.60 per 100 lbs. Other alterations are given in the list below. Speaking of the iron and steel situation a prominent iron merchant of Montreal regards the outlook as extremely firm. "You simply can't get the stuff" he said summing matters up. The advances noted show the trend, and with the market for pig-iron in the position now of having practically no quoted prices, the impression is that further advances in iron and steel may be expected while present conditions maintain.

Common bar iron, per 100 lbs.....	\$ 4.00
Refined iron, per 100 lbs.....	4.25
Horseshoe iron, per 100 lbs.....	4.05
Norway iron.....	11.00
Mild steel.....	4.70
Band steel.....	4.70
Sleigh shoe steel.....	4.70
Tire steel.....	4.90
Toe calk steel, per 100 lbs.....	5.60
Mining tool steel, per lb.....	0.13½
Black Diamond tool steel, per lb.....	0.14½
Spring steel.....	6.25
Single reeled machinery steel.....	6.25
Iron finish machinery steel.....	4.75
Harrow tooth steel.....	4.85
Black Diamond cast steel, lb.....	0.16

Still Firmer Is

Market For Plates

Montreal.

SHEETS, PLATES, ETC.—It is practically admitted now that prices on almost all kinds of sheets and plates made of iron and steel of large gauge or small are virtually nominal. The holder of supplies of plates can ask almost his own figure; the intending purchaser if badly in need of plates will have to pay. Advances are noted on the prices of black sheets as quoted last week in this department from 35 to 50 cents being the range of advance as noted below on the base prices of No. 10 and No. 28 gauge plates. The condition above described applies also to boilerplates, and prices quoted are nominal. It is known that the mills in the United States are booked up with orders enough to keep them busy till the middle of 1918, and that the outlook is still towards firmness. There is a particularly acute shortage in all kinds of steel plates and similar metal used in ship-building, since the U.S. Government has taken care of the whole possible output of U.S. mills for use in the shipbuilding yards of the United States.

	Per 100 lbs.
No. 10 gauge, base.....	\$6.75
No. 28 gauge, base.....	7.25
¼-inch (boiler plates).....	6.50
Differentials for other gauges: No. 12	

gauge 10c higher than No. 10; No. 14 gauge 20c less than No. 10; No. 16 gauge 10c less than No. 10; Nos. 22-24 gauges same as No. 10; No. 26 gauge is 10c less than No. 28.

Prospect That Cost Of Stoves May Go Up

Montreal.

STOVES AND RANGES.—While for the time being there is no change in the prices for stoves, ranges, etc., the market for these manufactured goods is very firm. Demand has been less active than might have been expected for fall deliveries considering the strength of the iron and steel market, and the markets for all materials used is the manufac-

TWINE PRICES OUT;

ROPE SITUATION ACUTE

Prices on binder twine for the 500-foot and 550-foot lengths have been announced by Canadian manufacturers at 15½c per pound for the former length and 16½c for the 550-foot length. On the 600-foot length and 650-foot lengths the prices had not been determined upon at the time of going to press. In our issue of last week it was announced that the price for one of the largest manufacturers was 15½c in Ontario.

New and higher prices on cordage lines have been announced during the week by manufacturers, making the base price on best Manila rope 31½c per pound, British Manila and New Zealand hemp ropes 26½c and sisal rope 24½c per pound. There is an acute situation in rope owing to the inability of the manufacturers to get supplies of fibre. There is furthermore a shortage of some 60,000 bales reported in Manila fibre for the first three months of the present year. If the shortage continues at this rate the decrease for the year will be well on toward a quarter of a million bales. The shortage is more noticeable in the best grades of fibre. Hemps of all kinds are selling at high and hitherto unheard of prices. There has been a big demand for rope and factories are well sold up, some of them not looking for new business. The difficulty in getting fibre, the higher labor cost and the fact that manufacturers have been unable to get sufficient help to keep their mills running to capacity have all been factors in the recent increase in rope prices.

ture of stoves and ranges. At present the manufacturers are finding that arrivals of supplies are very little if any better than in recent vexatious experience, and the outlook for stove and range prices as the fall approaches may be found a great deal firmer. It is to be remembered that the iron manufacturing industry all over the world is overloaded with work, and the chances of any sudden drop in prices of articles made of iron and steel are really remote while chances of increased prices are much more discoverable.

Chain Has Shown Several Advances

Montreal.

CHAIN.—The firmness in the iron and steel market naturally affects many products manufactured from iron, and chain is this week in firm market. There is tendency to advance in all manufactured goods in which any sort of chain takes a necessary part such as trace chains, tie out chains and similar goods. One large firm in Montreal announces advances on electric welded and proof coil chain, BB and BBB as follows: Electric welded BB chain ¼ per hundred pounds \$16.50, 3-16, \$11.50. ¼, \$9.00; 5-16, \$8.25; ¾ to ¾, \$7.00. Standard proof coil chain U.S. Made BB, ¾, \$8.00; 1 inch, \$7.85; 1½ inch, \$7.20 per hundred pounds. (Other firms quoted twenty-five cents higher on ¾ and 1 inch chain of this grade). For electric welded BBB chain the first mentioned firm quoted ¼ inch at \$10.00; 5-16, \$9.50, and ¾ to ¾, \$8.25. For standard proof coil chain BBB ¾ was quoted at \$10.00 per hundred pounds, 1 inch at \$10.50 and 1½ at \$9.00 per hundred pounds. (Another firm quoted fifty cents per hundred higher on ¾ proof coil BBB chain). For log chain 5-16, \$17.50 per dozen was quoted, and for ¾, \$22.00 per dozen. Another firm quoted by the hundred pounds for log chain 5-16, \$8.50 per hundred lbs., and ¾, \$7.65 per hundred pounds.

Cut Nails Have Advanced To \$5

Montreal.

NAILS, WIRE, ETC.—There have been no changes at date of writing in the base price of wire nails which remains at the previously quoted \$5.25 per hundred pounds. Cut nails however show advances and are now quoted at \$5.00 per keg. The market for nails and wire is exceedingly firm, and there is every chance that there will be further advances in wire should the state of the iron and steel market maintain. Wire screen cloth it may be noted is extremely scarce, and will probably be higher in price this season.

Rope Has Gone Up As Predicted Here

Montreal.

ROPE, TWINE, ETC.—Last week in this department of the Montreal market report there appeared very definitely the statement that the market for Manila and sisal were so firm that advances were very likely to take place soon in rope and cordage. That this opinion was based on the facts is easily proved this week since the base prices on rope have been advanced by a couple of cents for Manila, and half a cent for sisal manufactured ropes and cordage. Best Manila is now quoted at 31½ cents basis. British Manila is quoted at 26½ cents basis. Sisal is at 24½ cents basis, and single lathyrarn at 24½ cents basis. Other rope and cordage prices are in proportion advanced. There is good

strong demand, and it may be noted that the present advance does not look like the last. The United States price on binder twine (15½ cents) as announced in Toronto report last week, is considered low by Montreal rope and cordage experts. It is anticipated that when Canadian prices are announced they will be found higher, the Canadian manufacturers not averaging the price of hemp to the extent done by the U.S.A. makers.

Lead Products Firm; Red Lead Situation

Montreal.

LEAD AND ZINC PRODUCTS.—Lead has shown a stronger tendency in the past week, not much stronger but still noticeable, and as a result the market for the principal lead products is firmer. Lead shets are firmer by a quarter of a cent in reference to the three pound square foot and 3½ lb. square foot sizes. Lead wool is a cent a pound higher. In connection with spelter the market is quiet, and zinc products show no changes at present. A point of especial note regarding the matter of red lead may be mentioned here. English red lead is now on the prohibited list except for certain small quantities the exact purposes for which must be stated before they can be shipped out. This will mean a firmness in the market for this material, and no doubt advances also for Canadian red lead.

Lead pipe, lb.	\$0.16	....
Lead waste pipe, lb.	0.17	....
Lead traps and bends	10% on list	....
Lead wool, lb.	0.16	0.16
Lead sheets, 3 lbs. sq. ft.	0.16	....
Lead sheets, 3½ lbs. sq. ft.	0.16	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.15½	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0.35	....
Solder, strictly, lb.	0.32¾	....
Solder, commercial, lb.	0.31¾	....
Solder, wiping, lb.	0.31½	0.32
Solder, wire, lb.	0.35	....
Zinc sheets, per lb.	0.25	....

Gasoline And Coal Oil Keep Very Firm

Montreal.

GASOLINE.—There is an indication and rather more than an indication of greater firmness and strength in the market for crude oil in the middle West. This will have an inevitable bearing upon the matter of gasoline and coal oil prices. The advance in crude oil was put at a cent, but at time of writing gasoline and coal oil prices remained as previously quoted a week ago namely 32½ cents for gasoline per Imperial gallon. And for Royalite coal oil 17 cents with three cents per Imperial gallon more for Palacine coal oil. The automobile demand for gasoline is expected to set in strongly very soon now, as the roads are sure to be improving under the advancing spring.

Old Metals Show Declining Trend

Montreal.

OLD METALS.—There has been a decline in some of the old metals since

last week's report. Rumors have gone around that Government authority may be brought to bear upon the metal markets now that the United States have entered the war, and the result has been that some of the tall prices ruling of late have been shaded down. At time of writing there was even a weakness in the market for the old metals. Merchants are not looking upon the declining tendency with disfavor since it may mean if it goes far enough that they will be able to make their profits upon a far smaller investment of capital in buying metals. At present the profits made are really no larger than in other times, but the outlays are three times as great in some cases. Amongst the metals shaded down in price are yellow brass now 15 cents to 15½ cents. Red brass 19½ cents, and light brass 9 cents. Heavy copper is down to 25 cents. Iron remains at the quotations of last week, and very firm. Rubber is a little easier, auto tires especially and old bicycle tires being also shaded down.

Tea lead	\$ 0.07	.....
Heavy lead pipe	0.08½	.....
Yellow brass	0.15	0.15½
Red brass	0.19½	.....
Light brass	0.09	.....
Heavy zinc	0.09½	.....
Heavy copper	0.25	.....
Old cast iron, per gross ton.	23.00	.....
Stove plate, per ton	15.00	.....
Old rubber, boots and shoes	0.07½	.....
Overboots, lumbermen's rubber boots	0.07½	.....
Auto tires	0.05½	.....
Bicycle tires	0.02½	.....

Ingot Metals Not Strikingly Active

Montreal.

INGOT METALS.—The market for the ingot metals this week shows still the hesitancy, dullness, and quiet which may be due to the feeling that perhaps Government steps may be coming the way of the metals. This is more evident as to lead, which is firmer there being some idea that the United States will enter the market as a buyer of lead for munitions.

Lead a Little Firmer

LEAD.—From \$13.00 for small orders to about \$12.00 and \$12.25 for larger orders represents the market for lead at the time of writing. This shows rather

more strength than last week, the reason being noted immediately above.

Copper a Shade Easier

COPPER.—Copper in New York was easier, and though the tendency has hardly had a chance to reach the Montreal market, owing to the delivery difficulties etc. Copper quotes at \$36.00 to \$36.50 for hardware business orders of the usual sizes, and for larger orders fully a dollar less per hundred pounds, or even easier but subject to direct quotation or making orders.

Tin As Last Week

TIN.—The market for tin shows practically no change from the situation described last week, and quotations of \$56.00 per hundred for large orders and \$58.50 to \$59.00 are available at time of writing in Montreal.

Spelter Is Weaker

SPELTER.—Spelter finds a decidedly weaker market in New York, and though this tendency is slow in transference to Montreal where supplies are not plentiful, still the tone of the Montreal market is easier with quotations as last week \$12 to \$14 per hundred.

Antimony Firm in Tone

ANTIMONY.—The market for antimony shows firm tone with quietness as to demand, and no changes from last week's quotations \$32 to \$33 per hundred for small orders, and \$27.00 to \$29.00 for larger business if offering.

Aluminum Steady

ALUMINUM.—Aluminum is still steady at last week's prices and with no special feature to mark the situation. Prices as quoted last week are around \$72.00 per hundred pounds.

Spades and Shovels Advance 10 to 15%

Montreal.

SPADES AND SHOVELS.—As intimated in the columns of **HARDWARE AND METAL** recently, that there was a strong probability that spades and shovels would advance, the increased price has this week been made effective, and provides for an increase of over 10 per cent. in most lines. New discounts will be found on page 45.

TORONTO MARKETS

TORONTO, April 19.—Advances in hardware lines have been fully as numerous during the past week as they have been in recent weeks. Freight shipments to points in Ontario are improving, and goods from the United States are coming along in fairly good shape. There is an optimistic note sounded, however, that the question of deliveries for the future is very uncertain. From manufacturing sources in the United States, whose reliability and straightforwardness could be depended upon, the warning note is sounded that there may be difficulty in the future, and the advice is proffered that stocks should be obtained as early as possible if wholesalers and retailers would guard their

own interests. One of the notable advances during the week has been in cordage products, where increase both in Manila and sisal have taken place. Binder twine prices are out, and, as indicated in these columns recently, they are the highest on record, although not as high as cordage men anticipated at one time they would be. Spades and shovels and many other lines have also advanced. Business has been very good during the week, spring lines moving freely into consumptive channels.

Scythes And Harvest Tools Are Marked Up

Toronto.

SCYTHES, HARVEST TOOLS, COT-

TON GOODS.—The advances in lines of shelf hardware during the week have been quite numerous. Goods into which raw cotton and steel enter are lines that are primarily affected in greatest number. There has been a good demand for shelf hardware of all kinds. Scythes, reaping hooks and hay forks, cotton rope, cotton clothes line, sash cord, cotton candlewick, harvest tools are some of the lines that have been increased.

Cotton Rope Up 2c

An advance of 2c per pound has been recorded in the price of cotton rope during the week in conformity with the high prices that have been prevailing in the raw cotton market. Sizes of ¼-inch and upward are now selling at 42c per pound, as compared with 40c formerly.

Cotton Clothes Line Higher

New and higher prices have been announced on cotton clothes line, the 40-foot lengths now selling at \$2 per dozen, 48-foot lengths at \$2.35 per dozen, 60-foot lengths at \$2.95, and 100-foot lengths at \$4.95 per dozen.

Sash Cord Increased Also

Keeping line with the advance in other cotton products, Hercules sash cord has been increased. Size Nos. 8 to 12 are now quoted at 47c per pound, No. 7 at \$47½c per pound, and No. 6 at 48½c per pound.

Cotton Candlewick Higher by 2c

Cotton candlewick has reached new high levels, and is now quoted at 40c per pound, which represents an advance of 2c. This commodity has kept in the upward march of prices with other lines of cotton goods.

Scythes Up 50c Dozen

An advance of 50c per dozen has been made effective in all lines of scythes, and in this the high price of steel has been a very potent factor. Cast steel scythes in the cheapest grade are now quoted at \$9 per dozen, as compared with \$8.50 formerly. The range of prices now runs as high as \$12 per dozen. An advance of 50c per dozen has been recorded in the price of hay knives, and reaping hooks have also been increased by 25c per dozen.

Hay Rakes Advance

Higher prices have been announced on hay rakes, which are as follows:—Iron bow hay rakes, \$2.95 per doz.; iron bow bent rakes, \$3.10 per dozen; wood bow straight rakes, \$3.20 per dozen; wood bow bent rakes, \$3.45 per dozen; Eureka, \$3.55 per dozen.

Horse Pokes Advance

An advance on horse pokes has been made effective during the week, Pearson now selling at \$8.50 per dozen net; Climax at \$6.50 per dozen; Champion at \$4.50 per dozen, and Dictator at \$4.50 per dozen.

Planes, 10 Per Cent. Up

The Siegley line of planes, manufactured by the Stanley Rule and Level Company, has been advanced from 10 to 12½ per cent. This follows recent advances made in other lines manufactured by the same company.

Cow Bells Now in Demand

Spring prices for cow bells have been fixed by wholesalers, which are 12½ per cent. higher than the prices prevailing for last spring. This is the time of year when these articles are in demand when the cows will soon be turned out to pasture. One of the medium sizes, No. 3, that formerly sold at \$3.45 per dozen, is now quoted at \$3.90 per dozen. Following are the new prices on the various sizes:—No. 0, \$7.80 per dozen; No. 1, \$6.50 per dozen; No. 2, \$5.80; No. 3, \$3.90; No. 4, \$3.25; No. 5, \$2.60; No. 6, \$1.95; and No. 7, \$1.65 per dozen.

Spades and Shovels

Advance 10 to 15%

SPADES AND SHOVELS.—As intimated in the columns of **HARDWARE AND METAL** recently, that there was a strong probability that spades and shovels would advance, the increased price has this week been made effective, and provides for an increase of over 10 per cent. in most lines. Shovels of first grade, that formerly were quoted at a discount of 35 and 10 per cent. off list, are now quoted at 35 per cent. off list. Second grade shovels are now quoted at 20 and 10 per cent. off list, as compared with 35 per cent. formerly. Third grade shovels are now quoted at 12½ per cent., whereas the former discount was 20 per cent. off list. Draining tools, for both first and second grade, are now quoted at 35 per cent. off list, the former discounts in both instances being 35 and 10 per cent. Hollow-back scoops, first grade, are now quoted at 15 and 10 per cent. off list, whereas the former discount was 30 per cent. On fourth grade hollow-back scoops the new discount is 12½ and 5 per cent., the former discount being 20 and 5 per cent. Hollow-back sand shovels and coal shovels in first grade are now quoted at 35 per cent. off list, as compared with 35 and 10 formerly. Fourth grade hollow-back sand shovels and coal shovels are now quoted at 12½ per cent., the former discount being 20 per cent. On riveted back scoops the discount on first and fourth grades is now 20 per cent. off list, the former discounts being 25 and 5 per cent. Jones miners' spring point riveted shovels, List Nos. 42 and 43, in first grade, are now quoted at 20 per cent. off list, the former discount being 25 and 5 per cent.

Lawn Swing Prices Lower

Lower prices have been announced on the Quebec 4-passenger lawn swing, the new selling price being \$6.50 each, as compared with \$7.25 formerly. The two-passenger swing remains unchanged at \$6.25 each.

Manila And Sisal

Ropes Again Advance

Toronto.

CORDAGE, TWINE.—Higher prices have been recorded on both Manila and sisal cordage during the week, which

now makes new high records for these commodities. In best Manila rope the advance has been 2c per pound, which makes the base selling price now 31½c per pound. British Manila and New Zealand hemp ropes have increased 1½c per pound, and are now quoted at 26½c. Sisal rope of ⅝-inch diameter and larger is up ½c per pound, being quoted at 24½c. Tarred and untarred sisal lath-yarn have advanced in like degree, now selling at 24½c base. Bolt rope has been advanced 4c per pound, and is now quoted at 41½c per pound. Transmission rope has also advanced a similar amount as that on bolt rope, the price being 41½c.

New List Prices On

Handles: Prices Up

Toronto.

HANDLES.—Canadian manufacturers of handles of various kinds have issued new list prices, which provide for an increase of approximately 10 per cent. Former discounts remain unchanged, and are given in current quotations, but new list prices provide for a substantial increase. Included in the new list are prices on hayfork handles, hoe handles, garden rake handles, manure fork handles. Following are the new list prices on some of the lines:

Hay Forks, Extra.			
	Straight	Bent	
4-foot	\$2 65	\$3 05	
4½-foot	3 00	3 40	
5-foot	3 40	3 80	
5½-foot	3 85	4 25	
6-foot	4 35	4 75	
Above are subject to a discount of 35 per cent. off list.			
Garden Rake Handles.			
5-foot, Extra		\$2 65	
5½-foot, Extra		3 00	
5-foot, No. 1		1 75	
5½-foot, Extra		2 20	
6-foot, No. 1		2 65	
Manure Fork Handles.			
	Straight	Bent	
4-foot, Extra	\$3 00	\$3 65	
Stems, Extra	1 25	2 00	
4-foot, No. 1		2 40	
Stems, No. 1	1 00	....

Cut Nails Are Up

30c Per Hundred

Toronto.

NAILS, WIRE.—An advance of 30c per 100 pounds has been put into effect on cut nails, which now makes the selling price \$5.05 f.o.b. Toronto, with no equalization of freights. Wire nails are in firm market, with all wire products in a similar position. Nail manufacturers continue to have a good demand for nails, which is subject for mild surprise in certain quarters.

Higher Quotations On

Tie Outs And Cow Ties

Toronto.

CHAINS.—By the changing of the discount on various classes of chains increased prices have been put into effect. Trace chains and cow ties are now quoted at 12½ per cent. discount. Halter and dog chains are quoted at 32½ per cent., as compared with 35 formerly. Tie-out chains are now quoted at 60 per cent. off list, as compared with 60 and 5 formerly. Breast chains are now selling at 25 per cent. off list, while stall fixtures are

quoted at net list. Canadian coil chain now carries a discount of 50 per cent.

Gas And Electric Stoves Going Well

Toronto.

STOVES, ENAMELWARE.—Manufacturers of gas ranges and electric ranges report the demand for these commodities is continuing just as heavy as in recent weeks. The sale of oil stoves and oil heaters is now going merrily onward, the season when furnaces are being let out causing a good demand at this time of the year. Prices have held steady during the week. Manufacturers report the biggest difficulty still to be in getting supplies of raw materials to keep their plants in operation. Business comes easily, but raw materials are hard to get, partly because of the demand for steel in other lines, and also because of the tightness in the freight situation. Enamelware continues in good sale, with prices holding steady.

Some Crude Oils Have Been Advanced

Toronto.

GASOLINE, COAL OIL, LUBRICATING OILS.—An advance of 5c per barrel in price of crude oil in the Central West producing section of the United States is taken by some oil men in the United States to indicate that a general advance is likely to take place in other crude oils. In the Kansas and Oklahoma fields, which fields primarily affect the Canadian situation in oils, there has been no movement upward as yet. Field reports from that district seem to indicate the possibility of the present supply of crude petroleum being maintained. New wells are being brought in there which give promise of more than offsetting the declines occasioned by the petering out of old wells. Active development work is being carried on in all sections where there is a possibility of obtaining fresh supplies. But in all the oil-producing areas there is a complaint of the scarcity of supplies, particularly tubing and casing, which is checking work to some extent. If supplies of these materials could be obtained as readily as in other years, it is estimated that a new record for production for this section might be made in view of the high prices that are prevailing for crude oil. Locally the market in gasoline and oils held steady. Gasoline is still being quoted at 31½c and 32c per gallon, and benzine 1c less. Demand for gasoline from motorists is increasing.

Black Sheets Have Registered Increase

Toronto.

SHEETS, PLATES.—An increase in the price of black sheets has been recorded in some quarters on black sheets with the intimation in other quarters that their price would in all probability be increased in the near future. Black sheets are moving freely, and are going into consumption at a good rate. There is still a range of prices in the market, but the increase this week is approxi-

mately 10c per 100 pounds over the high quotations of last week. Galvanized sheets in the Apollo brand have remained unchanged during the week at the quotations of last week. Premier brand, however, has increased 50c per 100 on all the various sizes, and are as follows: 10½ oz., \$8.80 per 100 pounds; U. S. 28, \$8.50; U. S. 26, \$8.20; 22 and 24, \$8.05; 18 and 20, \$7.90; 14 and 16, \$7.75 per 100. Following is the range of prices on black sheets:

	Per 100 lbs.	
10 gauge	\$7.00	\$...
12 gauge	7.10	6.55
14 gauge	7.00	6.45
16 gauge	7.10	6.50
18-20 gauge	7.15	...
22-24 gauge	7.20	...
26 gauge	7.25	6.40
28 gauge	7.35	6.50
29 gauge .....	...	6.60

Corrugated Sheets Are In Light Demand

Toronto.

CORRUGATED SHEETS.—The demand for corrugated sheets is reported still light, although dealers anticipated a fair demand should develop with the coming of fine spring weather. Prices have held steady during the week, and the fact of the light demand is operating to keep quotations stationary.

	Per 100 Sq. Feet	
	Galvanized	Painted
No. 28 gauge	\$ 6.50	\$ 5.50
No. 26 gauge	7.00	6.25
No. 24 gauge	11.00	8.50
No. 22 gauge	12.25	10.50
No. 20 gauge	15.50	13.00
No. 18 gauge	20.00	16.50

Iron And Steel Have Advanced 50c

Toronto.

IRON AND STEEL.—An advance of 50c per 100 pounds has been made effective in the price of bar iron and bar steel, with other iron and steel products making proportionately big advances. There was a general advance on the part of the manufacturers of iron and steel in the United States and Canada during the first part of the week, and Canadian dealers recast their price sheets in conformity with the advance by the producers. During the week there has been a little better demand. In one instance bar iron was being quoted at an advance of only 10c per hundred over the price of last week, the quotation being \$4.35 per 100 pounds. Following are the new prices that now prevail:

	Per 100 lbs.	
Common bar iron	\$ 4.75	\$ 4.75
Common bar steel	4.50	4.50
Refined iron	5.10	5.10
Angles, base	5.25	5.25
Horseshoe iron	5.00	5.00
Norway iron	9.00	9.00
Mild steel	5.00	5.00
Tire steel	5.20	5.20
Toe calk steel	5.75	5.75
Sleigh shoe steel	5.00	5.00
Band steel	5.25	5.25
Spring steel	6.50	6.50
Mining tool steel	17.00	18.00
Sheet cast steel	26.00	35.00

Boiler Tubes Again Advance In U.S.

Toronto.

BOILER TUBES.—There has been a

further advance of 5 per cent. in the price of boiler tubes in the United States, and this has placed the price of Canadian dealers in a strong position, as the local dealers get their supplies from that source. Locally there has been no change in prices in conformity with the higher prices prevailing to the South, but an advance would not come as a surprise. The demand for tubes has not yet developed to heavy proportions.

	Per 100 Feet	
	Cold Drawn	Lapweld
1-inch	\$24.00	\$
1¼-inch	30.00	...
1½-inch	32.00	25.00
1¾-inch	32.00	25.00
2-inch	35.00	26.00
2¼-inch	37.00	...
2½-inch	44.00	33.00
3-inch	47.00	38.00
3¼-inch .....	...	45.00
3½-inch	59.00	48.00
4-inch	74.00	60.00

Solder Advances In Certain Quarters

Toronto.

LEAD AND ZINC PRODUCTS.—An advance of 2½c to 3c per pound has been made effective in certain quarters, which now makes the selling price of strictly half-and-half as high as 40c per pound, with commercial quoted up to 37c per pound. Business in lead and zinc products is reported to be increasing in a very satisfactory manner. The primary market for the pig lead took on a slightly firmer tone during the week, and was quoted ½c higher.

Lead pipe, lb.	\$0 16	....
Lead waste pipe, lb.	0 17	....
Lead traps and bends	Plus 10%	....
Lead wool, lb.	0 16	....
Lead sheets, 3 lbs. sq. ft.	0 17	....
Lead sheets, 3½ lbs. sq. ft.	0 17	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 16	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 37	....
Solder, strictly, lb.	0 35	0 40
Solder, commercial, lb.	0 32	0 37
Solder, wiping, lb.	0 33	....
Solder, wire, lb. ....	...	0 52
Zinc sheets, per lb.	0 33	....

Old Materials Are In Weaker Market

Toronto.

OLD MATERIALS.—There was a continuation of the weakness in the market for old materials during the week. Although no declines were registered, there was a disposition to look for lower prices. Demand for old materials of all kinds has fallen considerably, and the tone is decidedly one of weakness. The situation in copper and brass particularly is affected through the lower prices prevailing for the ingot metals in the United States.

	Per lb.	
Tea lead	\$ 0.06½	....
Heavy lead pipe	0.09½	....
Yellow brass	0 16	....
Red brass	0.21	....
Light brass	0.10	....
Heavy zinc	0.09½	....
Heavy copper	0.26	....
Old cast iron, per ton	18.00	....
Stove plate, per ton	14.50	....
Old rubbers, boots & shoes.	0.08½	....
Overshoes, lumbermen's rub- ber boots	0.06½	....
Bicycle tires	0.03½	....
Auto tires	0.06	....

Pig-Iron Reaches High Price Level

Toronto.

PIG IRON.—The pig iron market continues stronger, but it is difficult to name a price, as the situation is so uncertain. While \$47 might be quoted on domestic foundry iron, this price is entirely nominal, and is liable to change any day. The decidedly firm situation is largely due to the heavy demand for pig iron and sold-up condition of the furnaces, while stocks are also very low. Although \$45 is being quoted at Buffalo for fairly good delivery, there is very little iron available, a situation which is reflected over here. The current prices on a few American pig irons are higher than last week, and are as follows: Basic Valley furnace, \$38; Bessemer, Pittsburgh, \$42.95; Grey Forge, Pittsburgh, \$37.95; No. 1 foundry, Buffalo, \$45.

INGOT METALS.—A brisk demand continues locally for metals, although there is some hesitancy in buying owing

to the uncertain situation in the United States.

COPPER.—The market locally is weaker with quotations and prices have declined to 38c.

TIN.—The market is firm and prices continue nominal. The trade in the States is disturbed on account of the uncertainty caused by the restrictions placed upon shipments of tin from London and the East by the British Government, and the fear that limitations may be increased still further. Local quotations are firm at 57-58c. per pound.

SPELTER.—Spelter is in good demand with stock very light. Prices locally range from 13 to 15c. lb.

LEAD.—The sold-up condition of producers is holding the lead market firm, although business is not particularly active. Local price, 12c.-13c. lb.

ANTIMONY.—The scarcity of spot metal continues, and prices are still nominal. Quotations firm and unchanged at 35c.-36c. lb.

ALUMINUM.—The market is quiet but firm, and quotations are unchanged at 68c. per pound.

Manila and sisal cordage, on pure Manila the increase amounting to 2c per pound. 1½c on British Manila and New Zealand, and ½c per pound on sisal rope and sisal lath yarn. Pure Manila is now quoted at 31½c lb., base size; British Manila and New Zealand hemp ropes at 26½c lb., and sisal rope at 24½c per pound on base sizes. Sisal lath yarn has also been increased ½c per pound, while bolt and transmission rope have been increased 4c per pound.

Hay Knives Advance 50c

Hay knives have been increased in price 50c per dozen, Lightning brand now being quoted at \$9 per dozen, Heath at \$9, Spear-point T-handle, \$10.50 dozen; Spear-point L-handle, \$10.50 dozen.

Grass Hooks Higher by 25c

New prices that have been made effective on Canadian grass hooks provide for an increase of 25c per dozen; No. 2 size now sells at \$2.65 per dozen, No. 3 at \$2.75 per dozen, No. 4 at \$2.85, No. 5 at \$3.05 per dozen, and Little Giant at \$4.65 dozen.

Grain Cradles Up

New and higher prices are now effective on grain cradles, the style with the wood or iron brace being quoted at \$50 per dozen, with the cradle fingers at \$3 per dozen.

Trolley Track and Hangers Up

A further advance has been recorded in the price of trolley track and hangers manufactured by the Richard Wilcox Company. No. 31 trolley track is now quoted at \$16.50 per 100 feet and brackets for same at \$1.60 per dozen. Hangers are quoted at \$16.50 per dozen for No. 321, \$15 for No. 21, and \$10 per dozen for No. 021.

Discount On Pumps Is Again Changed

London.

PUMPS.—Discounts on pumps have again been changed, which provide for higher prices. Iron pumps are now quoted at 25 per cent. off list and brass cylinder pumps at 20 per cent. off list. Cistern pumps with pitcher spout are 30 per cent. off list. Net prices on some of the sizes of cistern pumps are now as follows: No. 1, \$1.82 each; No. 2, \$2.03 each; No. 3, \$2.24 each. On the closed spout cistern pumps the discount is now 25 per cent., which makes the net prices on some of the sizes as follows:—No. 1, \$1.95 each; No. 2, \$2.17 each; No. 3, \$2.40 each.

Saws Higher by 5 Per Cent.

Canadian makes of hand saws, pruning saws, etc., have been advanced approximately 5 per cent. through the changing of the discount, which is now 10 per cent. off list.

Glass Holds Steady

The situation in glass continues to be one of firmness, with prices unchanged at 15 per cent. off list for both single and double diamond, and 50 and 5 per cent. off list for cut lights.

LONDON MARKETS

LONDON, Ont., April 19.—A heavy quota of price changes have taken place during the week, all of which are in the upward direction. Among the items that have been changed in price are wood screws, cut nails, lumbermen's tools, cotton products, Manila rope, pumps, iron pipe, scythes, hay knives, harvest tools, grass hooks, grain cradles, barn door track and hangers, saws, and roofing nails. Spring lines are all moving fair, with prospects of big sale with the advent of warmer weather. But even in spite of the backward weather, business here continues good.

Shellac is Higher

London.

Higher prices on orange and white varnish shellac have been made effective during the week. Following are the prices which now prevail:

Orange—1 gal., \$3.25 gal.; ½ gal., \$3.30 gal.; ¼ gal., \$3.40 gal.; pints, \$5.65 doz.; ½ pints, \$3.25 doz.; ¼ pints, \$1.80 doz.; ⅛ pints, \$1.05 doz.

White—1 gal., \$3.50 gal.; ½ gal., \$3.55 gal.; ¼ gal., \$3.65 gal.; pints, \$6.20 doz.; ½ pints, \$3.50 doz.; ¼ pints, \$2 doz.; ⅛ pints, \$1.10 doz.

Demand for Fishing Poles

With the approach of warmer weather there has been a demand for fishing poles to meet the needs of the small boy and for "dad," who likes to cast a line. Following are the prices at which they are going to the trade: 12-foot, 60c dozen; 14-foot, 75c dozen; 16-foot, 95c dozen; 18-foot, \$1.20 dozen; 20-foot, \$1.50 dozen.

Lumbermen's Tools Up 20 Per Cent.

An advance of 20 per cent. has been made effective in the price of lumbermen's tools. New prices on cant hooks for the 3½-foot size are \$17 per dozen, \$17.75 for 4-foot, and \$18 per dozen for 4½-foot size.

Sash Cord Up 2c Pound

Sash cord has been advanced 2c per pound, No. 6 now selling at 48½c per pound; No. 7 at 47½c, and No. 8 and larger at 47c per pound.

Bed Cord, Clothes Lines and Rope Up

Higher prices have been announced on cotton bed cord, braided cotton clothes lines and cotton rope. For the 30-foot bed cords the new price is \$1.50 per dozen, for 48-foot \$2.20 per dozen, and for 60-foot \$2.75 per dozen. Braided cotton clothes lines in 50-foot lengths are selling at \$3 per dozen. Cotton rope for 3-16-inch is quoted at 41c per pound, and ¼-inch and larger at 40c per pound.

Iron Pipe Again Advances

As announced last week in the columns of **HARDWARE AND METAL**, a further advance has been recorded in the price of wrought iron pipe, which amounts to \$6 per ton. New net prices will be found in the current quotations.

Harvest Tools Up 10 Per Cent.

An advance of 10 per cent. has been made effective in the price of harvest tools through the changing of the discount, quotations now being made on the basis of 33 1-3 per cent. off list.

Scythes Up 50c Dozen

New prices on scythes are at an advance of 50c per dozen over recent quotations. Prices on the various makes are now as follows:—Cast steel, \$9 per dozen; clipper, \$10 dozen; clipper concave, \$10.50 dozen; double bead, \$10.50; double bead guaranteed, \$13; excelsior concave, \$11; cutlery steel, \$13; brush, \$9.75; bramble, \$9.75; cast cradle, \$12.

Manila And Sisal Cordage Go Higher

London.

CORDAGE.—Another advance has been made effective in the price of

Fence Wire Prices Firm

There is a firmness in the market for fence wire, although prices remain unchanged during the week. Following are the prices on the various classes that prevail here:—Barb, \$4.65 per 100 lbs.; No. 9, plain galvanized, \$4.25; No. 12, plain galvanized, No. 13, plain galvanized \$4.55; No. 9 coil spring, \$4.30; No. 10 oiled and annealed, \$5.91; No. 11 oiled and annealed, \$5.97; No. 12 oiled and annealed, \$6.05 per 100 lbs.

Spades and Shovels May Advance

Prices for spades and shovels are very firm, and there is strong probability that an advance may be recorded in the near future. Firsts are still quoted at 35 and 10 per cent. off list, seconds at 35 per cent. off list, and fourths at 20 per cent. off list.

Higher Prices Now Rule On Wood Screws

London.

WOOD SCREWS.—Following the announcement in HARDWARE AND METAL last week that the price of wood screws had been advanced, new discounts went into effect here, which are as follows:

F. H., bright, 72½%; R. H., bright, 67½%; O. H., bright, 67½%; F. H., brass, 37½%; R. H., brass, 32½%; O. H., brass, 32½%; F. H., bronze, 27½%; R. H., bronze, 25%; O. H., bronze, 25%.

Roofing Nails Up 25c

American large head roofing nails have been moved to higher levels, the advance amounting to 25c per 100 pounds. In 100-lb. kegs they are now quoted at \$8.20 and in 25-lb. boxes at \$8.45.

WINNIPEG MARKETS

WINNIPEG, April 18.—As is usual these days, there have been a number of important changes in hardware quotations, the most prominent being advances in rope, alabastine, harvest tools, galvanized black iron sheets, and wrought iron pipe.

Business is a little quieter than it has been for some weeks, as most orders for spring good have been booked up. In the case of sporting goods, prices as a rule are exceptionally high. In spite of the high prices however, there is a fairly good demand. The biggest changes this year compared with prices last year are in mitts and gloves.

Every Indication Of An Advance In Nails

Winnipeg.

Although at the time of writing there has been no advance, there is every indication of an acute shortage in nails before very long, and manufacturers have been advising the trade what to expect. It is only a week since an advance took place in this commodity amounting to 20c per keg. Advances have been taking place right along ever since the war broke out. Price for wire nails before war was \$2.90, whereas the base to-day is \$5.60; this price is almost double what it was before the war. 26½c lb.

Turpentine Up 3c Gallon

A further advance of 3c per gallon has taken place in the price of turpentine owing to the firm position in primary markets and the difficulty in getting supplies. In single barrels it is being quoted at 78c per gallon, in 2 to 4-barrel lots at 77c, and in 5-gallon lots at 85c.

Linseed Oil Advances 10c Gallon

A decidedly firmer tone was manifested in the market for linseed oil during the week, and the price accordingly advanced 10c per gallon. Flaxseed has been selling at new high levels, and there is difficulty in getting the seed from the West. In 1 to 2-barrel lots raw oil is quoted at \$1.50 per gallon and boiled in similar quantities at \$1.53. In 3 to 5-barrel lots the price is \$1.49 for raw and \$1.52 for boiled. In 6 to 9-barrel lots the price is \$1.47 for raw and \$1.50 for boiled.

White Lead in Oil Steady

There has been a steadiness in the market for white lead in oil, prices remaining unchanged at \$15 per hundred in ton lots and \$15.30 in less than ton lots.

Spades and Shovels Advance 10 to 15%

London.

SPADES AND SHOVELS.—As intimated in the columns of HARDWARE AND METAL recently, that there was a strong probability that spades and shovels would advance, the increased price has this week been made effective, and provides for an increase of over 10 per cent. in most lines. New discounts are shown on page 45.

Alabastine Advances; White Up \$1 Per 100 Lbs.

Winnipeg.

It is some time since there was an advance in Alabastine, and the one announced this week is due probably to the labor situation. In other words it is costing more money to secure raw material for this commodity. The advance amounts to \$1.00 per 100 lbs. on white, and 50c per 100 lbs. on tints. This makes to-day's price on both white and tints \$7.00 per 100 lbs.

Big Advance In Manila Rope

Winnipeg.

An advance is announced in rope. This is unusually large in the case of pure Manila and British Manila. Rope usually advances ½c at a time, so that a 2c advance on pure Manila and 1½c on British Manila are unusually large. These advances are important, coming as they do at a time when the demand for rope is rather heavy.

The new price basis follows:—

Pure Manila, 2c lb. advance, making price to-day 32c lb.; Sisal, ½c lb. advance, making price to-day 24½c lb.; Lath yarn, ½c lb. advance, making price to-day 24½c lb.; British Manila, 1½c lb. advance, making price to-day

Building Paper And Eavetroughs Up

Winnipeg.

There have been further advances in tar and building papers owing to the shortage of material and high cost of production. Manufacturers of these goods in the West cannot secure raw materials fast enough. There is a good demand in the West, and indications are that quite a lot of building will take place in country districts.

Prices to-day are: Tar paper, \$1.05 to \$1.65 per roll; plain paper, 80c to \$1.50 per roll, according to quality desired.

Eaves trough and conductor pipe are up again approximately 15 per cent. Prices are, per 100 ft.:—Eave trough, O.G., 8 in., \$5.40; 10 in., \$6.00; 12 in., \$7.05. Conductor pipe, 2 in. \$6.30; 3 in., \$7.60; 4 in., \$10.05.

Galvanizer and black iron sheets are up, galvanized 25c per 100 lbs., and black 50c. This is a comparatively small advance, but these small advances have been taking place every few weeks.

Harvest Tools Advance Approximately 10%

Winnipeg.

One of the most important advances this week is that of harvest tools, which have gone up approximately 10 per cent. from 40 per cent. off, to to-day's price of 33 1-3 per cent. This is a pretty big advance. As an example:—feeder forks which have sold at \$8.05 per dozen, will now be \$8.90 per dozen. Scythes and hay knives advanced 50c per dozen all round.

Wrought Iron Pipe Takes Another Jump

Winnipeg.

The pipe market lately has been exceptionally active making one and two advances per week some times. Present indications point to a further advance. Advances are not uniform, being higher on some sizes than others. The advances are as follows:—

	Black	Galvanized
¾ inch	\$ 5 16	\$ 7 50
¾ inch	5 23	7 57
1½ inch	6 85	8 64
¾ inch	8 60	11 02
1 inch	12 71	16 30
1¼ inch	17 20	22 04
1½ inch	20 56	26 36
2 inch	27 65	35 55
2½ inch	44 42	56 74
3 inch	58 10	74 19
3½ inch	72 00	....
4 inch	85 32	....
4½ inch	100 87	....
5 inch	117 58	....
6 inch	152 63	....

Linseed Oil Up 5c; Flax Market Strong

Winnipeg.

It became evident this week on account of the advancing flax market that higher price was bound to come on linseed oil sooner or later. Flax market touched 3.01 on Monday last, and local wholesalers put up their price 5c per gallon, making it \$1.40 for raw, and \$1.48 for boiled.

WEEKLY PAINT MARKETS

(Continued from page 54).

Colors In Oil Have Been Advanced

Toronto.

COLORS IN OIL.—Advances in colors in oil have been made during the week of from 2c. to 9c. per pound in certain instances. Indian red is now quoted at 26c. per pound, chrome yellow at 45c. per pound firm, golden ochre at 22c., which is an advance of 2c. Chrome green has also advanced 2c. and is now quoted at 26c. per pound. French permanent green has been increased 4c. and is now quoted at 26c. Signwriters' black is quoted up to 36c. per pound, an advance of 9c. In lampblack there has been an advance of 1c. per pound, the present price being 25c.

White Lead In Oil Market Continues Firm

Toronto.

WHITE LEAD IN OIL.—There is a continued firm in the market for white lead in oil, although there has not been a very material change in the price for pig lead during the week. The opinion is expressed, however, that with the United States in the war there is strong probability that pig lead might be dearer. There was a slightly firmer market during the week, when pig lead in the New York market advanced from \$9.62½ to \$9.75 per hundred. With linseed oil in a very firm market and a very important factor in the white lead in oil situation there are not wanting indications that the latter commodity is in a firm position. Locally, however, prices remained unchanged at \$15 per hundred pounds in ton lots and \$15.30 in less than tons.

PRACTICAL SHEET METAL WORK

(Continued from page 40.)

of dotted lines from point A to the top of short vertical lines shown in Fig. 4. These dotted lines are the true length of the triangular lines to determine the length of material required for the one lower side, or rather quarter of the pattern.

Fig. 3 shows the true length of lines for the top quarter section of the pattern, and is developed by following out the method described in Fig. 4.

Now turn to Fig. 5, which is a full half pattern, for the fitting required. First draw rectangle X, which is the half plan of the rectangle piece. Next draw X¹, which is the side elevation shown at B¹, B, A¹, A, in Fig. 1. The two, X and X¹ are the half pattern of the back and sides of the rectangle piece, while B² is the half pattern of the front of rectangle piece.

The next step to take is to transfer the true lengths described in Fig. 4 to their place on A and A². Place compass point at A in Fig. 4 and open up to C, this measurement to be transferred to A², 1, repeating this operation until all the dotted lines have been transferred from Fig. 4 to Fig. 5, A², 1, 2, 3, 4, and 5. The distances between the last named figures are determined by cutting each small arc, 1, 2, 3, etc., with the measure-

ments procured on the half circle in Fig. 1.

Section G is now to be developed. Place the compass at A² and draw an arc at A³, cutting same by placing the compass point at 5, using a measurement equal to length of dotted line shown in Fig. 3, B, 5¹.

Now follow out the same operations in transferring all the dotted lines from Fig. 3 to A³, 5, 6, 7, 8, 9, in Fig. 5.

By connecting each of the points procured, 1, 2, 3, 4, to 9, with a solid line, the curved stretchout portion for round part of pattern is complete.

Now to develop part F. Place the compass point at B in Fig. 3, and open to A. Then draw arc A⁴ by placing compass point at A³, Fig 5. Next cut this arc by transferring the measurement A, C, from Fig. 3. By joining points 9, A⁴ and A³, the complete half pattern for boot is developed.

By turning over the pattern at 1, A, A¹, a full pattern is procured in one piece, which would be seamed at line 9, A⁴. If, however, it is necessary to make the fitting in two pieces, an extra allowance of metal will be required at portion of pattern A¹ and 1.

(Continued in next issue).

DISPLAY THAT MADE QUICK SALES

There is sometimes a tendency in retail hardware stores to overlook the importance of making displays of the common-every-day goods in which the average person is interested. Take garment hangers for instance. They are carried in almost every hardware store, and are considered as part of the regular stock. Customers ask for them occasionally. The sale of this line, however, can be greatly speeded up by making occasional special displays. The same rule applies to a great many other lines such as egg beaters, tack claws, hammers, ticket punches, potato mashers, screw drivers, etc. There is an unlimited sale for small popular-priced goods, used in the average household. And the sales can be made by attractively displaying the goods. This has been proven by the remarkable success of the 5-10-15c stores which are greatly in evidence in all parts of Canada and the United States.

MUST TAKE VATERLAND TO HALIFAX

Before we can use the *Vaterland*, says the *American Metal Market*, she must be patched up a bit and then sent to Halifax, N.S., to be put in dry dock and thoroughly overhauled. No dry dock in the United States is large enough, but the comparatively small port of Halifax possesses one twelve hundred feet long and capable of accommodating any vessel afloat. It is useless to build large ships if they cannot be repaired and naval preparedness calls for repair facilities ahead of anything else. Suitable sites for dry docks of the largest size can be found in or near all our principal ports. New York should have at least one capable of holding anything afloat or likely to be launched in the next ten years.

HARDWARE LETTER BOX

Long Handled Dust Pans

The Plaunt Hardware Co., Ottawa, Ont.—Kindly let us know addresses of manufacturers of long handled dust pans in Canada.

Andrews Wire Works, Ltd., Watford, Ont., Patent Novelty Co., Fulton, N.Y.; Delphos Mfg. Co., Delphos, Ohio;—Ed.

NEW INCORPORATIONS

Hamilton.—Trench Workers of Canada has been incorporated without share capital to employ returned soldiers in the manufacture of light iron and steel goods etc.

Montreal.—Mason Regulator & Engineering Co., Ltd., has been incorporated with a capital stock of \$48,000 to manufacture and deal in all metals from ore to finished product and deal in goods in which these metals are used.

Brantford.—Brant Farmers' Co-operative Society, Limited, has been incorporated with a capital of \$40,000 to deal in hardware and other trades.

WHAT IS FLOOR SPACE WORTH?

From *Hardware Trade*.

Whether you own or rent your store building you charge up this rental as a part of your overhead expense.

Do you stop at that or do you go still further and again divide this rental according to the worth of the several sections of your store?

Obviously, only a certain percentage of the visitors to your store find their way clear through its entire depth to the rear of the salesroom.

It is a pretty generally accepted rule that the rental worth of a certain place depends upon the number of prospective customers who pass it daily.

Applying this rule to your floor space, it follows naturally that the front third, half or three-fourths of your salesroom is more valuable than the remainder.

It equally follows that your windows, providing you are cashing in on their rental value, are the most valuable space in your entire store.

Providing you realize these facts and take them into consideration, are you following them out to their logical conclusion and charging against the goods featured in each section the real rental percentage which they should pay, according to the space they occupy?

City stores do so apportion their rental charges. There is no reason why smaller dealers should not do the same? On the other hand, there is every reason why they should do so. No outside or so-called expert advice as to this apportionment is needed. Your own sober analysis of the value of your space will be all that is required.

PRATT & LAMBERT MEN ADVANCE.

Promotion has recently come to three men in the Pratt & Lambert organization. W. H. Kleinpell, former assistant resident manager at New York, has been advanced to sales manager of the eastern division; C. D. Sproule, former assistant resident manager at Chicago, to sales manager of the western division, and J. G. Schroeder, formerly in charge of the credit department at Chicago, to assistant resident manager at Chicago.

WEEKLY PAINT DEPARTMENT

Proper Instructions Eliminate Complaints

Poor Results Can be Obtained From Best Grade Paints if
Not Properly Used—Duty of Instructing Public
Rests on the Retailer.

WHEN you consider the huge amount of paint that is consumed each year, it is remarkable how few complaints are heard from customers—that is when we confine our remarks to high grade paints made and sold by reputable manufacturers. Complaints from customers are evils the average merchant wants to avoid at all times, yet, despite his best efforts, complaints are bound to crop up from time to time. In some cases they are due to customers not making proper use of goods or appliances. This is due frequently, to inexperience on the part of the customer. But the customer is not always the one on whom most of the blame should be placed. In too many cases, salesmen are not specific enough in their instructions to customers. It has been said that in the case of ready mixed paints, the instructions are usually on the can, and the customer cannot go wrong. In some instances this is correct—but there are customers who frequently do not follow directions closely. Then, again, the directions on the can are not always sufficient. Different kinds of work require different treatments.

Every retail merchant who is called upon to sell paint should familiarize himself with the proper methods of applying paints, in order to intelligently advise customers how they can best use the product they purchase. Poor results can be obtained from the very best paint when the user does not know how to use it properly.

Reasons for Complaints

More complaints are caused by paints not being properly stirred than from almost any cause. Despite the fact that paint manufacturers under the heading of "Directions" emphasize the importance of thoroughly stirring the paint, there are many customers who pry the top of the can, stir the contents with a narrow stick, nail or hat pin, and they proceed to apply it. The result is disappointment. The color is not the same as that shown on the color card. The customer thinks the paint is at fault, and proceeds to condemn it and make complaints to the hardware merchant.

The dealer can prevent a great deal of trouble for himself and also assist the

manufacturer by educating the public how properly to stir paint. It is necessary that paint should be properly stirred in order to produce the results expected of it, that is to preserve and to beautify.

To properly stir any paint combination requires 10 to 15 minutes of constant agitation. This is best secured by using a broad, strong paddle. A constant up and down motion, after the manner of churning, is far more efficient than stirring around and around, as most amateurs try to stir paint. The up and down motion thoroughly combines the pigment with the oil, while the around and around method leaves the oil on top and the greater part of the pigment at the bottom of the container.

Did you ever see a woman stir a can of paint? said a paint manufacturer some time ago. She usually takes a small twig or splinter, slightly larger than a broom-straw, and stirs the paint around and around for about thirty seconds. Then she takes a so-called brush, purchased at the ten-cent store, and begins to apply the paint. After a few minutes she complains that the paint is too thin and that it is not the proper shade. But after the container is about half empty she begins to complain that the paint is too thick. But she easily remedies this by adding a little carbon-oil, sewing-machine oil, raspberry vinegar, or anything in the liquid line she has in the house. The next day when she pokes the job with the end of her finger and discovers that the paint has not yet dried, she flies into a fit of denunciation and blames the paint.

This is but one way in many that good paint can be abused. It is surprising in how many ways the average man, or woman, can go wrong in applying a coat of paint—in selecting a brush and then in handling it, in attempting to thin the paint, in leaving it around in open cans, and so on ad infinitum.

And so it devolves on the merchant, on the salesman, to see that every customer who carries away a can of paint under his arm carries also a modicum of common sense and some sound instruction in his head. It is the duty of the salesman to see that the customer knows how to get the good out of the can. Otherwise, the purchaser will come

back with a wrathful tale of woe, or worse still, will quietly start dealing at some other store.

Paint Needs Stirring

When the can is sealed in the factory the liquid portion contains the exact number of pigment particles to do the work required. If the paint stands on the dealer's shelves for several months there is liable to be a settling of the heavy pigment particles, and in order to bring the finished paint to its proper consistency, so that there will be an even distribution of pigment particles to the amount of liquid, stirring is necessary.

With ordinary care on the part of merchants and customers, many complaints can be easily eliminated by adopting proper stirring methods.



STEPHENS CO. STAFF CONVENES

Western Canada Paint Men Hold Semi-Annual Convention—An Optimistic Outlook

The semi-annual sales convention of the G. F. Stephens Co., Ltd., was held at the head office, Winnipeg, last week, and was attended by all their salesmen and staff from the head office. The convention lasted the good part of a week, and was spent discussing plans for the summer trade. These conventions are held twice a year—one in the spring to discuss summer business, and the other in the fall to discuss what will be done the following spring. Demonstrations were made, and several important papers read, after which there was considerable discussion. During the convention it was stated that the G. F. Stephens Co. had had a record spring, the biggest demand coming from the country districts. It was also stated that there would be an enormous amount of building this year, and the firm is making plans for a banner year.

At the close of the convention, a banquet was held at the St. Regis, followed by a theatre party. Among those who attended the convention were: G. F. Stephens, president; F. W. Stephens, L. C. Stephens, M. F. Christie, sec.-treas.; D. McIver, sales manager.; G. M. Christie, manager Calgary branch; F. W. Calder, Edmonton; H. N. Graham; C. J. Johnson, Winnipeg; Harry Pringle, Saskatoon; E. W. Calder, Edmonton; A. D. O'Brien, Regina; G. F. Simpson, Neepawa; W. R. McFarlane, Calgary; J. A. Cameron, Winnipeg; S. Ayres, J. Baillie, R. M. Balmer, W. S. Cumming, T. F. Earle, W. E. Hargreaves, James Wilson.

QUALITY

Advertising
creates Markets,
but —

**Merit holds
the Trade**



Merit—Sterling quality—coupled with experience in paint-making, has kept JAMIESON'S READY PREPARED PAINTS and VARNISHES on the market for over fifty years—and they still command the trade of those who want dependable paint.

We consider it a prime essential to give the dealer a substantial profit—look into our proposition.

R. C. Jamieson Co.

Limited
Vancouver Montreal
Established 1858

Owning and operating
P. D. Dods
& Co., Limited

FIRST



MEAKINS BRUSHES

Quality and Price

make "Meakins" Brushes quick-sellers, and their behavior in action is so satisfactory that the user cannot be easily persuaded to try other kinds—this means permanent business for you.

Every sale of a Meakins Brush performs a double service—profit to you, satisfaction to your customer. Get our Catalogue for styles and prices.



MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal



If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 18. — While there is no sensational market factor operating on the paint markets at present to alter quotations, the outlook as regards linseed oil is remarkably strong. Flaxseed is at record heights in price. Mixed paints show some feeling towards further firmness for the future. All ingredients of mixed paints are so much firmer of late and show such disposition to remain firm that the recent advance does not bulk as big as it may have seemed to some lately. At all events the advances have not affected demand for paints, and the opening of navigation should prove a busy time.

Mixed Paints Firm; Raw Materials Firmer

Montreal.
MIXED PAINTS.—There is some note of anxiety in the market as to the possible maintenance of the present prices of mixed paint against a steadily strengthening market for raw materials generally. Linseed oil keeps on getting firmer in market, prices showing every indication of advances at time of writing, and turpentine does not promise much in the way of easier markets. The dry colors are by no means less expensive, and their market suggests further firmness. Containers are without doubt going to be much more costly. Looking to opening of navigation manufacturers are ready to send out large orders, and sorting orders are still to come in from many quarters.

Linseed Oil Shows Still Further Strength

Montreal.
LINSEED OIL.—This week flaxseed reached its record price in history, going as high as \$3.04 a bushel, and at that high figure showing signs of even greater firmness. The effect of this great strength of the market for seed has been to offset any chance of an easier tone due to the improved deliveries of the seed in Montreal where the crushers are doing their part with it as rapidly as machinery can operate. Paint manufacturers are naturally watching the firm trend of the linseed oil market with interest, as this ingredient of paint products bears heavily on the market for the manufactured article in various lines of the industry. At the time of writing the general range of quotation for one barrel lots only was at \$1.48 for raw, and \$1.51 for boiled to \$1.4 for raw and \$1.52 for boiled. One concern, which last week was quoting \$1.30 for raw and \$1.32½ for boiled linseed oil per

Imperial gallon, was still making these quotations at time of writing, but a firmer tendency in this direction would not be surprising. This firm was still able to quote up to ten barrel lots, four to nine barrels being quoted at \$1.29 for raw and \$1.31½ for boiled linseed oil with the proviso that these prices might be advanced should the market go much firmer, though just at the moment even the firmness noted apparent on the market there was not any immediately contemplated advance. In the opinion of crushers the linseed oil market is in for even greater firmness and for a considerable period, and the tendency to conserve supplies of linseed oil on the part of paint manufacturers is still strongly evident, few firms being willing to part with supplies except in small lots.

Turpentine Still Keeps On Firm Side

Montreal.
TURPENTINE.—Steadiness with firmness of tone, and still the local shortage of supply due to railway deliveries being very slow were the characteristics of the turpentine market in Montreal during the week. Quotations ranged from 77 cents per Imperial gallon to 80 cents per Imperial gallon in one barrel lots, and owing to the shortage mentioned quotations over the one barrel lot basis were not being readily made. There is still a disposition to conserve turpentine on the part of the large firms of paint manufacturers. One firm, however, maintained quotations of as low as 74 cents per Imperial gallon for one barrel lots, a cent less for two to four barrels. Supplies were arriving but irregularly, and a carload or so at a time, not plentifully as in normal times. The tendency of the market was considered firm at time of writing with higher prices possible.

Steady But Firm Is White Lead In Oil

Montreal.
WHITE LEAD IN OIL.—There is no change in the market for white lead in oil as compared with conditions of last week's market. Owing to the great strength of the market for linseed oil, it is felt that this product is subject to some risk of advances, but bookings are being made until May 15 on the basis of present quotations, and until after that date changes are hardly likely to occur. There may not be any advance even after May 15, only the factor of linseed oil is scarcely capable of carrying increased strength without affecting white lead in oil. If the metal also were to come into much stronger market this product would again

break its already high records. There would be nothing else for it. Quotations are for one ton lots: \$14.80 per 100 lbs., and for less than tons, \$15.10 per hundred pounds.

Putty Quite Firm And Whiting Also

Montreal.
PUTTY.—In the opinion of a thoroughly experienced dealer, putty ought not for the immediate future to be much firmer than exists at present. It was mentioned in Montreal that whiting was a little more easily obtainable, that is to say buyers of this product at its primary market in England were able to make contracts for supplies, but the product is still anything but plentiful in supply. Linseed oil is showing such very firm tendencies that it may upset calculations and affect putty prices in spite of the strongest opinions to the contrary, and no one needing putty for future supplies is holding off the market in hopes of any reduction in putty prices. Bookings are as previously mentioned entertained up to May 15. Quotations remain for standard putty in less than ton lots \$3.85 per 100 pounds bulk in barrels, and for pure putty \$4.85 per hundred pounds.

Shellac Goes On Climbing Aloft

Montreal.
SHELLAC.—Shellac is itself in the firmest of markets, exceedingly difficult to obtain, and in dwindling supply, and spirits have also gone from strength to strength in market quotations. Therefore while no actual advances are noted in shellac for the current week, it would not be at all surprising to find firmer quotations coming along from time to time, and even before next report. Efforts have been made to secure some further supplies from India, but without any very great success, and holders on the American continent are parting with only very limited supplies to previous buyers under contract. Orange shellac in Montreal this week was quoted at \$3.50 to \$3.75 per Imperial gallon, and pure white at \$3.75 to \$4 per Imperial gallon. The gum is advancing in price almost from day to day it is said.

Glass Keeps On Getting Firmer

Montreal.
GLASS.—There is good reason to believe that glass has not touched the highest notch as regards price. Just at present glass is costing the merchants in Montreal pretty nearly as much as they are getting for it, and the whole trend of reports from manufacturing centres

B-H "ENGLISH" PAINT

70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

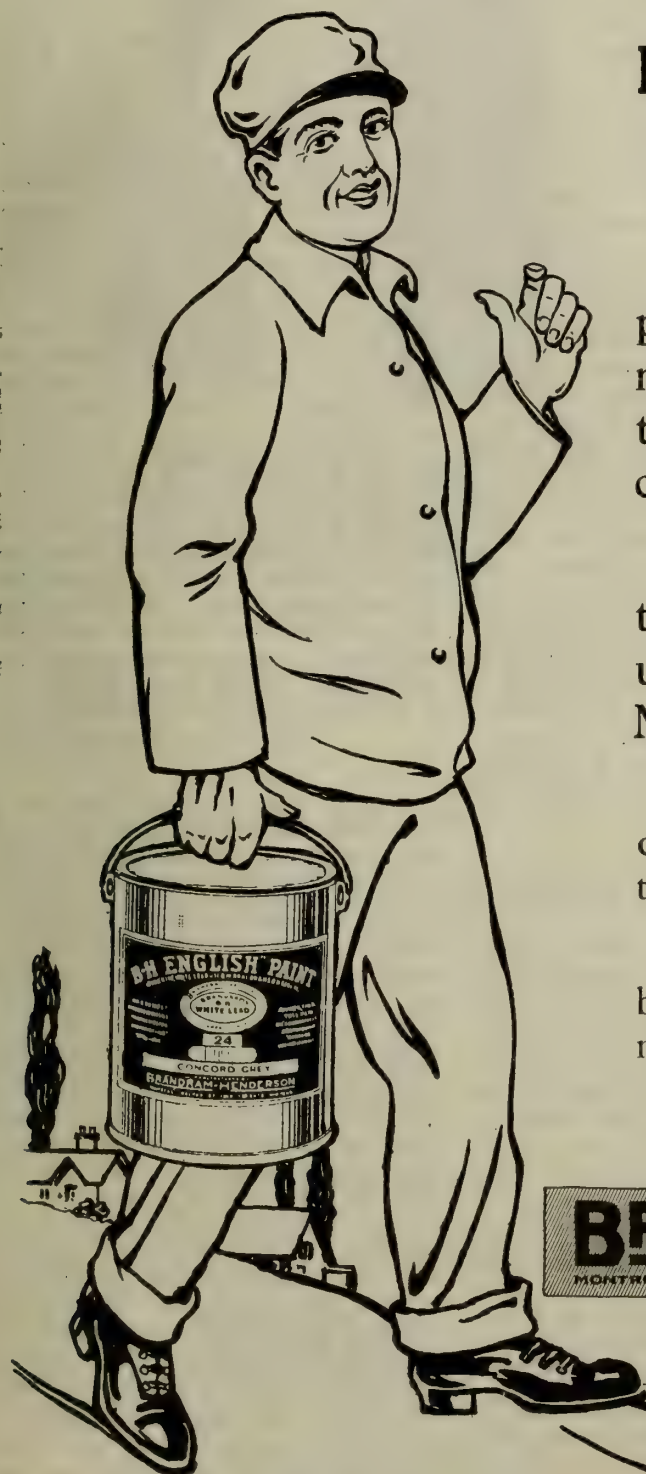
Master Painters are Constant Users of This Good Paint

They know paint values from practical experience and they do not use a brand that has not all the qualities essential to a first-class paint.

It is surprising how many of them, in all parts of Canada, are users of B-H "English" Paint. Many use no other.

Why not get their business and that of critical householders, both of whom want the best paint made?

You can do so, as our agent. We will be glad to appoint you as such, if we are not represented in your town.



BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG EDMONTON CALGARY

in the United States is towards still firmer conditions due to greater difficulties in manufacture. Certainly the advent of the United States into the war is not likely to help any industry where labor was previously hard to obtain, and fuel showing steadily firmer tendencies. So far no signs of any alleviation of the difficulties of the glass situation are noted by market observers.

TORONTO

TORONTO, April 19.—From the volume of trade that is developing in sorting orders paint manufacturers are inclined to the opinion that paint is going into consumption at a good rate and that dealers are finding their stocks moving rapidly. The demand is equally good on all paint lines, both inside and outside grades. Linseed oil developed further strength during the week and advances were recorded in certain quarters to the extent of 10c. per gallon. Paint manufacturers are of the opinion that the situation in linseed oil is going to become more acute before lower prices are realized. They point out that stocks of seed in the United States are not sufficient to meet the requirements and that American crushers have been eager purchasers of seed in the Canadian West. There is a very firm situation in the United States and prices are ruling at comparatively higher prices than they are in Canada on the basis of present quotations. Turpentine is again inclining toward higher levels, a further advance having been recorded during the week. White lead in oil is expected to continue and there is a possibility of greater quantities of the pig lead being used with the United States actively engaged in hostilities. Whiting is also in firm market with advances recorded in one quarter. The condition of the market for this community, coupled with the situation in linseed oil, puts putty in a very firm position. Business in paint lines is reported very satisfactory during the week with collections very good.

Linseed Oil Shows Advance of 10c Gallon

Toronto.

LINSEED OIL.—There has been a firmer position in linseed oil during the week as a result of the higher prices for flaxseed that prevailed at Winnipeg. Flaxseed followed upward in sympathy with the higher market for wheat and partly because there was a good demand for the seed with an apparent shortage in the world supply. Altogether there was a net gain of 19½ cents per bushel in the price of cash flaxseed on the Winnipeg market during the week, the closing price on Wednesday of last week being \$2.79 as compared with \$2.98½ on Wednesday of the present week. For the May option the increase in price was almost as great, being 18¼c. per bushel, the closing price on Wednesday of this week being \$2.99 per bushel. Deliveries of flaxseed to Eastern crushers has been poor during the week and some anxiety is being felt lest additional supplies do not arrive in

time to keep the mills running. As the result of this situation prices were advanced 10c. per gallon in some quarters. Other interests were slow to follow upward and were still quoting at the low figure of last week of \$1.30 per gallon for raw. It was expected notification of an increase in this price would be received very shortly. The range in prices on one or two barrels for raw is, therefore, from \$1.30 to \$1.50 per gallon. The situation in the United States is becoming one of increased firmness. There has been a steady advance in prices there until on Tuesday of this week the price quoted in New York was on a basis of \$1.17 per gallon in carload lots and \$1.18 per gallon for single barrels. On this basis the comparative price in Toronto would be \$1.42 per gallon when the difference in the size of one-fifth between the Imperial gallon of Canada and the wine gallon of the United States is taken into consideration. In that market there is a pronounced scarcity of spot oil. Movement of seed in the Canadian North-West has been fairly free during the week, some 99 cars having been inspected at Winnipeg. On Tuesday and Wednesday of this week 30 cars were inspected on each of the two days as compared with 5 cars on Monday. This would seem to indicate the movement of flaxseed into the United States, as elevators are now reported full at the head of the lakes and there is very little seed moving to Eastern Canada. Following is the range of prices on linseed oil:

	Raw. Per gal.	Boiled. Per gal.
1 to 2 bbls....	\$1.30-\$1.50	\$1.32½-\$1.53
3 to 5 bbls....	1.29- 1.49	1.31½- 1.52
6 to 9 bbls....	1.28- 1.48	1.30½- 1.51

Turpentine Again Goes Up 3c Gallon

Toronto.

TURPENTINE.—An advance of 3c. per gallon in the price of turpentine was made effective during the week which now makes the selling price in single barrels 78c. per gallon. In the local market there is a continued scarcity of supplies owing to the inability of dealers to get shipments through from the South. In the Southern States there was a fluctuating market during the past week. Factors which operated to send the price upward in that section were the light arrivals of turpentine from the woods owing to the cold nights which checked the flow of the gum. Then too there was a good consumptive demand in the United States. During the first part of the present week there has been a sagging tendency in price in the Southern States, a decline of 2c. per gallon having been recorded from the recent high point. As to what the reason for this easier tone is not yet apparent. Some of the local concerns are still out of the market owing to their inability to get supplies while others are taking orders subject to being able to fill them.

	Per Imp. gal.
1 barrel lots ...	\$0.74-\$0.78
2 to 4 barrels ...	0.73- 0.77
5-gallon lots ...	0.81- 0.85

Mixed Paints Are Going Out Well

Toronto.

MIXED PAINTS.—There are continued indications that mixed paints are going into consumption well as manufacturers report sorting orders are coming in remarkably well, better than anticipated in fact. The paint demand is of a general character, being for all classes of painting work, both inside and outside. Paint manufacturers are inclined to the belief that the top of the oil market has not been reached yet and that as long as this firmness for linseed oil continues with higher prices probable there is a necessary firmness co-incident to the paint situation. Manufacturers are of the opinion that the working man is spending his money readily for paint to put his home in good shape and as long as this continues conditions in the paint trade will continue satisfactory. One of the gratifying features to the manufacturers is the fact that collections have been coming in remarkably well. One of the factors that is pointed to as having a very pertinent bearing on the situation is that American oil crushers in some instances have refrained from making purchases of oil in the hope that there might be lower seed prices. This has not come about and they are now consequently in the market buying as heavily as possible to meet their needs.

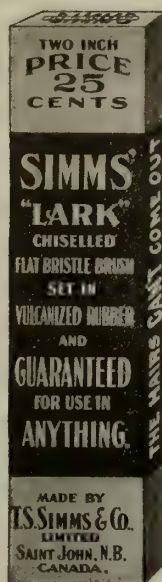
Putty In Firm Position; Glass Situation Firm

Toronto.

PUTTY AND GLASS.—There is an increased firmness in the market for putty owing to the higher prices that seem inevitable for linseed oil. Crushers during the past week have advanced their prices and jobbers in certain instances have advanced the price of oil 10c. per gallon. There is a scarcity in whiting and prices of stocks in local dealers hands have been advanced in some instances from \$1.75 per hundred to \$2.50 per hundred. In other instances whiting is selling as high as \$2.75 per hundred. With the situation in the basic elements that enter into putty in such a firm position there is good grounds for believing that putty is also in a firm position.

Glass shows little improvement during the week. Deliveries to local importers have been poor and this has delayed shipment of goods to retailers. One consignment of seven cars arrived during the week, however, and this served to give a measure of relief. The end of the manufacturing season is approaching, the hand plants closing down in the last week in May. Owing to the high cost of raw materials and the probability that still higher wages will have to be paid to operatives in the glass plants next season dealers are inclined to believe that lower prices in glass cannot be looked for. Locally the discount on window glass is more generally 10 per cent., although 15 per cent. still prevails in certain quarters.

(Continued on page 49).



TRADE
SIMMS
SET IN RUBBER
MARK

ARE

BETTER BRUSHES

But do not get the impression that all "SET IN RUBBER" Brushes are

BETTER BRUSHES

The setting of brushes in rubber is a complicated and difficult process in which great care and skill, exercised by thoroughly trained mechanics of long experience at the work, are necessary to produce A MECHANICALLY SATISFACTORY BRUSH.

The words "SET IN RUBBER" mean nothing to you unless supplemented by this trade-mark

SIMMS
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SIMMS

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BETTER BRUSHES

Made by the most modern methods, in a thoroughly equipped, up-to-date factory, and sold at prices no higher than are charged for brushes only claimed to be "just as good" as

SIMMS

(SET IN RUBBER)

Why buy the other kind when

BETTER BRUSHES

cost no more?

T. S. SIMMS & CO., Limited
ST. JOHN, N.B.



A Strong Leader

BERRY Brothers' label on a can is accepted by all varnish buyers as a guarantee of quality. Consumers have learned that every "Berry" product can be implicitly relied upon as true to description, and the best made for the uses intended.

It pays to push Berry Brothers' Finishes because they not only win customers but retain them.

Write for descriptive price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
ESTABLISHED 1858

WALKERVILLE

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(480)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok-or 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.25; 22 long smokeless, \$7.50; 22 long rifle smokeless, \$3.75 per M.

Sporting Cartridges—Centre Fire Smokeless—303 Winchester, \$32.75 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$70; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½, \$3.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$2.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16.....	\$ 6.00	12/16.....	\$ 7.00
4/16.....	5.00	13/16.....	8.25
5/16.....	5.00	14/16.....	8.25
6/16.....	5.00	15/16.....	9.50
7/16.....	5.00	16/16.....	9.50
8/16.....	5.00	18/16.....	9.50
9/16.....	6.00	20/16.....	14.00
10/16.....	6.00	24/16.....	16.00
11/16.....	7.00		

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%.
F.O.B. Toronto, Montreal, London and Hamilton.

List Prices Per Dozen.

3/16.....	\$ 4.50	12/16.....	\$ 7.00
4/16.....	4.00	13/16.....	8.00
5/16.....	4.00	14/16.....	8.00
6/16.....	4.00	15/16.....	9.00
7/16.....	4.50	16/16.....	9.00
8/16.....	5.00	18/16.....	10.50
9/16.....	5.50	20/16.....	12.00
10/16.....	6.00	24/16.....	15.00
11/16.....	7.00		

Discount from above list 33 1-3 per cent, on Irwin Auger Bit.

AXES

Single Bit, doz.....	8 50	11 00
Double Bit	14 00	16 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz.....	10 00	
No. 3, doz.....	10 80	
No. 4, doz.....	11 60	
No. 5, doz.....	13 20	

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 20, 5%.
Standard Quality, 40%.
Side Lace Leather, lb., \$1.35-\$1.45
Cut Lace Leather, lb., \$1.50-\$1.65

BELLS (FARM)

C x 40 lb.	2 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 20%.
Carriage Bolts (\$1), list, 7-16 in., 5%.
Machine Bolts, ¾ in. dia. and smaller, 20%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 10%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 5%.
Coach and Lag Screws, 30%.
Skein Bolts, 10%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 10%.
Elevator Bolts, 15%.
Fancy Head Bolts, 10%.
Shaft Bolts (\$3 list), 10%.
Step Bolts, large head (\$3) list, 10%.
Whiffletree Bolts, 10%.
Nuts, square, net list.
Nuts, hexagon, net list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb. 12¼-12½

BRASS

Per lb.	
Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.	5 00
3 sections, 5 ft., doz.	6 30
3 sections, 6 ft., doz.	7 50

BOILERS (Range)

30-gal. Standard	10 50
30-gal. extra heavy	13 00

BOARDS, BAKE

Per doz.	
No. 1—18 in.x24 in.....	7 00
No. 2—18 in.x28 in.....	7 60
No. 3—20 in.x30 in.....	8 00

BOARDS (Ironing)

Size 12x60 ins., doz.....	8 00
Size 14x60 ins.....	9 00
Folding, 14x58 ins., doz...	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

BOARDS, STOVE

See list under Wares.

Tin			
Zinc			
Boards (Wash)	Plate		
Pony	Dozen		\$1 75
Crown			5 55
Dnady			3 75
Improved Globe			2 65
Standard Globe			3 95
Original Globe			3 00
Newmarket King			4 25
Diam'd King (Glass)			4 50
Western King (Enamel) ..			4 75
Wood, double faced.			1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—	
No. 840	17½%
No. 800	15%
No. 838	17½%
No. 808	17½%
No. 804	20 and 10%
Nos. 802, 842, 844	25%
Nos. 810 and 814	12½%
Nos. 820 and 910	25%

F.O.B. Toronto, Montreal, London, Hamilton.

Chicago Spring Butts—
Chicago Spring Hinges, 10%.
Triplex Spring Hinges, 40%.
Chicago Mortise Floor (5000) 40%
Chicago Relax Floor (6000), 45, 7½%.

Chicago Premier (4000), 25%.
Chicago Ajax (3000), 25%.
Chicago Fire Station, List.
Lavatory Door Hinges, 20, 10, 7½%.

Chicago Screen Door (2000), 50%.
Chicago Screen Door (3000), 25, 5%.

Non-Hold Back Screen Door Steel, 40, 20%.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—¼ in., \$14.70 per 100 lbs.; 3-16 in., \$10.20; ¼ in., \$7.80; 5-16 in., \$6.90; ¾ in., \$6; 7-16 in., \$7.65; ½ in., \$7.45; ¾ in., \$7.25; ¾ in., \$7.15; ¾ in., \$7; 1 in., \$6.85.

B.B.B. chain is priced as follows: ¼ in., \$13; 5-16 in., \$11.10; ¾ in., \$10.30; 7-16 in., \$10.05; ½ in., \$9.85; ¾ in., \$9.65; ¾ in., \$9.50; ¾ in., \$9.35; 1 in., \$9.20.

Fire Welded—7-16 in., \$6; ½ in., \$6; ¾ in., \$6; ¾ in., \$6.

B.B.B. Crane Chain—¼ in., \$9 per 100 lbs.; 5-16 in., \$8; ¾ in., \$7.20; 7-16 in., \$7.20; ½ in., \$7.20; ¾ in., \$7.20; ¾ in., \$7.20; cow ties, 12½%; trace chains, 12½%; dog chains, 32½%; halter chains, 32½%; tie-out chains, 60%; stall fixtures, net list; breast chains, 2½%.

Canadian coil chain, 50% off list.

CHURNS

List prices hand churns:—No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

List prices power churns:—No. 0, \$11; No. 1, \$11; No. 2, \$12; No. 3, \$12; No. 4, \$17; No. 5, \$20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 25%, out of stock.

CHOPPERS. FOOD

Universal (doz.)—		
London		
No. 0	\$14 40	\$13 80
1	17 40	16 80
2	20 40	19 80
3	25 80	24 60

CLOTHES LINE (Galvanized)

No.	
Per M. ft.	
17, 7-strand, 100-ft. lengths..	\$6.40
17, 7-strand, 50-ft. lengths..	6.60
18, 6-strand, 100-ft. lengths..	4.95
18, 6-strand, 50-ft. lengths..	5.15
19, 6-strand, 100-ft. lengths..	4.35
19, 6-strand, 50-ft. lengths..	4.60

COPPER

Montreal Toronto
Casting ingot, see weekly report
Bars, ½ to 2 in..... 55 00 53 00
Plain sheets, 14 oz.,
14x28 in., 14x60 in. 55 00 53 50
Copper sheet, tinned,
14x60, 14 oz. 60 00 54 25
Copper sheet, planished, 14x60 base. 64 00 60 00
Braziers' in sheets,
6x4 base 55 00 52 00

COMBS

Curry combs, list, plus 25%.

CORD (SASH)

No. 6, lb.	0 46½
No. 7, lb.	0 45½
Nos. 8, 9, 10, 12	0 45

CANADA PLATES

Prices nominal.

Montreal Toronto
Ordinary, 52 sheets.. 8 25 7 90
All bright, 52 sheets. 9 00 8 15

Galvanized			
Apollo Crown Gorbals			
18x24x52 ..	6 25	7 50	9 75
60 ..	6 50	7 75	10 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 20x28 base \$24 00
IX, 20x28 base 28 00
IIX, 20x28 base 32 00
IXXX, 20x28 base 36 00
Raven and Murex Grades—
IC, 20x28 base, 56 sheets... 10 00
IX, 20x28 base, 56 sheets... 11 00
IIX, 20x28 base, 56 sheets 13 00
IXXX, 20x28 base, 56 sheets 15 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 200 lbs., \$17; 216 lbs., \$18.

COKES, AMERICAN

Bessemer Steel—
14x20 I.C., base 10 50
20x28 I.C., double box..... 21 00

CLOCKS

Big Ben \$2 40-\$2 50
Good Morning, each 1 05
Lookout 1 35

CROWBARS, 5¼ to 6c per lb.

DRILLS

Bit Stock Drills, 40%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	\$13 00
I X, 14 x 20 base	13 75
I X N, 14 x 20 base.....	14 50

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.
Great Western, Amer..... 55
Kearney & Foot, Arcade..... 55
J. Barton Smith Eagle ... 55
Disston Brand 47½
Vulcan Brand 60
Globe 60
Nicholson 45
Black Diamond 45
Delta Files 40. 5
F.O.B. Toronto, Montreal, London and Hamilton.

Yacht and Marine Paints



Now is the time to feature the Ramsay Lines. They interest the yacht, motorboat and canoe enthusiasts who demand Quality—That's Ramsay's.

A. Ramsay & Son Co., Montreal Branches, Toronto and Vancouver

The Paint That Makes Selling a *real* Pleasure

GET the agency of **Moore's House Colors** without delay and watch how quickly your paint profits will grow. Your customers will come back with words of praise for the paint and you will realize a sense of real pleasure in handling this line.

Dealers who have come-round to Moore's line are reaping a bigger profit than they thought possible in paints—try for yourself and see.

Information to prospective agencies
gladly given

BENJAMIN MOORE & COMPANY

West Toronto, Ont.



GRINDSTONES	Per 100 lbs.
Over 40 lbs. and 2 in. thick	2 15
Under 40 lbs.	2 45
Mounted No. 115, each	7 00
Bi-Treadle, each	6 75

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	\$ 7 75
Russet rope shank, 1 1/4 in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1 1/4 in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1 1/4 in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1 1/4 in.	16 25

HALTERS (SISAL)

7-16 in. gross (\$21.60; 9-16 in., \$22.50).

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt. 11 00
Masons, 5 lbs. and over, per cwt. 13 00
Napping, up to 2 lbs. 0 13 1/2

HANDLES (WOOD)

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	8 05
Atlas, No. 2	8 50
Stearns, 4 in.	6 70
Stearns, 5 in.	9 25
Perfect, No. 1	10 45
Perfect, No. 1 1/2	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	7 00
Steel track, 1 1/4 in.	7 00-8 50

HEATERS (OIL)

No. 520 (120), each	\$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 620 (230), each	5 65
No. 660 (260), each	7 95

HINGES, TEE AND STRAP

	List Prices.	Strap	Tee
Heavy			
4-inch	\$3 00	\$2 55	
5-inch	3 70	3 20	
6-inch	4 00	3 60	

8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch		14 40

Subject to discount of 20 and 10% off list.

	Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00	
4 in., doz. prs.	1 20	1 10	
5 in., doz. prs.	1 40	1 30	
6 in., doz. prs.	1 70	1 50	
8 in., doz. prs.	2 50	1 80	
10 in., doz. prs.	3 50	2 40	

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	7 25
Over 14 in., per 100 lbs.	6 75
Extra hooks for above, % in., per lb.	7 1/4
Extra hooks for above, % in., per lb.	7

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	English	Canadian	Fox
No. 2, per doz.	2 40	3 25	
No. 3, per doz.	2 50	3 70	
No. 4, per doz.	2 60	4 00	
No. 5, per doz.	2 80		
Little Giant	4 40		

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.90; No. 1 and smaller, \$5.15; show pattern, No. 2 and larger, \$5.15; No. 1 and smaller, \$5.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$5.35; No. 1 and smaller, \$5.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$6.75; special countersunk steel, all sizes, 0-4, \$7.25; toe weight steel shoes, all sizes, No. 1 to 4, \$7.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$2; No. 2 and larger, \$1.90; "Sharp" No. 2 and larger, \$2.10; "Sharp" No. 1 and smaller, \$2. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, 1/2 in., ft.	0 12
Corrugated, 3/4 in., ft.	0 16
Corrugated, 1 in., ft.	0 22
Less 5% for full reels, 500 ft.	
F.o.b. Toronto and London.	

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	17 50
72x30, 26 gauge, case lots	18 00
Less than case, 25c per 100 lbs. extra.	

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 25
Mrs. Potts, No. 50, nickel-plated, per set	1 35
Mrs. Potts, handles, japanned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs.	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated.	5 50
Princess Electric, each	3 20
Canadian Beaty Electric Irons, each	3 38
Gasoline Sad Irons each	3 75

LADDERS, ETC.

	(Step Ladders)	Per ft.
Shelf-lock	15c ft.	
Ontario	20c ft.	
Faultless	23c ft.	
Mechanic	29c ft.	
Hercules	26c ft.	
Perfect	25c ft.	
Faultless, extra heavy	28c ft.	
Hercules, extra heavy	31c ft.	
Mechanic, extra heavy	34c ft.	
B.T. Standard	19c ft.	
B.T. Economy	15c ft.	
B.T. Iron Bound, 4-8 ft.	27c ft.	
B.T. Iron Bound, 16 ft.	42c ft.	
B.T. Iron Bound, 18 and 20 ft.	50c ft.	
Crescent	18c ft.	
Household	14c ft.	
Standard	21c ft.	
Electrician	26c ft.	
Heavy duty	47c ft.	
Extension	25c ft.	
Common and Roped Extension		
Up to 32 ft.	18c ft.	
34 to 44 ft.	20c ft.	
46 to 60 ft.	30c ft.	

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 22 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	14c ft.
18 ft. to 22 ft.	15c ft.
Chair ladders, each	2 00
F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.	

LANTERNS

	Per doz.
Short Globe, doz.	8 50
Jumbo, doz.	10 00
Jap'd Dash, doz.	11 25
Search Dash, doz.	11 75
Searchlight, No. 20, doz.	19 50
All brass	24 75
Little Bobs	1 75 2 35
Copper well japanned, doz.	14 75
F.O.B. Toronto, Hamilton, London.	

LANTERN GLOBES

Cold blast, short	0 65 0 75
Cold blast	0 75
Cold blast, short ruby	2 95 3 00
Cold blast, common ruby	2 75 2 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 55
Steel Thumb, No. 3, per doz.	2 10
Steel Thumb, No. 4, per doz.	3 70
Barn Door, No. 5, per doz.	2 10
Barn Door, No. 9, per doz.	3 20

LEAD

For pig lead and lead and zinc products see weekly report.
Cut sheets, 3/4 lb. extra.
Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A.	16 50
New Century, style B.	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00

Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-Ali	18 00
Blue Bell, without stand.	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45, 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
B.T. Bonnie, style A. 8 50
B.T. Bonnie, style B. 9 00
B.T. Ideal 13 50
B.T. Ideal Power 15 00
B.T. Ideal Water Motor 25 40
B.T. Cyclone 12 50
B.T. Vollmar, No. 2 13 00
B.T. Vollmar, No. 3 14 00
Forest City, engine-driven 40 00
Forest City, electric 92 00

Discount on B.T. Goods 45%. F.o.b. London, Ont. On shipments of three or more washers, freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.
Tinsmiths', 2 1/2 x 5 1/2 in. 1 75
Carpenters', round hickory 2 05

MOPS

Mops, O-Cedar, doz.	\$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

NAILS

List adopted July 10, 1912.
Advances over base on common wire nails in kegs.
1 inch, .11 3 inch... 10c
1 1/4 inch, .11 3 1/2 inch... 10c
1 1/2 inch, .11 3 3/4 inch... 10c
1 3/4 inch, .11 4 inch... 5c
1 1/2 inch, .11 4 1/2 inch... 5c
2 inch, .11 5 inch, base.
2 1/4 inch, .11 5 1/2 inch, base.
2 1/2 inch, .11 6 inch, base.
6 1/2 to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slatting, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Montreal, \$5.20 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, \$5.25 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, \$5.02 1/2.

Sault Ste. Marie, Port Arthur, Fort William, \$4.90 base f.o.b. factory; no freight allowance.

Cut Nails — Montreal, \$5 base; Toronto, \$5.05 base; London, \$5; Hamilton, \$5.05. No equalization of freights.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

NAILS (HORSE)

C Brand.		
Size.	C Brand.	Per box of 25 lbs.
No. 3		\$19 25
No. 4		9 25
No. 4½		8 00
No. 5		4 25
No. 6		4 00
No. 7		3 75
No. 8		3 75
No. 9		3 50
No. 10		2 50
No. 11		3 50
No. 12		3 50

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

London, Hamilton, Montreal, Toronto.

Roofing nails, American, large head, keg, \$7.95.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.	
12 inch...	\$1.80
18 inch...	2.65
24 inch...	3.40
30 inch...	4.00
36 inch...	4.75
42 inch...	5.50
1½ inch mesh and 19 ga. wire.	
12 inch...	\$3.50
18 inch...	5.00
24 inch...	6.30
30 inch...	7.75
36 inch...	9.00
1 inch mesh and 20 ga. wire.	
12 inch...	\$4.00
18 inch...	5.50
24 inch...	7.00
30 inch...	8.50
(¾ inch mesh and 20 ga. wire.)	
24 inch...	\$10.50
30 inch...	12.75
(½ inch mesh and 22 ga. wire.)	
24 inch...	\$16.50
30 inch...	20.10

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30, 10% off list.
Montreal, 30% off list.
American netting, 30% off list.

POULTRY FENCING

	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83
Put up in 10, 20 and 30-rod rolls.	

OAKUM

	Per 100 lbs.
Best (American)	\$20.75-\$21.00
U.S. Navy (American)	20 00
Clipper, U.S.	17 00
U.S. Navy (English)	17 50
Plumbers (spun)	\$8.00-\$8.50

OIL

	Montreal	Toronto
Can. prime white		
petrol	0 17	0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	27-30
Black oil (Summer)	0 14	0 13
Black oil (Winter)	0 14½	0 13½
Cylinder Green	0 38	0 37½
Paraffine	0 21½	0 20½
XXX Machine	0 24	0 23
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12½	0 11½

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	0 12
Coarse jute	0 09½
Square braided hemp	0 30
No. 1 Italian	0 38
No. 2 Italian	0 30

PAPER

	Per 400 ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	62-65
Resin sized, per roll	1 00
Tarred Fibre, No. 1 roll	1 25

Tarred Fibre, No. 2 roll	0 75
Surprise Fibre	0 67
Tarred Felt, per cwt.	3 35
Asbestos Sheeting, (per 100 lbs.)	\$9.00-\$12.00
Carpet Felt, 16 oz., per 100	\$4.25-\$4.50

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	\$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	7 00	6 50
6 to 7 lbs., doz.	7 25	6 75
7 lbs., doz.	7 50	6 75
7 to 8 lbs., doz.	8 00	7 00
8 lbs., doz.	8 00	7 50

PINS, COTTER

Cotter pins, 85% discount.

PINS, CLOTHES

	Per case
Selected full count	
5 gross, 4-in. (loose)	\$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

New prices being compiled. See weekly report.

Black Galvanized		Per 100 feet
½ in.	\$ 4 50	\$ 6 00
¾ in.	4 32	6 36
1 in.	4 32	6 36
1½ in.	5 61	7 18
2 in.	7 02	9 14
2½ in.	10 37	13 52
3 in.	14 03	18 29
3½ in.	16 78	21 86
4 in.	22 57	29 42
4½ in.	36 27	47 03
5 in.	47 43	61 58
5½ in.	58 88	75 90
6 in.	69 76	89 93
Lapweld—		
2 in.	25 53	32 01
2½ in.	38 03	48 26
3 in.	49 73	63 11
3½ in.	60 72	78 66
4 in.	71 94	93 20
4½ in.	83 82	108 60
5 in.	97 68	126 50
6 in.	126 70	164 20
8 in.	166 60	213 00
8 L. in.	175 00	223 80
8 in.	201 60	257 80
9 in.	241 50	308 80
10 L. in.	224 00	286 40
10 in.	288 40	368 70

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.	
4½" and larger, 55%.	
4" and under, running thread, 40%.	

Standard couplings, 4" and under, 50%.

4½" and larger, 30%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

	Plain	List
2 in., in 10-ft. lengths, list	8 00	
3 in., in 10-ft. lengths, list	9 70	
4 in., in 10-ft. lengths, list	12 80	
5 in., in 10-ft. lengths, list	17 50	
6 in., in 10-ft. lengths, list	21 30	

Above subject to 30% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

	Montreal	Toronto
Medium and extra		
heavy, 6" and un-	%	%
der	55	55
8" soil pipe	40	40
Medium and extra		
heavy fittings, 6"		
and under	60	60

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	\$ 2 00
O-Cedar, 12-oz. bottles, doz.	4 00
O-Cedar, 1-qt. can, doz.	10 00
O-Cedar, ½-gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00

Liquid Veneer—

4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

RIVETS AND BURRS

Iron rivets, blacked and tinned, 27½%; Iron Burrs, 27½%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ¼-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	\$4.50-\$5
Roofing Pitch, 75 to 85c per cwt.	

F.O.B. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	31½
British Manila basis	26½
New Zealand hemp basis	26½
Sisal basis	24½

Above quotations are basis prices ½ and larger diameter. The following advances over basis are made for smaller sizes:—
Smaller than ½ and down to 7/16 dia.—½c above basis; ¾ dia., 1c above basis; ½ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	24½
Double lath yarn	25
Yacht marine, tarred	54
White polished halyards	30
Hemp, deep sea line basis	44
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Jute rope basis	16-17½
Italian rope basis	44
Cotton, ½ lb.	0 44½ 0 49½
5-32 lb.	0 43½ 0 46
3-16 lb.	0 41 0 43½
¼ lb. and up.	0 40 0 42

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

	Scale	Stamping
Champion—	List	extra
4 lb.	\$ 4 60	\$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lbs.	39 00	1 00
2000 lbs. Drop		
lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 15%. No discount allowed on stamping charge.

F.O.B. Toronto, Montreal, London, Hamilton.

SCREWS

	Discounts off Standard List adopted Aug. 1, 1903.
Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½

Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	..
Hexagon cap	..

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger	10 00
Awning, ea.	5 00
Table, ea.	2 00

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10% oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, BLACK

	Montreal	Range
	100 lbs.	100 lbs.
10 gauge	6.75	6.70-7.25
12 gauge	6.85	6.80-7.35
14 gauge	6.55	6.25-7.10
16 gauge	6.65	6.25-7.10
18-20 gauge	6.55	6.25-6.40
22-24 gauge		6.30-6.45
26 gauge		6.30-6.50
28 gauge		6.45-6.60

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized
Per 100 lbs. f.o.b. Hamilton and Toronto.

10½ oz.	\$ 8 80
U.S. 28	8 50
U.S. 26	8 20
22 and 24	8 05
18 and 20	7 90
14 and 16	7 75

Colborne Crown—16-20 gauge, \$8.05; 22-24 gauge, \$8.25; 26 gauge, \$8.50; 28 gauge, \$8.75. Less 25c in cash lots.

Apollo Brand. Montreal Toronto

14 gauge	7 40	7 25
16 gauge	7 40	7 45
18-20 gauge	7 60	7 60
22-24 gauge	7 80	7 75
26 gauge	8 00	7 90
28 gauge	8 40	8 20
10½ ozs.	8 85	8 50

Add 20c for less than ton lots.

Galvanized

	R.W. Queen's	Fleur-de-Lis	Gorbals
Queen's Head			
16-20	8 70	8 00	8 05
22-24	9 00	8 20	8 25
26	9 25	8 50	8 65
28	9 50	8 75	8 95
10½ oz.			9 30

Less 25c in case lots.

SHINGLES

	Per square
Standard galvanized	\$7 00
Shipping weight, 90 lbs.	
Standard painted	5 00
Shipping weight, 80 lbs.	
Discount 7½%.	

SIDING METAL

Standard galvanized	\$6 00
Standard painted	4 75

SISTERS

Common, doz.	\$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Standard galvanized	\$7 00

SKATES

Boys' Hockey, polished ...	1 25
Scotia	3 25
Dreadnought	3 50
MicMac	5 00
VeloX	6 50
Regal. 189	6 00



This house painted as follows: Lower Body, Canada Paint 339. Upper Body, CP Creosote Shingle Stain 27. Trimmer, Canada Paint 300. Sash and Verandah Posts, CP Outside Gloss White. Roof, CP Creosote Shingle Stain 31.

Making Sales for CP Agents

These four colored illustrations of the exterior and interior of a house and their captions give a comprehensive idea of the intensive manner in which we are educating paint users in every part of Canada to know how Canada Paint Products will enhance the value, appearance and comfort of their homes.

It is just such sales-creating features as these that are driving an ever-increasing volume of sales over the counters of C.P. Agents, because paint users everywhere know that the C.P. Trade-Mark stands for economy and perfectly satisfactory results.

If you want to sell the liveliest, best advertised line of paints and finishes in Canada, ask us to tell you the complete story.



The Canada Paint Company, Limited

572 William Street, Montreal

112 Sutherland Avenue, Winnipeg

This room decorated as follows: Wall, CP Sanitone, Oxford Brown. Ceiling and Drop, CP Sanitone, Colonial Yellow. Woodwork, CP Wood Tints, Queen Anne Oak. Floor, CP Sun Waterproof Floor Varnish. Stencil No. 18y.



Help Swell the Ranks



**Distributors
Dealers
Users**

of gas-filled lamps owe it to the
Public to join our

**“Save Your Eyes”
Campaign**

The bald glare of gas-filled Lamps must
be eliminated.

Lacolite Fixtures are the means to the end.

Efficient, simple to install, moderately priced.
Packed in individual cartons ready for use.

For quotations, etc., write or wire.

Canadian Laco-Philips Company, Limited

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

BEAVER BOARD

Pure-Wood-Fibre Beaver Board makes attractive walls and ceilings at moderate cost in any type of building, old or new.

Beaver Board has a pebbled surface which permits soft color effects, and its wonderful adaptability allows of a variety of original and artistic methods of decoration.

Beaver Board is supplied in panels 32 in. and 48 in. wide by 6, 7, 8 and 9 feet long, which are sufficient for all ordinary purposes.

We would strongly advise adding this profit-making line to your Stock.

Write for our Beaver Board proposition and also *Beaver Board Facts in Photograph.*

Are you selling Excello Ready Roofing?

We supply Excello in 1, 2 and 3-ply rolls and this line will bring you many *repeat orders*. Write for prices.

Our line of Jewel Roofing will also interest you.

O-Cedar Mops and O-Cedar Polish.

The Mops are made now in large size only, Round or Triangle, and retail at \$1.50 each.

We supply the O-Cedar Polish in 4 and 12-oz. Bottles, Qt., Half-Gal. and Gal. Cans.

Send us your orders for the profitable O-Cedar lines.

***We carry a full and complete line of
Eveready Daylos and Batteries.***

Write for circulars and prices.

RICE LEWIS & SON, Limited
Victoria Street, Toronto

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur),
Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35%	20 and 10%	12½%
Draining Tools	35%	35%	
Hollow Back Scoops	15 and 10%		12½ and 5%
Hollow Backs, Sand Shovels and Coal Shovels	35%		12½%
Riveted Back Scoops	20%		20%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	20%		20%

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	1st Grade	2nd Grade	4th Grade
No. 2, black	\$19.00	\$16.50	\$12.00
Draining Tools, No. 2, black	19.00	18.00	
Hollow Back Scoops, No. 2, black	16.80		13.80
Sand Shovels, No. 2, black	16.00		11.50
Hollow Back Shovels, No. 2, blk.	18.00		10.50
Coal Shovel, No. 2, black	17.50		12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished 75c per dozen net

Half polished 50c per dozen net

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDER, BAR

See Weekly Report

STAPLES

See Wire Products.

SWEEPERS, CARPET Bissell's

Boudoir	Doz. 31 00
Champion Nic.	25 00
Champion Jap.	23 00
Univ. japd., cyco bearing ..	26 00
Univ. N.P., cyco bearing ..	29 00
Grand Rapid, japd., ball- bearing	28 00
Grand Rapid, N.P., ball- bearing	31 00
Princess, N.P., ball-bearing ..	32 00
Elite, ball-bearing	36 00
Am. Queen, N.P., bal-bear ..	34 00
Parlor Queen	37 00
F.O.B. Toronto, London, Ham- ilton, Montreal.	

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.	\$77 00
Household Vac, doz.	63 00
Superba Vac, doz.	92 00

F.O.B. Toronto, Hamilton,
London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, ea.	6 50
Ontario, 2-passenger, ea.	5 50
Baby, ea.	3 50
"Quebec" 4-passenger, ea.	6 50
"Quebec" 2-passenger, ea.	6 25

TACKS Discount.

Revised Hardware Tack
List adopted Jan. 1, 1916. 70-10%
Double pointed tacks. .60, 10%
Shoe findings list adopted De-
cember 21, 1916—Net list.
List of Capped Goods
adopted Jan. 1, 1916. 70-10%
F.o.b. Toronto, Hamilton,
Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson, 30 and 7½%.

TROUGH (EAVE)

O. G. Square head and half round Size in girth	Per 100 feet
8 in.	\$ 9 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 30%.

TRAPS (GAME)

See weekly report.

Victor No. 1	1 65
Jump, No. 1	2 15
Hawley & Norton, No. 1 ..	2 89
Newhouse, No. 1	3 45
F.O.B. Toronto, London, Ham- ilton, Montreal.	

TWINE (Binder)

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping	38½-48¼
4-ply wrapping	44 -52

WOOD TUBS

No. 0, per doz.	12 10
No. 1, per doz.	10 45
No. 2, per doz.	8 80
No. 3, per doz.	7 70

VALVES

Ground work	45-47
Compression work, standard ..	45
High grade	48
Cushion work	40
Fuller work, standard	54
High grade	47
Basin cocks, No. 0, standard ..	49
High grade	49
Nos. 1 and 2, standard	49
High grade	40
Bath Cocks	
Standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Steam Cocks	
Standard	53
High grade	50
Radiator valves, standard ..	15
High grade	15
Globe, angle and check valves, standard	15
Do., high-grade	10
Patent quick opening valves ..	55

WARES, ETC.

Scotch Grey Ware, 60%.	
Colonial, 30, 20%.	
Imperial Ware, 30 and 20%.	
Premier, 25%.	
Canada Ware, 25%.	
White Ware, 50, 17½%.	
Japanned Ware, list.	
Japanned Ware, White, list, plus 10%.	
Plain and Jap. Sprinklers, list, plus 5%.	
Stamped Ware, plain, 50, 15%.	
Stamped Ware, retinned, 50, 10%.	
Copper Bottoms, list, plus 10%.	
Tinners' Trimmings, plain, 50, 15%.	
Tinners' Trimmings, retinned, 50 and 10%.	
Tinners' Trimmings, gen., 5%.	
Milk Can Trimmings, list, plus 30%.	
Cream Cans, Railroad, 5%.	
Factory Milk Cans, list, plus 10%.	
Railroad Delivery Milk Cans, 12½%.	
Pieced Ware, C.B., list, plus 30%.	
Sheet Iron Ware, 7½%.	
Pieced Ware, ordinary, list, plus 12½%.	
Fry Pans, 50 and 10%.	
Spiders, 30 and 10%.	
Fire Shovels, 10%.	
Steel Sinks, painted, 10%.	
Steel Sinks, galvanized, 5%.	
Light Galv. Pails and Tubs, list, plus 10%.	
Heavy Galv. Pails & Tubs, list.	
Garbage Pails, list.	
Balance Galv. Goods, list plus 10%.	
Jap. Coal Hods, list, plus 7½%.	
Galv. Coal Hods, list, plus.	

Paper Lined Boards, 50, 5%.
Wood Lined Boards, 40, 12½%.
Elboks, 2½%.

Elbows, Galv., list, plus 12½%.
Elbows, Light, 5" and 6", \$1.70.
Elbows, Light, 7", \$1.85.
Stove and other Pipes, list, plus
10%.

Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus
10%.

Copper Tea Kettles, 3 doz. lots,
list.
Copper Tea and Coffee Pots, list,
plus 10%.

Copper Tea and Coffee Pots, in
3 doz. lots, list.

WASHERS, IRON.

Full box, 10%. Price less 50
lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Tor'to Lond'n Mont'l

Sectional, 1 lb.,
per 100 lbs. \$3 70 \$4 25 \$4 00

Sectional, ½ lb.,
per 100 lbs. 3 70 4 50 4 00

Solid, 3 to 30
lbs., per cwt. 2 40 3 50 2 50

WEIGHTS. Horse, 6c lb.

WHEELBARROWS.

Navy, wheel wheel, doz. 45 40
Garden, steel wheel, doz. 58 30
Light garden, each 41 00

WIRE PRODUCTS.

F.o.b. Toronto, Hamilton,
Montreal.

Cut Hay Baling Wire.

Per 100 lbs.

No. 9 \$6 00
No. 10 6 05

No. 11 6 15
No. 12 6 25

No. 13 6 35
No. 13½ 6 35

No. 14 6 50
No. 15 6 75

No. 18 6 95
No. 19 7 45

Hay Wire in Coils.
No. 12 5 45
No. 14 5 50

No. 15 5 60
Smooth Steel Wire,
Nos. 0-9 gauge, base 5 75

Extras over base sizes on
heavier gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No.
12, 30c; No. 13, 30c; No. 14, 40c;

No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled
wire, 10c; spring wire, \$2.50;

bright, soft drawn, 15c; packed in
casks or cases, 15c; bagging and
paperings, 10c; 50 and 100-lb.
bundles in 25-lb. bundles, 15c; in
5 and 10-lb. bundles, 25c; in 1-
lb. hanks, 50c; in ½-lb. hanks,
75c; in ¼-lb. hanks, \$1.

Fine Steel Wire,
List of extras, in 100-lb. lots:

No. 17 \$ 5 00
No. 18 5 50

No. 19 6 00
No. 20 6 65

No. 21 7 00
No. 22 7 30

No. 23 7 65
No. 24 8 00

No. 25 9 00
No. 26 9 50

No. 27 10 00
No. 28 11 00

No. 29 12 00
No. 30 13 00

No. 31 14 00
No. 32 15 00

No. 33 16 00
No. 34 17 00

Extra net.
Tinned wire, Nos. 17-25 .. 2 00

Nos. 26-31 5 00
Nos. 32-34 7 00

Coppered 0 75
Oiling 0 10

In 25-lb. bundles 0 15
In 5 and 10-lb. bundles 0 25

In 1-lb. hanks 0 25
In ½-lb. hanks 0 28

In ¼-lb. hanks 0 50
Packed in casks or cases 0 15

Bagging or papering 0 16
Oiled and Annealed Wire,
No. 10 \$5 91

No. 11 5 97
No. 12 6 05

Wire Bale Ties.

No. 12 6 05
No. 13 6 15

No. 13½ 6 20
No. 14 6 30

No. 15 6 50
No. 16 6 75

Fence Wire.

Toronto London
Barb \$5 00 \$4 65

No. 9 pl. galv. 4 25 4 25
No. 12 pl. galv. 4 40 4 45

No. 13 pl. galv. 4 50 4 55
No. 9 coil sp. 4 30 4 30

No. 12 coil sp. 4 55
Quotations are at times made
on wire at lowest figures than
having large stocks to dispose
the general market by jobbers
of.

Fence Staples.

Fence staples, bright 5 35
Fence staples, galvanized. 6 20

In 25-lb. boxes add 25c extra.
Poultry Netting Staples.

Poultry netting staples,
galvanized, list 12 00

List discount of 12½%.
Bright poultry netting staples
are \$1.10 less than galvanized
after discount has been made.

Copper and Brass Wire.

Copper wire list, plus 10%
Brass wire, 3 to 24 gauge,
add 40%

25 to 36 gauge, add 25%
Wire Cloth.

Black Fly Screen Cloth, per
100 sq. ft. in 100-ft. rolls. \$2 75

In 50-ft. rolls 2 50
Bronze, sq. ft. 0 14

Wire Goods.

Discounts apply to list adopt-
ed Nov. 20, 1916.

Bright Screw Eyes Suits,
A.B.C.M. 82½%

Bright Iron Gate Hooks
and eyes 82½%

Bright square cornered
screw hooks, and stove
pipe eyes 82½%

Brass, screw eyes suits,
A.B.C. 70 %

Brass Screw Hooks 70 %
Brass Gate Hooks and
Eyes 70 %

F.O.B. Toronto, Montreal, Lon-
don, Hamilton.

WRINGERS.

Royal Can., 11 in., doz. list. \$84 72

Eze, 14 in., per doz. 91 80

Trojan, 12 inch 185 00

Favorite, 511E 105 80

Unexcelled, 1041E 129 60

Easy Work 90 50

Challenge, 3111E 94 30

Gem, 141E 91 80

Sunlight, 111E 82 80

Ottawa, 341E 103 30

Empire, 11 in. 93 80

Superior, 11 in. 84 80

Majestic, 11 in. 88 00

Perfect, 11 in. 97 50

Bicycle, 11 in. 103 30

Daisy, No. 2 114 72

Daisy, No. 1 105 84

Maple Leaf No. 2 103 20

Maple Leaf No. 1 94 32

Sun 78 36

Safety 97 50

Rapid 82 80

Universal 63 00

Eureka, 10" 65 00

Eureka, 11" 71 00

Eclipse 97 70

Discount off above list, 45%.

Freight equalized on shipments
of ¼ doz. and upwards on Mont-
real, Toronto, Kingston, Ham-
ilton, London, St. Mary's.

WRENCHES

Stillton & Trimo— List price ea.

6 in. \$ 2 00

8 in. 2 25

10 in. 2 50

14 in. 3 50

18 in. 5 00

24 in. 7 25

36 in. 13 50

48 in. 20 00

Discount off above list, 50, 5%.

Discount on parts, 50, 5% off
list; Coes, 10% off list; Regular,
55% off list; knife handle, nett
list.

White, No. 1, each. 1 60

THE DAISY VACUUM CLEANER

BRITISH
Through
and
Through
Guaranteed
Strong
Suction
Very
Portable

We have a wide range of
models from our sweeper
model at \$7.30 to elect-
rically driven machines
at \$92.00.

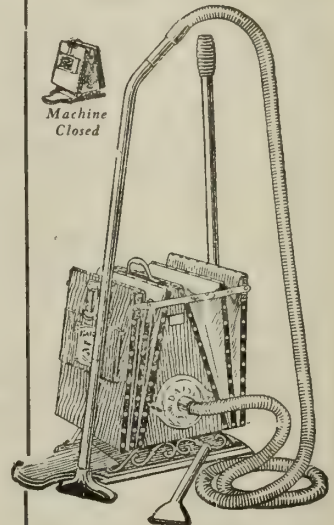
*Why not write now this minute
for Trade Terms, Booklet, etc.*

Sole Makers and Patentees:
THE DAISY VACUUM CLEANER CO., LTD.

Head Office and Works:
LEAMINGTON ROAD, GRAVELLY HILL,
BIRMINGHAM, Eng.

Telegrams: "Ileklean, Birmingham." 'Phone: 405 & 406 East.
A.B.C., 5th Edition.

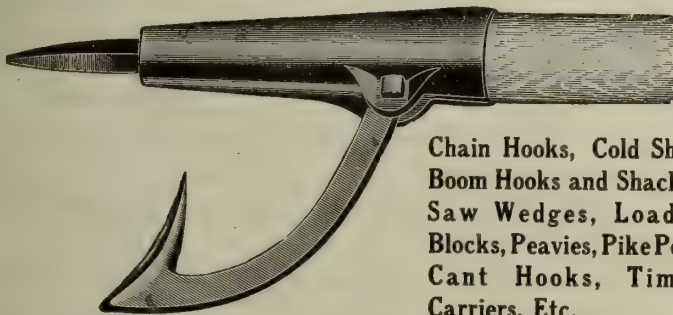
CONTRACTORS TO THE BRITISH GOVERNMENT.



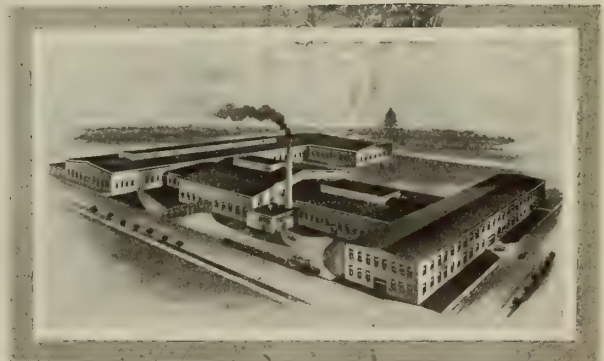
BABY DAISY \$20.45

**THE IDEAL
MACHINE for
HOUSEHOLD
USE.**

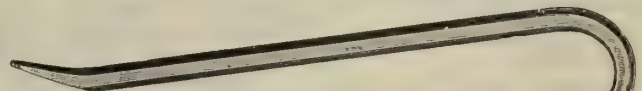
Hardwaremen—Attention



Chain Hooks, Cold Shuts,
Boom Hooks and Shackles,
Saw Wedges, Loading
Blocks, Peavies, Pike Poles,
Cant Hooks, Timber
Carriers, Etc.



HOME OF CANADIAN WARREN AXE & TOOL CO.



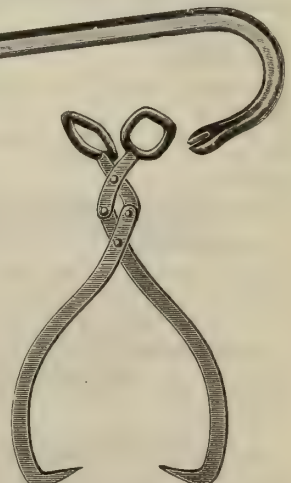
**START SELLING NOW—OUR SAGER AXES AND
SOO LINE LUMBERING TOOLS**

Superior to All Others. Staple, Seasonable Specialties.

Every carpenter needs a goose-neck wrecking bar—every user
of emery wheels needs a dresser—every woodman cutting hem-
lock needs a bark spud—every family with a refrigerator needs
ice tongs.

Get this business now. If your jobber does not stock our goods,
write us for prompt shipment.

Canadian Warren Axe & Tool Co.
ST. CATHARINES, ONTARIO LIMITED



If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.00;
chilled, \$18.50; buckshot, \$17.50;
ball, \$18.20.

ANVILS

Peter Wright, 80 lbs. and up,
20c per lb.; clip horn, 21c lb.

Norris, 41 to 56 lbs., 15c; 57 to
70 lbs., 13½c; 71 to 83 lbs., 12½c;
84 lbs. and over, 12c.

AXES

Single Bit\$ 8 00 \$13 00
Double Bit 13 50 15 50
Broad axes 28 00 31 00

BARS, CROW. \$6.25 per 100 lbs.

BAR IRON

Bar iron, \$3.90; Swedish iron,
\$5; sleigh shoe, steel, \$4; spring
steel, \$5; machinery steel, \$5;
tool steel, octagon, 100 lbs.,
\$10.25. Black Diamond, 100 lbs.,
\$12.50.

BELTING

Rubber, 6 in. and under, 50 and
10%; over 6 in., 50%.

Agricultural or No. 1 leather
belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.30 per lb.;
cut, \$1.45 per lb.; rawhide, sides,
\$1.25; cut, \$1.40.
Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ¾ and smaller,
15%; 7-16 and larger, net list;
machine, ¾ and under, 15%; 7-16
and over, 5%; machine set
screws, 25%; plough bolts, 5%;
nuts, small lots, 3c advance
over list; case lots, 2c advance
over list; stove bolts, 50%; shaft
bolts, 5%; tire bolts, 30%;
sleigh shoe bolts to ¾, 5%; 7-16
and up, net list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, \$1.05 to \$1.65 per roll,
according to quality; plain, 80c to
\$1.50.

CHAIN

Coil, 3-16 in., \$11.75; ¼, \$9;
5-16, \$8.10; ¾, \$7.25; 7-16, \$7; ½,
\$6.75; 9-16, \$6.75; ¾, \$6.65; ¾,
\$6.50; Logging, 5-16, 9¼c; ¾,
8¼c; tie-out, 65%.

CHURNS

Barrel, No. 0, \$6.30; No. 1,
\$6.30; No. 2, \$7; No. 3, \$7.70; No.
4, \$9.10 each.

CLEAVISES, MALL. 15c per lb.

COPPER.

Sheet and planished copper,
76c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½
in. round shank, 30%.

EAVETROUGH

Eavetrough, 8 in., per 100 ft.,
\$5.40; 10 in., \$6; 12 in., \$7.05.
Conductor pipe, 2 in., per 100 ft.,
\$6.30; 3 in., \$7.60; 4 in., \$10.05.

ENAMELWARE

Canada, 20; Imperial, 30, 12½;
Premier, 20; Colonial, 30, 12½;
white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,
18c lb.; 10-lb. jugs, \$2.15 each; 24-
oz. bottles, \$4.35 doz.; 12-oz. bot-
tles, \$2.25 doz.

GALVANIZED WARE.

17½% advance on net list, ex-
cept heavy tubs and heavy pails,
which are 7½% advance on list.

GLASS, WINDOW Single Double

Up to 25 in.	8 75	12 75
26 to 40	9 75	14 75
41 to 50	12 50	16 50
51 to 60	13 00	17 25
61 to 70	14 00	18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., \$2.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 15%.
Corrugated Strap Hinges — 4,
\$1.25; 5, \$1.90; 6, \$2.65; 8, \$4.30;
10, \$6.35; 12, \$9.70.
Corrugated Tee Hinges — 4,
\$1.70; 5, \$2.60; 6, \$3.15; 8, \$5.50;
10, \$7.85; 12, \$11.10.

HORSESHOES

Iron, No. 0 to 1, \$5.90; No. 2
and larger, \$5.65; snowshoes, No.
0 to No. 1, \$6.15; No. 2 and
larger, \$5.90; steel, No. 0 to 1,
\$6.35; No. 2 and larger, \$6.10;
featherweight, \$7.50.

JACKSCREWS

30 per cent. off list.

IRON BAND.

1½ in., \$4.15; 1¼, \$4.15; 1 in.,
\$4.25. Apollo and

IRON GALVANIZED "Fleur

10½ oz. or 28 Eng....	9 50	9 50
28 Am. or 26 Eng....	9 20	9 20
26 Am. or 26 spec....	8 90	8 90
24	8 75	8 75
22	8 75	8 75
18 and 20	8 60	8 60
16 Am.	8 45	8 45

IRONS, SAD

Common Sad Irons, 8 lbs.,
8c per lb.; 4 lbs., 10c per lb.
Mrs. Pott's No. 55, set..... 1 20
Mrs. Pott's No. 50, set..... 1 25
Mrs. Pott's common sad iron
handles, \$1.15 dozen. Mrs. Pott's
improved, \$1.50 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$5.50; per
doz., 75c; B, per case 8 doz.,
\$4.85; per doz., 90c.

LANTERNS

No. 2, plain	8 75
No. 20, X-ray	12 50
No. 22, Dash-board	11 25
Short Globe, doz.....	8 75

LEAD PIPE, \$16.40.

LEAD WASTE, \$17.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, \$7.75; cutter, \$7.75.

NAILS

Wire, f.o.b. Fort William, \$5.20
base; Winnipeg, \$5.60 base. Cut
f.o.b., Winnipeg, \$5.10.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., \$3.50;
36 in., \$4.50; 48 in., \$5.25; 60 in.,
\$6.25; 72 in., \$7.

NUTS

Square, small lots, 3c advance
over list; case lots, 2c advance
over list; Hexagon, small lots,
3c advance over list; case lots,
2c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher,
37c; "B" Castor machine oil,
24½c; Buffalo Engine gasoline,
35c; Buffalo "A" gas engine oil,
48c; Royal gasoline, 35c; Family

Safety coal oil, 20c; "Engoline"
engine coal oil, 16c; Summer
Black oil, 21c; Kelso engine oil,
45c; Electro oil, 45c; Royalite
oil, 16½c; Standard gas engine
oil, 44c; Prairie Harvester oil,
46c.

PAINTS

Stephens' Out White, \$3.35;
Stephens' House, \$3.10; Stephens'
Floor, \$2.70; Silkstone, \$2.65.

DRY COLORS

Yellow ochre, in bbl. lots, 3c;
less than barrel lots, 4c; golden
ochre, barrels, 4c; less than
barrels, 5c; Venetian red, barrels,
\$2.50; less than barrels, \$3.50;
American vermilion, 20c; Eng-
lish vermilion, \$3 per lb.; Cana-
dian metallic oxides, barrel lots,
3½c; English purple oxide, in
casks, 3½c; less quantities, 4c
per lb. Red lead, kegs, \$14; less
quantities, 16c.

PICKS, Clay, 6-7, \$7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	\$ 5 16	\$ 7 50
½ inch	5 23	7 57
¾ inch	6 85	8 64
1 inch	8 60	11 02
1 ¼ inch	12 71	16 30
1 ½ inch	17 20	22 04
2 inch	20 56	26 36
2 ½ inch	27 65	35 45
3 inch	44 42	56 74
3 ½ inch	58 10	74 19
4 inch	72 00	...
4 ½ inch	85 32	...
5 inch	100 87	...
6 inch	117 58	...
8 inch	152 63	...

PLASTER, Paris, per bbl., \$3.75.

PLATES, CANADA

18 x 21 per box, half polish,
\$8.50; full polished, \$9.50; 18 x
24, half polished, \$8.50; full pol-
ished, \$9.50; 20 x 28, half pol-
ished, \$8.75; full polished, \$9.75.

PLOW SHARES.....10c per lb.

POINTS

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PUTTY

100-lb. irons 4 25
25-lb. irons, per cwt..... 4 55
1½-lb. tins 0 07½

RIVETS AND BURS

Iron rivets, 20 per cent.; cop-
per, No. 7, 65c lb.; No. 8, 66c;
No. 9, 69c; No. 10, 71c; No. 12,
76c.

Five-lb. assorted boxes, No. 8,
66c; No. 9, 69c; No. 10, 71c;
lb.

Copper Burrs, No. 7, 65c; No.
8, 66c; No. 9, 68c; No. 10, 71c;
No. 12, 76c.

ROPE

Sisal, 24c base; pure Manila,
30c base; British Manila, 25c
base; lath yarn, 24c base; Afri-
can hemp, 25c base; cotton rope,
rope, ¼ and over, 40c.
Tarred Marine Hanks, per
lb., 31c.

SASH BALANCES (Caldwell.)
10 per cent. off.

SAWS, BUCK

Happy Medium, \$7.50; Watch
Spring, \$7.75; Lance Tooth or
Lightning Blades, \$8.25; New
Century, \$9.75.

SCREWS

Bright iron round head, 60%
flat head, 65%; round head, brass,
25%; flat head, brass, 30%;
coach, 30%.

STEEL SHEETS, BLACK

10 gauge	7 75
12 gauge	7 50
14 gauge	7 50
16 gauge	7 50
18-20 gauge	7 30

22-24 gauge	7 35
26 gauge	7 40
28 gauge	7 50

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H.,
Sqr. Pt., \$10.10 per doz.; D.H.,
Rd. Pt., \$10.10; L.H., Sqr. Pt.,
\$10.10; D.H., Rd. Pt., \$10.10;
Bulldog and Jones, D.H., Rd. Pt.,
\$11.10; D.H. Sqr. Pt., \$11.10;
L.H., Rd. Pt., \$11.10; L.H., Sqr.
Pt., \$11.10; Black Cat and Cres-
cent Scoops—No. 4, \$11.25 doz.;
No. 6, \$12; No. 8, \$12.75; No. 10,
\$13.55; Moose and Jones Scoops,
No. 4, \$12.45; No. 6, \$13.15; No.
8, \$12.85; No. 10, \$14.55 per doz.
dozen.

SOLDER. Per pound, 36 to 37c.

SPIKES

Pressed, ¼ in., \$4.65; 5-16,
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,
\$3.90.

STAPLES

Bright wire, per cwt., \$5.30 at
Fort William, \$5.70 Winnipeg;
galvanized staples, \$6.10 Fort
William, \$6.50 Winnipeg.

STEEL

Sleighshoe, \$4 base per cwt.;
plow, common, \$6; crucible
plow, \$7; angle, \$4.25; harrow,
\$3.75 base; east, octagon tool
steel, 12½c base; square tool,
13½c base; spring, \$5; machine,
\$5 base; tire, \$4.50. Mild, 3-16,
¼, 5-16, \$6 base; other sizes, \$4.50
base.

STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; 1 in.,
\$4.35; 1 ¼ in., \$4.25; 1 in., \$4; 1 ½
in., \$4; 1 ½ in., \$3.75.

STEEL SQUARES

25 per cent. off list.

TACKS, Carpet, 70% off list.

TIES, Cow, 25%.

TIN AND TIN PLATE

20 x 28 I.C.	\$21 00
20 x 28 I.X.	22 50
20 x 23 I.C.	25 00
20 x 33 I.X.	26 75
Terne plates	17 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal... \$2 20
Stephens Exallite, gal. 3 00

WASHERS

Iron, small lots, 5% + 75c; full
boxes, iron, 10% + 75c.

WHITE LEAD

Decorators' pure, ton lots,
\$15.55; less than ton lots, \$16.20.

WIRE, BARB

Lyman, 4-point, \$4.20 f.o.b. Ft.
William, \$4.50 Winnipeg; Glid-
den Cattle, 2-pt., \$4.05 Ft. Wil-
liam, \$4.35 Winnipeg; Baker 2-
pt., \$4 Ft. William, \$4.30 Win-
nipeg; plain twist, cwt., Ft. Wil-
liam, \$4.25; Winnipeg, \$4.75;
plain galvanized, Ft. William,
No. 9, \$4.85; No. 12, \$5.10; Win-
nipeg, No. 9, \$5.25; No. 12, \$5.50;
coil spring, Ft. William, No. 9,
\$5; No. 12, \$5.25; Winnipeg, No.
9, \$5.30; No. 12, \$5.55.

Patented screen in 100-ft. rolls,
\$3 per hundred sq. ft.; in 50-
ft. rolls, \$3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop,
\$7.20 Winnipeg; \$6.80 Fort Wil-
lia.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, \$6.45; 10, \$6.50; 12, \$6.55;
14, \$6.85; 15, \$7; 16, \$7.15 per
100 lbs.

WRINGERS

Royal Canadian, \$43.40 per doz.;
Eze, \$46.90 per doz.; Bicycle,
\$52.65 per doz.; Ajax, \$3.75 each.



Reinforcing Bars for Concrete

Medium Steel, Square Cold Twisted, sizes from $\frac{1}{4}$ to $1\frac{1}{4}$ inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from $\frac{1}{4}$ to $1\frac{1}{4}$ inches, lengths up to 60 feet.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

Now is the time to protect yourself against the ever-increasing prices.

SMALL ANGLES

From $\frac{3}{4}$ " x $\frac{3}{4}$ " x $\frac{1}{8}$ " to 2" x 2" x $\frac{1}{4}$ " in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from $\frac{3}{16}$ " to 1" thick, in stock now.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works,

WINNIPEG MANITOBA LIMITED

OFFICIAL
AWARD
RIBBON



PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915

William H. Hays
PRESIDENT

Frank B. Rowland
PRESIDENT OF THE EXPOSITION

John G. Carter
DIRECTOR OF EXHIBITS

John G. Carter
RECTY OF THE INTERNATIONAL
AWARD SYSTEM

MEDAL
OF
HONOR

DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Charles H. Green
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG
NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



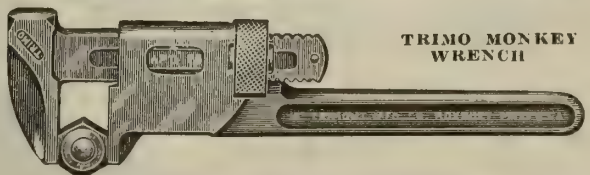
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, \$7.40 per 100 lbs.; 5 lb. packages, \$7.20 per 100 lbs.; white, 2½ lbs., \$6.80 per 100 lbs.; 5 lbs., \$6.60 per 100 lbs.

BEESSWAX

Small quantities, per lb... 0 50
Larger quantities, per lb... 0 45

BLUE STONE

Montreal Toronto
Per lb. 16-20 16-22
London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz.... \$1 35
Weighted, 20 lbs., doz.... 1 60

COATING

Cement Coating \$2 55 2 75

COLORS (DRY)

Per lb.

Raw Umber, 100 lb. kegs... 5-12c
Burnt Umber, 100 lbs.... 5-12c
Raw Sienna, 100 lb. kegs... 5-12c
Burnt Sienna, 100 lb. kegs 5-12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs... 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright... 0 04
Venetian red, No. 1 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02½
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL, PURE

Venetian red, 1 lb. tins...
pure 0 15
Indian red 0 26
Chrome yellow, pure 0 45
Golden ochre, pure 20-22
French spruce ochre, pure... 16-18
Chrome green, pure..... 0 26
French permanent green,
pure 0 26
Signwriters' black, pure... 25-36
Marine black, 25-lb. irons... 0 07
Lampblack 0 25

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins...
Alba-Gloss enamel, each... \$1 28
Anchor Floorlustre
O.P.W. Sunshine White ..
Jas-per-lac floor enamel ..
Jas-per-lac art enamel ..
Martin's Enamel
Mooramel

FILLER

Gal.

Luxeberry Enamel \$5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE

Per bbl.

Demi-Johns, 60 lbs. 0 15½
\$1.10 for demi-john extra.

GLUE

Per lb.

French medal 30-35
English common sheet 0 38
English prima 0 40
White pigfoot 0 35
Cake bone, 112-lb. bags... 0 40
Hide, 112-lb. bags 35-38
Gelatin, 112 lb. bags... 45-60
Ground glues, 112 lb. bags—
No. 1 30-32

GLASS

Single Double

Thick Thick
(Under 25) \$7 80 \$11 90
26 to 34 8 15 12 55
35 to 40 8 50 13 60
41 to 50 11 75 15 50
51 to 60 12 25 15 85
61 to 70 13 10 16 80
71 to 80 14 75 18 35
81 to 84 22 75
85 to 90 24 35
91 to 94 25 00
95 to 100 29 00
101 to 105 32 00
106 to 110 37 00

Toronto, London and Hamilton:
—Single or Double Thick, 10 to
15% off above; 50 cases or over,
open cut lights, 50 and 5%.

Montreal:—Single or Double
Thick, 10%; 35 cases and over,
open.

GLASS, PLATE

Discounts below apply to plate
glass list.

Montreal city price 25 and 5
per cent. off list; country, 20 and
5%.

Toronto, Hamilton and London,
city price, 20% off; country dis-
count, 20 and 5% off.

F.O.B. warehouse on orders up
to \$75 gross list value. Orders
over \$75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots.
Less than ton lots are 30c per
100 lbs. higher than quoted be-
low.

Montreal Toronto

C.P. Lily Pure \$14 80 \$15 00
Anchor Pure 14 80 15 00
Crown Diamond 14 80 15 00
Green Seal 14 80 15 00
Tiger Pure 14 80 15 00
Ramsay's Pure 14 80 15 00
Moore's Pure 14 80 15 00
O.P.W. Dec. Pure... 14 80 15 00
Red Seal 14 80 15 00
Decorator's Pure .. 14 80 15 00
O.P.W. English... 14 75 15 25
Elephant Genuine.. 15 40 15 30

B.B. Genuine Lead, less than
tons, \$16.20 Toronto; \$15.90 Mont-
real. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound
casks, per cwt.. 13 50 13 50
Genuine, 100-pound
kegs, per cwt.. 13 87½ 15 00

Less quantity 0 13

LEAD, ARSENATE OF

Per 100 lbs. Dry Paste
1-lb. tins \$31 50 \$22 75
2-lb. tins 21 75
5-lb. tins 29 50 17 50
10-lb. tins 28 50
25-lb. casks 16 25
50-lb. casks 15 75
100-lb. casks 15 25
300-lb. casks 15 00
600-lb. casks 14 75

F.o.b. Toronto, Montreal and
Hamilton.

MURESCO

Tints in 5 lb. packages, per 100
lbs., \$6.60. White in lb. pkgs.,
per 160 lbs., \$6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

Toronto, Montreal

Elephant White \$3 20
Elephant Colors 2 80
B.H. English white \$3 30
B.H. English, colors 3 05
Crown Diamond, white... 3 05
Crown Diamond, colors... 2 80
Fresco Tone, white 2 95
Fresco Tone, colors 2 75
Moore's House Colors 2 45
Moore's Floor Paint 2 45
Moore's Egyptian Paint... 2 20
Moore's Sani-Flat 2 35
C.P.C. Pure, white 3 30
C.P.C. Pure, colors 3 05
O.P.W. Can. Brand, white... 3 05
O.P.W. Can. Brand colors 2 85
O.P.W. Can. Brand, floor... 2 45
O.P.W. Flat Wall, white... 2 95
O.P.W. Flat Wall, colors... 2 75
Ramsay's Pure, white 3 15
Ramsay's Pure, colors 2 85
Martin-Senour, 100% white... 3 30
Martin-Senour, 100% colors 2 90
Senour's Floor Paint 2 75
Senour's Porch Paint 3 05
Senour's New-Tone, white... 2 95
Senour's New-Tone, colors 2 75
Sherwin-Williams, white .. 3 30
Sherwin-Williams, colors .. 2 05
Flat Tone, white 2 80
Flat Tone, colors 2 65
Lowe Bros. H.S., white... 3 30
Lowe Bros. H.S., colors... 3 05
Mellotone, white 2 95
Mellotone, colors 2 75
Santitone, White 2 65

Per 100 lbs.

PARIS Mun. C.P. Ber-
GREEN ro's Co. gers
600-lb. bbls... \$53 75 \$54 50
250-lb. kegs... 53 75 54 00 54 75
100-lb. drums... 54 75 55 00 55 75
50-lb. drums... 54 75 55 00 55 75
25-lb. drums... 55 00 55 25 56 00
1-lb. 100s, pks 57 00 57 25 58 00
½-lb. 100s 59 00 59 25 60 00
1-lb. 100s, tins 58 00 58 25 59 00

Prices f.o.b. Toronto, Hamilton
London and ¼c less in Montreal.

PARIS, PLASTER

Per bbl. \$2 65

PASTE WOOD FILLER

1 lb. cans 0 14
2 lb. cans 0 14
5 lb. cans 0 12
10 lb. cans 0 11½
25 lb. cans 0 11

Standard

Less than tons

Montreal Toronto

PUTTY
Bulk, in casks 3 55 3 65
Bulk, 100-lb. drums 4 00 4 10
Bulk, 25-lb. drums 4 10 4 20
Bulk, 12½-lb. irons 4 35 4 45
Bladders, in bbls. 4 35 4 35

Ton lots standard are 20c per
hundred pounds less.

Pure Putty, \$1 cwt. advance.
London and Hamilton prices
same as Toronto.

SHELLAC

Pure White, gal., \$3.50 to \$3.75.
Pure Orange, gal., \$3.50-\$3.65.

70-72c lb.; finest white, 70-76c lb.
In gallons 1 60-1 75

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 35
Cumoff 2 40
O.P.W. Presto 2 50
Lingerwett 2 90

TURPENTINE

Montreal Toronto

See weekly report for prices.

SLATING

Gal.

Liquid Slating, B.B.....

VARNISHES

Per gal cans

Gold Medal \$2 05
Maritime Spar 4 25
B.-H. Stovepipe Varnish,
½ pints, per gross... 10 20
Sun Varnish 2 40
Sun Spar 4 18
Sun Waterproof Floor... 2 75
Jasperite Interior and
Exterior 2 25
Jasperite Pale Hard Oil. 1 60
Jasperite Floor Finish... 2 25
Marble-ite Floor 2 54
Wood-var 2 54
Finest Interior 2 86
Durable Floor 2 40
Elastic Interior 2 40
Quick Action House 2 25
Rex-not 3 20
Rexspar 4 20
Spar-Not 3 08
Kyanize Spar 4 50
Kyanize Cabinet Rubbing 3 50
Kyanize Interior 3 50
Luxeberry light 3 00
Luxeberry granite 3 15
Luxeberry spar 4 50
Ramsay's Universal 2 40

WATER PAINTS

Opalite, 300 lb. bbls... 0 15½
Opalite, 100 lb. kegs... 0 14
1 gal. package, per pkg... 0 75
½ gal. package, per pkg... 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06

WASTE (POLISHING)

Cream 0 21½

WASTE, WHITE WIPING

XXX Extra 0 20
X Grand 0 19
XLCR 0 18
X Empire 0 17
X Press 0 16

WASTE, COLORING WIPING

Fancy 0 16
Lion 0 14½
Standard 0 13
Popular 0 11½
Keen 0 10½

WASTE, WOOL PACKING

Arrow 25
Axle 20
Anvil 15
Anchor 11

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 10
Dark Colored 9

This line subject to trade dis-
count for quantity.

WAX

C. P. Floor Wax 0 35
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 44-46
Johnsons 44-46
Gold Medal 0 30
Ramsay's 0 30

WHITING

Paris white 2 50
Plain, in bbls. 2 35
Gilders, bolted, in bbls... 2 45
Per 100 lbs.

WOOD ALCOHOL

Per gal.

In gallons 1 60-1 75
Barrels 1 35-1 60

\$4 extra for barrels.

There is no other varnish that will suit the requirements
of your trade so well as

DOUGALL VARNISH

Your customers want Varnish that is easy to apply, has good covering power, looks well when applied, and will wear well.

No Varnish can give this service unless it is properly made from proper materials under correct formulas. Also it must be properly aged.

DOUGALL VARNISH IS AS NEARLY PERFECT IN EVERY RESPECT AS HUMAN SKILL AND QUALITY OF MATERIALS CAN MAKE IT.

Let us send you full particulars—No obligation

The Dougall Varnish Co., Limited
MONTREAL

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Exceedingly Profitable to Dealer and Consumer

Delta Files are a worth-while line to handle. They outlast all other files made because they retain their cutting edges longer. This creates goodwill between the user and the dealer.

There is a Delta File for all filing requirements — a customer can select just the file that suits his needs and leave your store in a pleased frame of mind.

DELTA FILE agents are supplied with advertising literature that creates sales and makes new friends for them.

It will prove worth your while to accept agency for this line. Write and have us send you full particulars.



DELTA FILE WORKS

PHILADELPHIA, PA.
CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.
ALL LEADING JOBBERS



LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Manitoba — Bissett & Webb, Limited, Winnipeg
British Columbia — McPherson & Teetzel, Vancouver

Reliable
QUALITY



NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.

ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL
METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

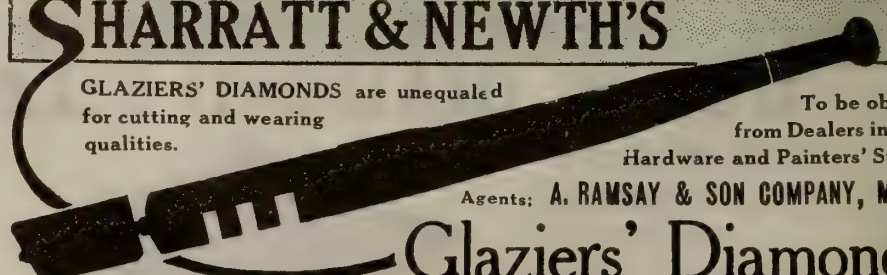
43 EXCHANGE PLACE, NEW YORK

SHARRATT & NEWTH'S

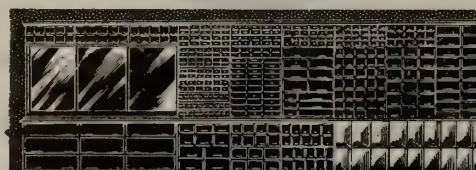
GLAZIERS' DIAMONDS are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal



Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.



SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN
ENGLAND and AMERICA

Originators of Eagle, Old Standard,
Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest
class Grinding Trade.

THE L. MARTIN CO.

New York, Montreal, Philadelphia, London, Eng.

SAVE Steps, Labor and Time

Use Cash Carriers

How many miles do you walk in a week taking cash to the till. You can save nine-tenths of this walking with a CASH CARRIER installed. Steps, labor, time and money are saved. ARE YOU SHORT OF HELP? The Cash Carrier will help you out. Write for further particulars.

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

We have a large stock of
CARRIAGE and MACHINE BOLTS
and COACH SCREWS,
RIVETS, NUTS and
WASHERS

Orders Filled
and Shipped Immediately

London Bolt & Hinge Works
LONDON, CANADA

CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers
in U. S.

Mail us a post card to-day for catalog and full particulars
The Steel Bending Brake Works Ltd., Chatham, Ont.

Arctic Metal

Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.

Try it and prove it for yourself.
We guarantee every pound.

Tallman Brass & Metal Co.

HAMILTON, ONT.

Good Profit Here SWEAT COLLARS

We have them in all kinds and sizes
—Stuffed Pads, Brown and White.
All Yellow, Red, Felt Edge, Ventilex and all Felt.

Write for description and prices.

SAMUEL TREES & COMPANY, Limited
Toronto Whitby Winnipeg

THEY SELL

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by
Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co

CHESTER, CONN., U.S.A.

The more
your customers
know about babbitt
the better they like the

Made in the
West by
**OWL METAL
CO., LTD.
WINNIPEG**

**OWL
BRAND**




**RELIANCE
LIQUID
GLUE**

THE intense
strength of
this glue, com-
bined with the
fact that it is
always ready for
use, and grips any
surfaces, makes it
the ideal glue for
any kind of work.

Your wholesaler
sells it.

Reliance Ink Co., Ltd., Winnipeg



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons Limited
Manufacturers of

Emery, Black Lead, Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

**Builders
Supplies**

Building
Paper,
Tar and Plain

Ready
Roofing,

Keystone
Deading Felt,

Wall Board,

Cement,

Hard Wall
Plaster,

Plaster Paris,

Lime,

Fire Brick,

Fire Clay,

Axe, Sledge
and Pick
Handles,
etc.

Shipped
Immediately
from
Stock

Quality and
Service
Our Motto.

**WALTER
BELYEA & CO.**
Successors to
the late
Thomas Black
Winnipeg



**THE HOE
OF ALL
HOES**

Breaks up the ground, plows, hills, cuts
weeds and cultivates the soil and does
the work in half the time, and better,
easier and more satisfactorily.

Manufactured by
SCHOENER MFG. COMPANY
St. Cloud, Minn.

Eastern Canadian Distributors:
Louis A. Larson, Ottawa.

Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

GLUES

English, Ground and
Sheet Glues for
all purposes

Large Stock. Low Prices.

J. H. Morin & Co.
TORONTO

RARE CHANCE
Get the AGENCY
FOR THE
DOMINION
SEWING MACHINE



**Easy
Sales
and
Large
Profits**

Made in Canada

The exquisite design of this machine at-
tracts the women customers when they
enter your store. It is easy to sell to
them—it has so many good talking points
—and after you sell it you can rest as-
sured that you have made a satisfied cus-
tomer for all time.

Has all modern improvements, is easy run-
ning and noiseless. Guaranteed 25 years.

**DON'T DELAY—GET THE "DOMINION"
AGENCY NOW. IT'S A MONEY-MAK-
ER. WRITE TO-DAY.**

Dominion Sewing Machine Co.
80-82 Lombard St., Winnipeg

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Lugs for Bands
on silos, tanks, wood pipe lines, etc.



For round rods $\frac{3}{8}$ to $1\frac{1}{2}$ inches.
For flat bands 2 to 6 inches.
(A number of patterns)
Also Drive-Well points.
Fence Building Tools.

Otterville Mfg. Co., Ltd.
OTTERVILLE, ONT.

MYERS TANK PUMPS
EASIEST TO OPERATE

The Patented Cog Gear Head,
as used on Myers Tank Pumps
saves one-third of the operating
power.

The valves are each located under
a removable, individual cap, where
they can be easily reached.

The purchaser buys the most ser-
vice when he buys a Myers Tank
Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown, Hdwe.
Co., Ltd., Winnipeg,
Calgary & Branches.

Lewis Bros., Ltd.,
Montreal, Distribu-
tors of Myers Pumps.

Two Good Ladders The Hercules The Faultless

The **HERCULES** is absolutely the strongest and safest stepladder made. Will carry a weight of 3,000 lbs. Steps and top wide and strongly trussed.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY
DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar

MONTREAL



FORSTNER BITS

THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Auger
Bits,
Bolts and
Nuts, Bolster
Springs, Chain,
Drills, Files,
Handles, Horseshoes.

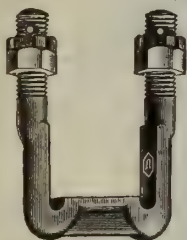
LET US
QUOTE
YOU

IRON AND STEEL
HARDWARE TOOLS

WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG

WE SHIP
PROMPT-
LY

Cotter
Pins,
Rivets
and Burrs,
Cap and Set
Screws, Wood
Screws, Tacks, Wash-
ers, Varnishes, Waste.



C. KLOEPFER, LIMITED

EDWARD HALLORAN, General Manager

IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

EMBOSSSED METAL LETTERS

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS
36 James St. South, Hamilton, Ontario.

"EUREKA" Garden Tools and Implements

The Eureka Line includes Garden Drills, Cultivators, Sprayers, Planters and Seeders, Sanitary Churns, Root Cutters, Combination Wagon Box and Rack Spring Seats.

These goods are standard goods of a high quality and are guaranteed as represented.

Ask for Catalogue.
The Eureka Planter Co. Ltd., Woodstock, Ont.



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to
James Bros. Foundry
PERTH, ONT.



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enameled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

Waste Paper Balers

"CLIMAX" ALL STEEL

Turn your waste paper into money.
12 sizes. \$22.50 up

Climax Baler Company

Emerald St.
Hamilton, Ont.



"CONDOR"

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

The Basters, Jackson Co.
22 College Street, TORONTO

BATH ROOM FITTINGS



KINZINGER, BRUCE
& CO., LIMITED

NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES



Manufacturers of Builders' Hardware, Castings and Steel Stampings.

NATIONAL HARDWARE CO.
LIMITED
ORILLIA ONTARIO, CANADA

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite



Northern Bolt, Screw & Wire Co., Ltd., Owen Sound, Ont.

BEAR BRAND LAMP BLACKS



A Germantown of quality
that gets big business

WILCKE'S, MARTIN, WILCKE'S CO.
135 WILLIAM ST. NEWYORK

The Spraying Season is Here—Are You Ready?

There will be a big demand this season for spraying outfits. The Government is stimulating the idea of greater production, and people are turning to gardening and chicken raising. Be ready for the annual demand for sprays and the regular spring business for spraying chicken coops, etc.



We are makers of several kinds of Sprayers—Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

THE COLLINS MFG. CO.
415 Symington Ave., Toronto



The Original
Short Globe
Lantern.

Made only by

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA Limited

LARGEST CANADIAN DEALER

ADEL 760
WASTE PAPER
E. PULLAN TORONTO

The PARMENTER BULLOCH CO., Ltd GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Over-shoe Buckles, Felloe Plates.

Perfect Maple Evaporator



Simple to operate, made of first quality material. Every one guaranteed. Price so moderate that any one can buy.

THE STEEL TROUGH MACHINE CO., Ltd.
145 Jarvis Street, Tweed, Ont.



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

MADE BY

A. SHAW & SON, London, England

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

If interested, tear out this page and keep with letters to be answered.

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HOYT METALS

MEMO

April 7th

for your Babbitt Metal file

As fellow advertisers you know that unless there is a quality behind the article advertised, the advertising must end in failure.

Hoyt Metals have stayed on the market for forty years—because the quality gives entire satisfaction to the user. To-day, after these long years of experiment and study we believe that Hoyt Frost King Babbitt has reached a state of perfection as an all-round babbitt. It pleases the most exacting mechanic, and stands up under heavy duty. We recommended it for its quality, and can safely say that its use cuts down babbitt expenses.

As with most other things—a trial is the best evidence that our claims warranted.

Write for our price list.

HOYT METAL CO.,

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Toronto

Wanted

SITUATIONS VACANT

WANTED

A first-class Retail Hardware salesman to manage retail hardware business in a Saskatchewan City. Good salary to right man. Would consider proposition of allowing suitable party to take a financial interest in the Business. Apply, giving references, etc., immediately, to P.O. Drawer 648, Saskatoon, Sask.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACTURERS' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

FORGETTING

One of the things we all do well is to forget.

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

2 cents

per word for the first insertion is the rate charged for an advertisement on this page. Each figure is counted as a word, and a charge of 5c extra is made when a box number is required.

When more than one insertion is ordered the cost is one cent per word for each subsequent insertion, providing the copy is not changed.

Write your message legibly and state the number of times you wish it to appear.

HARDWARE AND METAL
"Wanted" ads get results.

SITUATIONS WANTED

EXPERIENCED SALESMAN FOR HARDWARE and paints is open for proposition. Thoroughly acquainted with Toronto hardware trade. Box 457, Hardware and Metal.

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.

FOR SALE

BOWSER PUMPS FOR THE FOLLOWING oils—Boiled oil, raw oil, floor oil, machine oil, kerosene, gasoline, turpentine and wood alcohol. Sold either singly or any number. All in first-class condition. Write to Peart Bros. Hdwe. Co., Ltd., Regina, Sask.

HARDWARE, WITH TINSHOP—ONTARIO County; three railroads; no opposition; steady farmers' trade; could be increased. Small stock; could reduce. Spring lines booked. Dwelling connected; low rent. Box 450, Hardware and Metal.

FOR SALE—THE HARDWARE AND STOVE business carried on by McKelvey & Birch, at 71 Brock St., Kingston, for the past fifty years. This is one of the best hardware and stove businesses in Ontario. The store is up-to-date in every particular, and most of the stock was purchased before the rise in prices. For particulars apply to McKelvey & Son, Kingston, Ontario.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXTURES that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (1f)

DOUBLE YOUR FLOOR SPACE — BY installing an Otis-Fenson hand-power elevator or you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

We sell wholesale and retail, brilliant and white enamel letters.

W. H. Stevenson, Stevenson Building, Toronto

Just The One Style--

BIG BUSINESS - small outlay

The "Home Comfort" Range is made in one style only. Think what this means in space saved to you—and the small outlay required. From the one range you can take all orders—and mark you, this range so satisfactorily meets the requirements of the housewife that there has been no need to change its construction in 20 years. This perfection is due to right principles of construction, based upon suggestions received from the housewives themselves—50,000 users are speaking its praise all over Canada.

Get the agency for this popular range—our proposition is a live one. Let us send you particulars.

Wrought Iron Range Co. of Canada, Limited

Offices: 151 King St. West TORONTO, Ont. Factory: 22 Orillia St.



A PERFECT SAW for Every Purpose

The entire line made of Sterling Steel. Best possible combination of Quality, Material, Satisfaction and Profit. Covered by our Money-Back Guarantee.

Order from your Jobber — or direct from Branch or Factory

Write immediately for complete book on Sterling Steel Saws. (Mention Catalog H.M.)

E. C. ATKINS & CO., STERLING SAWS MADE IN CANADA

Factory—Hamilton, Ont.; Vancouver Branch: 109 Powell St.

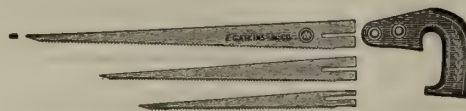


ATKINS

S A W S

and

Trowels



If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

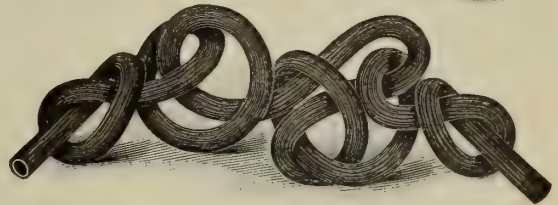
MADE IN
CANADA

It's a Pink any-
way you take it,
and it's the best
Peavey made.



"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY
STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules

MADE IN CANADA

The Best Rules

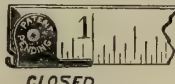
The Quickest Service

Ask about our New Folding Hook Attachment on such rules.

Measuring Tapes and Rules of all kinds.



SEND FOR CATALOGUE



THE LUFKIN RULE CO. OF CANADA, LTD.

Stocked by the Jobbers

WINDSOR, ONT.



TINKER TOM'S TALKS.

Talk Number Ninety-eight

Now we find the painter abroad and much Eaves-trough and Pipe being put up prior to the Spring clean-up. Are you selling your share? You can be sure that it's all right for durability if it's made from "PREMIER" Made-in-Canada Galvanized Sheets. Say "PREMIER" to your manufacturer.

TINKER TOM.

Look for Talk No. 99 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA



Socket Chest No. 300
Surely an addition to the fixtures of your store.

Solves Your Wrench Problems



FREE DISPLAYS

with assortments made up of the particular sizes that sell. Quantities of each size in exact ratio of demand.



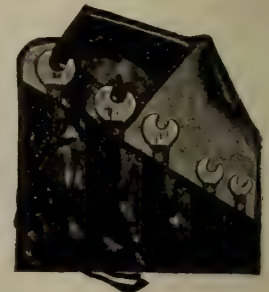
No. "Y" Display Board



Socket Wrench Set No. 14
The "Complete-est" Wrench Set ever designed. Price, each **\$16.00**
Ask for interesting New Wrench Book No. 183C.



Garage Set, No. 4
Covers all U.S. and S.A.E. nuts and screws from $\frac{1}{4}$ to $\frac{3}{4}$.
Packed in wooden box. List **\$5.72**



Engineer's [Open End Set
Thin Model Wrenches in any sets desired.

The ambition of the FRANK MOSSBERG CO. has been—
"To produce the finest WRENCHES made in those types that sell most quickly, and to sell this product at reasonable prices to deserve the loyalty of every consumer."

FORDS

Wrenches

for

**Desirable
The Most**



Ratchet Reserve Brake Pedal and Tension Spring Wrench No. 645
Price, each **67c.**



Wheel Puller No. 660
Indestructible, **75c.**

These prices are Canadian List.

"675"
contains all special wrenches needed.
Price, **\$1.60**

The "Net"
Socket Wrench Set
\$5.35



Repairkit for Fords, No. 675



Ford Socket Wrench Set No. 30

FRANK MOSSBERG CO., Attleboro, Mass., U.S.A.

BRANCH OFFICES (Chicago - 180 N. Market St. (for your convenience) San Francisco, 324 Underwood Bldg.

Los Angeles, 503 Equitable Bldg. Seattle - 214 Maritime Bldg.

Nashville, Tenn.

HARDWARE AND METAL

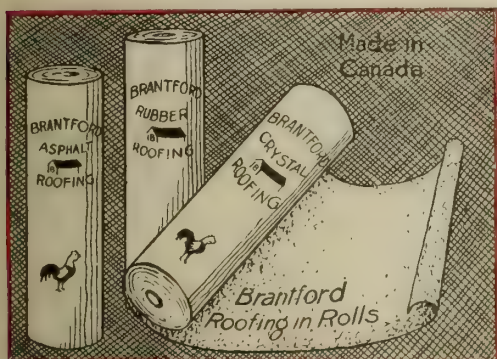
Vol. XXIX
No. 17

PUBLISHED EVERY SATURDAY SINCE 1888

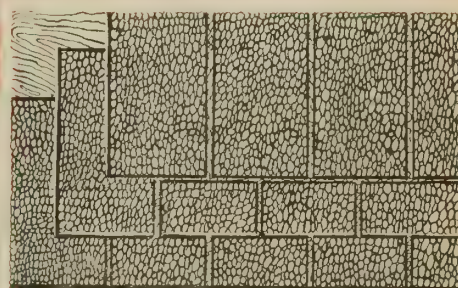
April 28
1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA



COINS
DOLLARS
FOR
DEALERS



Brantford Asphalt Slates.

Brantford Roofing

is just a plain dollars-and-sense proposition. It's a sensible roofing that sells to sensible people at a sensible price. Once sold, it stays sold—there are never any kicks or "come-backs."

Brantford Roofing makes a thoroughly dependable, trouble-proof roof and gives absolute, lasting, positive satisfaction to the customer. It draws trade, holds trade and yields a handsome profit to the dealer.

Roofing

Made in three grades but all conforming to the enviable Brantford high quality standard.

(1) **Brantford Asphalt**, with a non-metallic quartz and silica finish, which fortifies it against fire and weather. Made in three thicknesses.

(2) **Brantford Rubber**, contains no rubber but derives its names from the smooth rubber-like surface. Very durable and pliable. Made in three thicknesses.

(3) **Brantford Crystal**, with quartz crystal surface. Made in heavy weight only and in red or green natural colors, which will not fade.

Asphalt Slates

Especially designed for use on private dwellings, churches, schools and public buildings. They are waterproof, weatherproof, and fireproof—will not split, tear, crack, curl, melt or rot. They last as long as the rest of the house and require no painting.

Brantford Asphalt Slates are packed in convenient bundles to facilitate easy handling. Our extensive advertising in the leading Canadian publications is moving Brantford Roofing and Asphalt Slates from the shelves of hundreds of good dealers. Why don't you line up with the Brantford line and get some of this good business?

WE'VE A FINE PROPOSITION FOR DEALERS

Write for samples of roofing, prices and terms. We offer you the biggest, broadest, best and most liberal proposition ever made by a manufacturer to a dealer. Ask us about it.



For Barns, Factories and Public Buildings.

**Brantford
Roofing
Co., Limited**
BRANTFORD, CANADA



For Residences, Schools and Churches.

Canadian Rolling Mills Co., Limited

Works : Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., Limited

MONTREAL

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of
BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

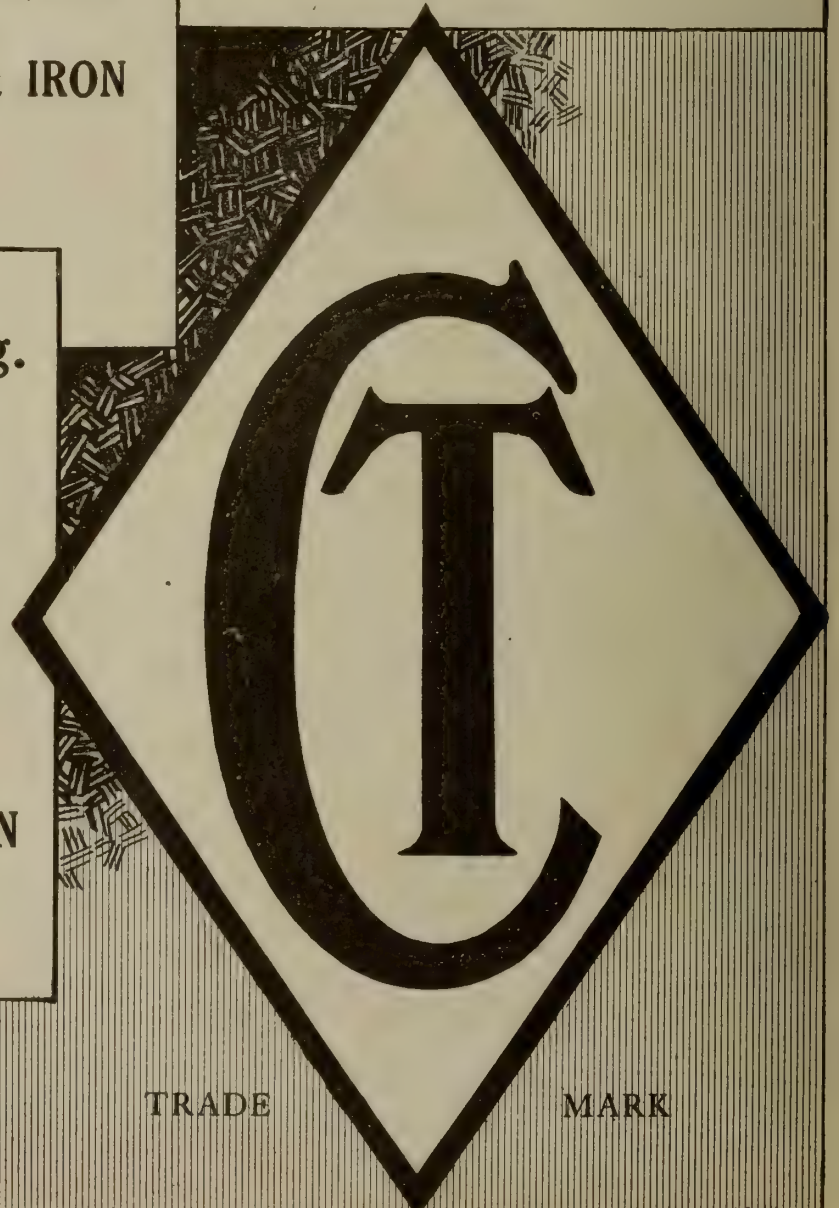
TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

CANADIAN TUBE & IRON CO., Limited

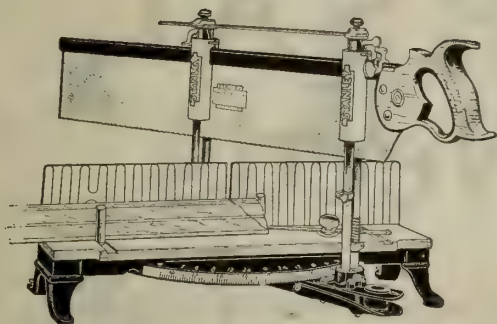
MONTREAL



TRADE

MARK

**Stanley
Tools**



Stanley Mitre Boxes

MADE IN OUR CANADIAN WORKS

Every mechanic that visits your store would be interested in a STANLEY MITRE BOX.

They are strong, durable and accurate, and have a number of striking features that appeal to those who handle tools.

Special circular upon request.

ADDRESS ALL COMMUNICATIONS TO

**STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.**

"P.&W. Co."

SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

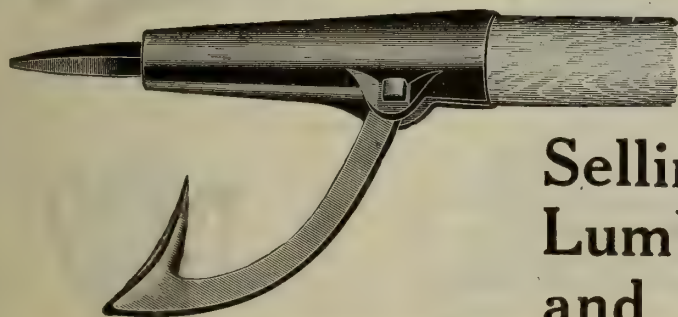
Prompt delivery. Order from your jobber.

**Pratt & Whitney Company
of Canada, Limited**

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of
Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

STAPLE STOCK AND SEASONABLE SPECIALTIES



START NOW

**Selling Soo Line
Lumbering Tools
and Sager Axes**



Now Listen

If Hemlock logs are cut near your place they peel tan bark—it's June and July they use Bark Spuds—You know when ice tongs are used and if you don't stock them the day they are wanted the other fellow gets the business.

Carpenters' Bars are big sellers now—If your jobbers can't supply phone or wire us

Can. Warren Axe & Tool Co.

ST. CATHARINES, ONT. Limited

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL Home Needs



UNIVERSAL
Bread Makers



UNIVERSAL
Four-Heat Grill



UNIVERSAL
Casseroles



UNIVERSAL
Carriers



UNIVERSAL
Vacuum Carafe



UNIVERSAL
Scissors



UNIVERSAL
Pocket Knives



UNIVERSAL
Electric Coffee Urn

UNIVERSAL

Dealers whose time is valuable cannot stop to thoroughly familiarize themselves with every item in their stock. Something must be taken for granted. In selecting a line in which confidence may be felt no better guide is found than in a familiar name and trade-mark. The well-known trade-mark and name of Universal Home Needs guarantees the quality of the goods and the wide range of articles which they cover assure some number to fill your special requirements.



UNIVERSAL
Food Choppers



UNIVERSAL
Percolators

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN., U.S.A.

A. MacFarlane & Company, Montreal, Canadian Representatives.

If interested, tear out this page and keep with letters to be answered.

THE
\$7.50
FAN
WITH

Polar Cub Electric Fan

*This is not a Heart Breaker,
But a Heat Breaker*

THE
\$7.50
FAN
WITH

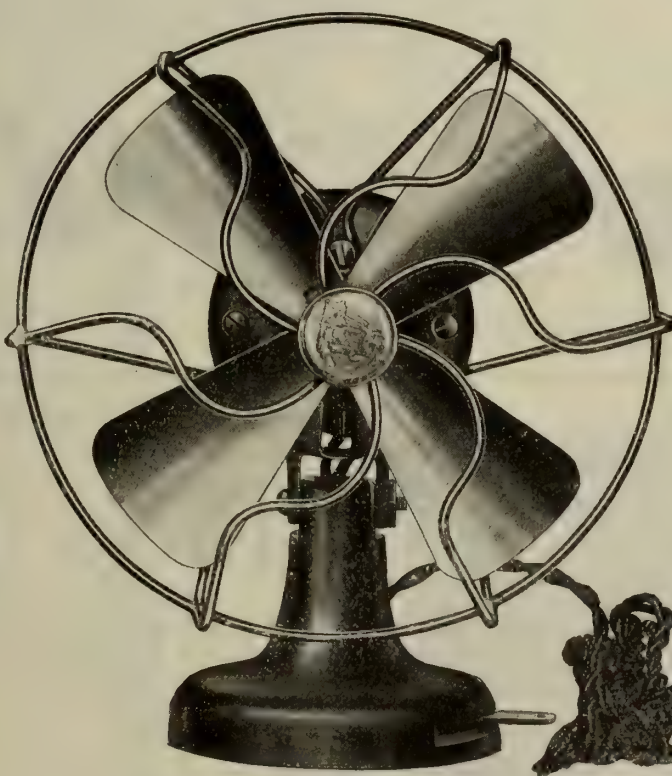
TWO
SPEEDS

TWO SPEEDS

Adjustable to any angle.

TWO
SPEEDS

\$7.50



\$7.50

It's as good in every
respect as any of the
high-priced fans.

Even at the above
low price it
pays the re-
tailer a good
profit.

BLADE 6" HEIGHT 8"
WEIGHT 3 LBS. 5 OZ.

Equipped with 8-foot cord and plug.

Don't
judge
it
by
the
price

LEWIS BROS.

LIMITED

AGENTS

MONTREAL

Don't
judge
it
by
the
price

ONLY THOSE WHO SPECIFY EARLY WILL GET THE STOCK

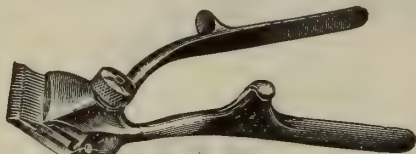
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

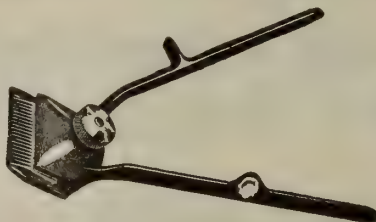
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1 and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

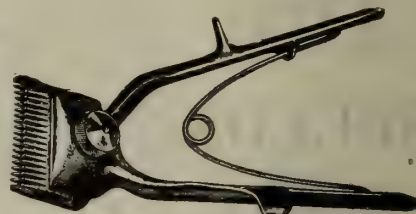
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.

"Frost River" Refrigerators

Made entirely of Sheet Steel

GALVANIZED

Will last a life-time

THE MOST SANITARY REFRIGERATORS MADE AND ARE THE VERY ACME OF CLEANLINESS.

MADE IN THREE DIFFERENT SIZES. WRITE FOR PRICES TO-DAY. ORDERS WILL BE SHIPPED PROMPTLY.

The Thos. Davidson Mfg. Co.

Limited

Toronto

Montreal

Winnipeg

Starrett

TRADE MARK

Tools

REG. U. S. PAT. OFF.



Cultivating The Machinist

When old customers come into the store your clerks are always on the jump trying to please them, for they know that such men are an asset to your business. How is it when a machinist comes in to buy Starrett Tools? Do your clerks cultivate him in the same manner? If they do, they are making a most valuable customer, for the machinist will not only buy Starrett Tools, but because the dealer carries these fine measuring instruments, he will have confidence in him and purchase many other commodities. He will also advertise you to other mechanics who will be interested in Starrett Tools. Therefore, carry Starrett Tools to get the machinist into your store. Then have your salesmen cultivate him and you will make a live customer.

Have you a good supply of Starrett catalogs No. 21MA on hand? If not, write to-day for a supply.

The L. S. STARRETT Co., Athol, Mass.

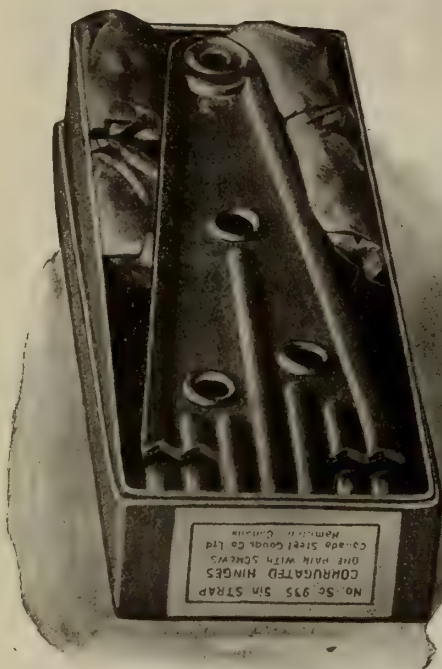
The World's Greatest Toolmakers

NEW YORK LONDON CHICAGO

42-655



If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609

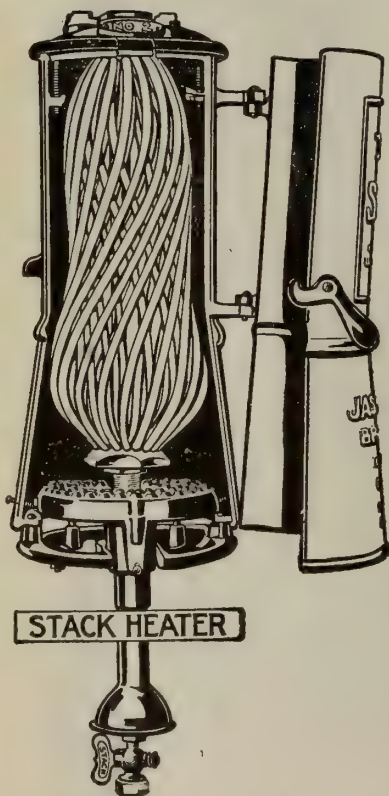
Corrugated Strap Hinges " " "	SC 935
Corrugated Tee Hinges.. " " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada



THE SECRET OF POWER IN THE Stack Gas Water Heater

Why can the STACK produce a hot water service which is far in advance of any other tank heater? The answer is so simple and apparent as to be easily missed.

Hot water naturally rises immediately upward—not sideways, but up—straight up.

The STACK is built more nearly to allow this direct, straightway, upward movement than any other heater.

Test yourself the truth of this statement.

Write for Booklet.

EASILY SOLD

BIG PROFITS

James Morrison Brass Mfg. Co., Limited
93-97 ADELAIDE STREET WEST, TORONTO

If interested, tear out this page and keep with letters to be answered.



ORDER EARLY YOUR STOCK OF

CARBOLA

The Disinfecting Paint that Dries White

It is a finely powdered mineral pigment, the same as used by many paint makers, combined with a germicide 20 times stronger than pure carbolic acid—but neither poisonous nor caustic. Carbola dries out a clear snow white. It is not a white-wash or a kalsomine.

WILL NOT BLISTER, FLAKE, OR PEEL OFF, AND IS NOT AFFECTED BY TEMPERATURE, TIME OR EXPOSURE

Carbola appeals especially to Farmers, Dairy Men and Poultry Men, as it disinfects and paints at the same time Cow Stables, Hog Pens, Poultry Houses, Dairies, etc., and it can be used in its dry state as powder for Live Stock or Poultry.

It is also used in the cellars of homes and stores, and in warehouses where food products are kept.

DISINFECTS AND PAINTS AT THE SAME TIME, SAVING LABOR, TIME AND MONEY

WRITE FOR BOOKLET AND PRICES

H. S. HOWLAND, SONS & CO.
LIMITED

Sole Wholesale Distributors for Ontario
TORONTO

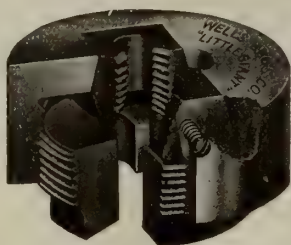
If interested, tear out this page and keep with letters to be answered.



Little Giant Screw Plate

Both U.S.A. and S.A.E. Threads

These combination assortments avoid the expense of buying a separate outfit for each thread standard and the consequent duplication of Stocks and Tap Wrenches.



Little Giant Die and Collet

The Little Giant Die is adjustable. It is made with a double bevel, making it possible to reverse the die in the collet and cut thread close to the shoulder.

DEALERS!

There's big money in Automobile Accessories

We urge hardware dealers to stock automobile accessories. There's a large and increasing demand for accessories and the profits in this business are very attractive.

In selecting your lines be careful to stock only those lines which are favorites and which offer an attractive margin of profit.

Such a line of screw cutting tools is the Little Giant line. Little Giant taps and screw plates are favorites the world over—and have been for over forty years—because of their easy cutting and wearing abilities.

Ask for catalog and proposition to dealers.

Wells Bros. Co. of Canada, Ltd.
GALT, ONTARIO

Sales Agents: The Canadian Fairbanks-Morse Company, Limited,
Montreal, Toronto, Vancouver, Winnipeg, St. John, Calgary

Have You Seen This Line

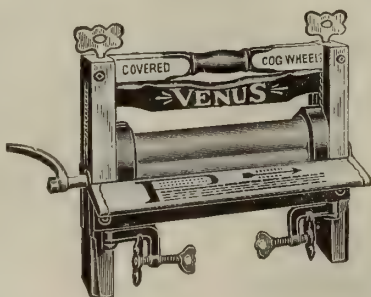
of

ARROW
BRAND

Wringers



Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—

Complete trade information on request.

CUMMER-DOWSWELL

LIMITED

HAMILTON

CANADA

Two Good Ladders The Hercules The Faultless

The **HERCULES** is absolutely the strongest and safest stepladder made. Will carry a weight of 3,000 lbs. Steps and top wide and strongly trussed.



The **FAULTLESS** is a great favourite with electricians, plumbers, painters and paper hangers, because it is so reliable. Has wide steps and is very strongly and carefully made.



Our catalogue describes these ladders at great length and illustrates other ladders and woodenware specialties. Send for it. It is useful and can be made profitable.

The Stratford Mfg. Co., Limited
STRATFORD, CANADA

If interested, tear out this page and keep with letters to be answered.



Quality Service

INDISPENSABLE LINKS
In the Successful Business Chain

Throughout our entire organization, we recognize and adhere to the highest standards of **QUALITY** and **SERVICE**. And upon this—in the future as in the past—the expansion and prosperity of our business depend.

IN OUR MILLS AND FACTORIES

Quality

IN OUR SALES DEPARTMENTS

Service

Believing **QUALITY** and **SERVICE** are the indispensable links between producer and consumer, we employ their combined strength to conserve and complete our relationship with all users of Steel and Iron products.

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON

MONTREAL

If interested, tear out this page and keep with letters to be answered.

Order Yours Now Be Prepared

Each of the three Freezers, **LIGHTNING, GEM or BLIZZARD**, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.



They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.



This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.
PHILADELPHIA - PA.



Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

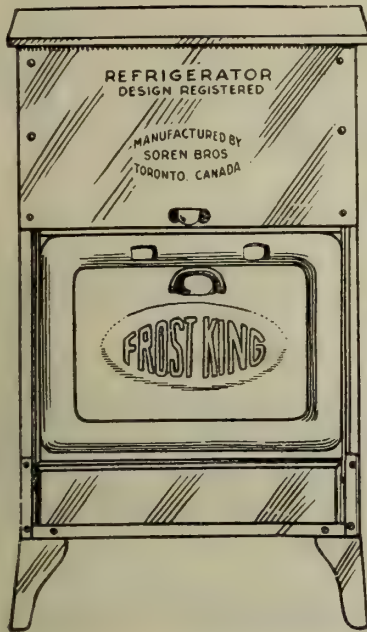
Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

If interested, tear out this page and keep with letters to be answered.



Just the Thing for Small Households

This low-priced, all-metal refrigerator (as illustrated) is a brand new thing in Canada—an innovation which promises to take the place of expensive, massive, heavy refrigerators, having all their good points and overcoming their weak ones.

The FROST KING All-Metal Refrigerator

is extremely light in weight, is easy to clean, well ventilated. The air having free circulation is always cool and dry, and being constructed entirely of metal, gives off no woody odors nor does it absorb foreign odors of any kind.

Note the Following Features:

The accompanying illustrations show the Frost King opened and closed:

CHEAP—Sells at a mere fraction of ordinary kinds.

LIGHT—Weighs only 28 lbs. One person can carry it from position to position.

COMPACT—Height from floor to top is 33½ inches; width is 20 inches; depth is 14 inches.

ATTRACTIVE—Proportions are pleasing. Color is pearl grey. Finish is enamel—double-coated. An inconspicuous article of furniture, yet has style. Door is defined by heavy embossing. Name, "FROST KING," is in gold on embossed medallion.

STRONG—Made of sheet metal heavily galvanized (rustless). All parts bolted together so can be taken apart or repaired simply. Construction is first-class. Hinges are solid and stout.

SANITARY—No wood or other absorbent materials used. Dampness, odors and germ-breeding surfaces and corners entirely absent.

LARGE ICE HOLDER—Ice Holder is galvanized sheet steel, with a capacity of 25

lbs. of ice. Measures 18x11x8 inches. Is instantly removable. Ice put in from top. Top lifts in its entirety.

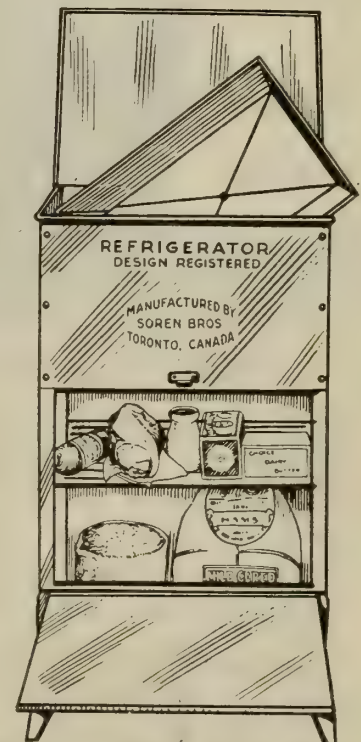
COMMODIOUS FOOD CHAMBER—Measures 18x13x19 inches. Has grill shelf, removable, made of galvanized sheet metal.

DROP DOOR—Door is hinged horizontally and when open forms a braced shelf.

INSULATION—Ice Holder is suspended in ice chamber and is separated from outer walls and top by air chambers after the manner of a thermos bottle, thus economizing in ice and maintaining an even icy-cold temperature.

WATER ESCAPE—Water drains to waste pipe, which empties into pan placed under the refrigerator or through a pipe passing through the floor.

FEET—Refrigerator has cast-iron feet, bolted on. Bottom of refrigerator stands 5 inches above floor. Thus ample space for pan for water from melting ice is provided.



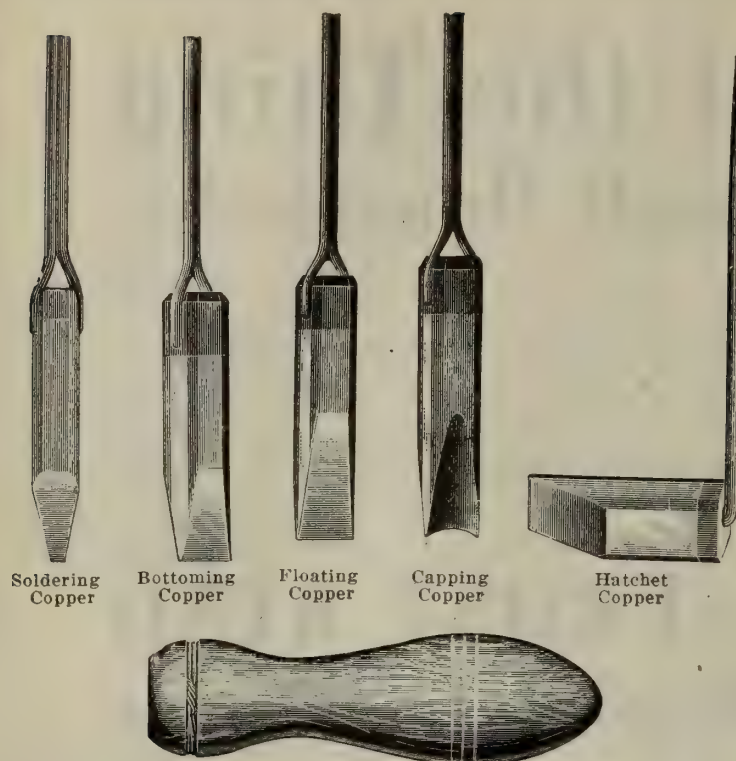
Procured from all leading jobbers or direct from us.

SOREN BROS.

TORONTO, ONT.

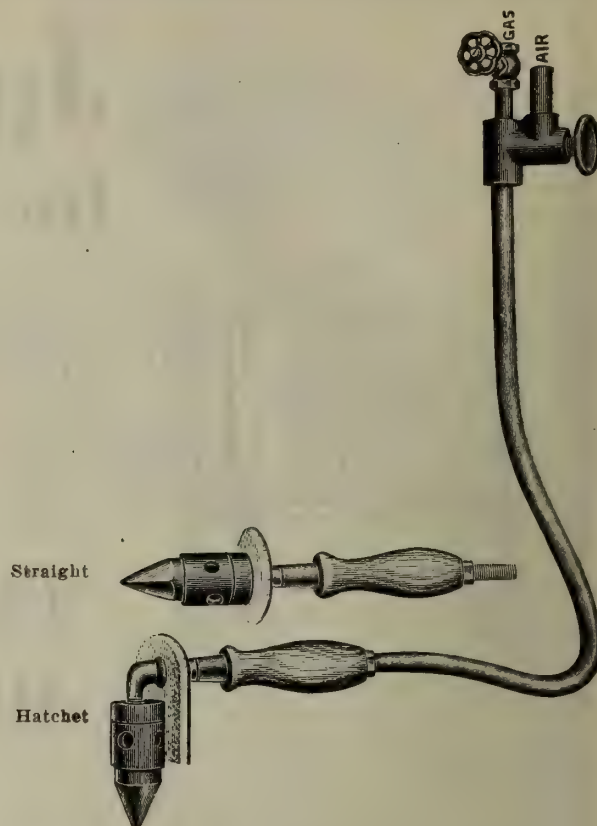
If interested, tear out this page and keep with letters to be answered.

Soldering Coppers



Soldering Copper Handles

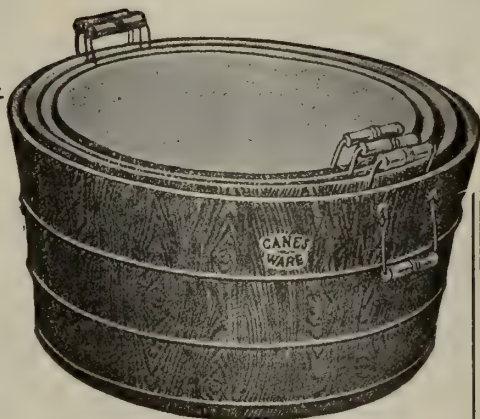
Gas Soldering or Heating Coppers



The Brown, Boggs Co., Limited, Hamilton, Ont.

Manufacturers of Tinsmiths' and Heavy Sheet Metal Working Machinery, Presses, Dies, etc.

It Has
Come
Back



The Wooden Tub

Get your supply of Cane's Wooden Tubs to supply the demand. The high cost of metal has turned the housewife back to the wooden tub. Which has these other advantages besides its economy

There is no plating or galvanizing to fall off, no rust to spoil clothes and hot water retains its heat longer.

Cane's Wooden Tubs will last a life time.

Order from your jobber.

THE WM. CANE & SONS CO., LTD.

MANUFACTURERS
NEWMARKET, ONTARIO

Mr Dealer:
What hinders you

from getting a FREE Counter Display of

MENDETS
A PATENT PATCH

from your wholesaler?

Put one of these containers on your counter. MENDETS will do its own selling and bring you profit. It is the simplest repairing utility on the market for mending GRANITEWARE, HOT WATER BAGS and all leaky cooking vessels, without the use of heat, solder, cement or rivet. So simple a child can do it.



Get a free container from your wholesaler to-day.

The following wholesale hardware merchants sell Mendets:
Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P. E. I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; E. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, Nova Scotia; Caverhill, Learmont & Co., Montreal.

Collette Mfg. Company
Collingwood, Ont., Canada

If interested, tear out this page and keep with letters to be answered.

TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY
THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**



THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES
Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO.

BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

*Didn't send the
blue barrels*



The
Dominion Linseed
Oil Co., Limited
BADEN TORONTO
MONTREAL

Mr. ——— was for over thirty years in the hardware business, with a well established paint shop in connection. He had all his business life sold and used Baden oil (Livingston Brand), he swore by it and so did his patrons.

One day he ordered two barrels and on their arrival found that a substitute had been sent—the blue barrels were missing.

Back they went though not until the quality of their contents was proven to be inferior to the Livingston standard.

The painter who knows—insists on Livingston brand. It doesn't pay to overlook this fact. Livingston Brand is sold only in Blue Barrels.

If your jobber cannot supply you
write direct to us

P.S.—It's worth a lot to you, Mr. Jobber, to say—"We sell only Livingston Brand Linseed Oil."

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



HYSLOP BICYCLES

SEVEN 1917 MODELS

HIGH QUALITY—STRONG CONSTRUCTION
EASY RIDING—BEAUTIFUL FINISH

Hyslop Bicycles have been made in Canada for twenty-eight years, and the 1917 Models represent the final development of this long experience in successful bicycle construction.

Every part is thoroughly tested and inspected before leaving our factory.

WE GUARANTEE PROMPT DELIVERY

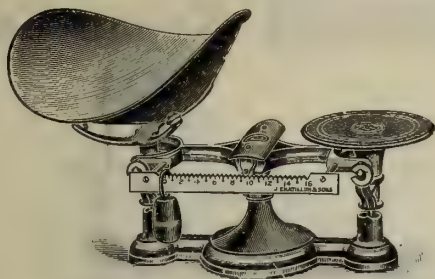
WHOLESALE ONLY

HYSLOP BROTHERS
LIMITED

SHUTER and VICTORIA STREETS
TORONTO



If interested, tear out this page and keep with letters to be answered.



A Scale for Every Customer

With every sale a profit to you and satisfaction to the purchaser.

Since 1835 we have been making a complete line of scales second to none.

Scales for every purpose in every style and capacity—strong, durable and accurate.

They will bear the most critical government inspection.

It is profitable to handle a line which renders such satisfaction and, moreover, our prices are right.

Ask your jobber about Chatillon Products or write for illustrated catalogue, prices and details.

JOHN CHATILLON & SONS

85 Cliff Street

New York City

Yale
Products

Padlocks

Night
Latches

made in
Canada

Door
Closers

Builders'
Hardware



Selling Yale Products means customer satisfaction and dealer profit. The Yale line is backed up by the prestige of world-wide reputation, built upon the quality of the goods themselves.

The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.

Aluminum
Cooking Utensils.

Electric
Plates and Heaters.

Electric
Coffee Percolators.

The Louis McLain Company, Ltd.

—WHOLESALE AND MANUFACTURERS—

Write For Catalogue.

WINNIPEG.

"ALWAYS A NEW LINE"

Fireless Cookstoves.

Steam Cookers.*

Canning Machines.

Patented
Hardware Specialties.

Make Use of Page 83 for all Your "Wants"

HARDWARE AND METAL,

143 University Avenue,

Toronto, Ont.

Enclosed find \$....., for which insert following advertisement in your "Want" Ad. Page times. (For Rates see top of this page.) (Each figure counts as one word)

.....
.....
.....
.....
.....

Signed

Town Province

If interested, tear out this page and keep with letters to be answered.



The Renfrew

Household
Scale

Capacity
 $\frac{1}{2}$ oz. to 30 lbs.

Capture This Ripe Business!

Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is guaranteed accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

ADAMSON Repair Gum



No Cement is Necessary

THIS Vulcanizing Rubber is especially prepared for use with Adamson Vulcanizers. A high grade repair stock for use in repairing both Tubes and Casings.

It has proven to have many advantages in general repair work.

Adamson Repair Gum is compounded so as to give a perfect adhesion without the use of cement.

There are many kinds of vulcanizing rubber on the market which differ in quality and price. In purchasing repair gum insist upon getting Genuine Adamson stock.

We guarantee satisfactory results when Adamson Repair Gum is used.

Repair Kit Rolls, - each, \$.25, per dozen, \$2.00
One-fourth Pound Rolls, - - - each, .50
One-half Pound Rolls, - - - each, 1.00

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

PUMPS

That are Good
Profit-Makers
Largest Pump Makers in
Western Canada

Manitoba Engines, Limited

Brandon, Man. and Calgary, Alta.



EXTENSIVE STOCK

Dealers are sure of prompt deliveries—we can meet any demand from our big and varied stock of iron and wood pumps.

Also Manufacture Gasoline and Kerosene Engines, Windmills, Feed Grinders, Roller Crushers, Pump Jacks, Etc.

Big production enables us to sell at the best price possible.

ATTENTION.—Dealers in Alberta, please order from Calgary—if in Saskatchewan or Manitoba order from Brandon.

Send to Brandon for our catalog



IRON
WOOD

You Sell Something to Somebody

AND to that somebody you must make known—by advertising—what you sell, why it is good, and so on. Also, you must have a medium—a publication read by your customers or should-be customers.

All this you consent to without demur. What may perplex you a little is the Medium to employ.

This should not be a puzzle if your product or commodity is one purchased by the general public, and if your constituency of buyers is found everywhere in Canada.

The one medium of quality and of national circulation is

MACLEAN'S MAGAZINE

You can find no substitute for it at a lower cost, and none that will carry your proposals or announcement with greater acceptability.

The conclusion is plain.

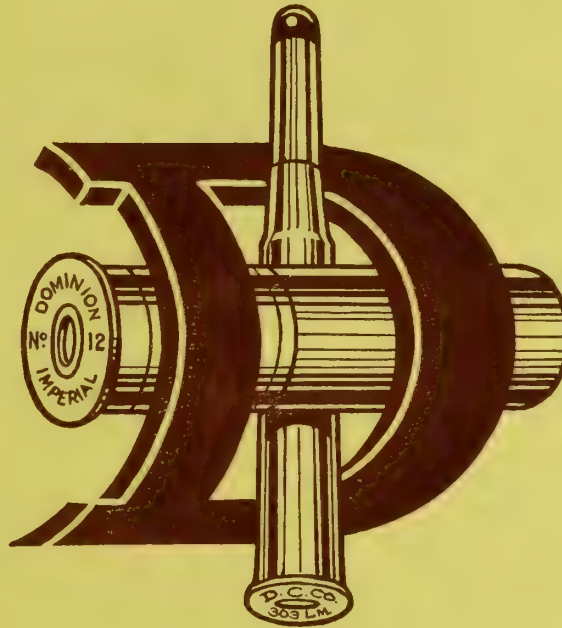
N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by

The MacLean Publishing Co., Limited, 143-153 University Ave., Toronto

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.



The Dominion Trade-Mark

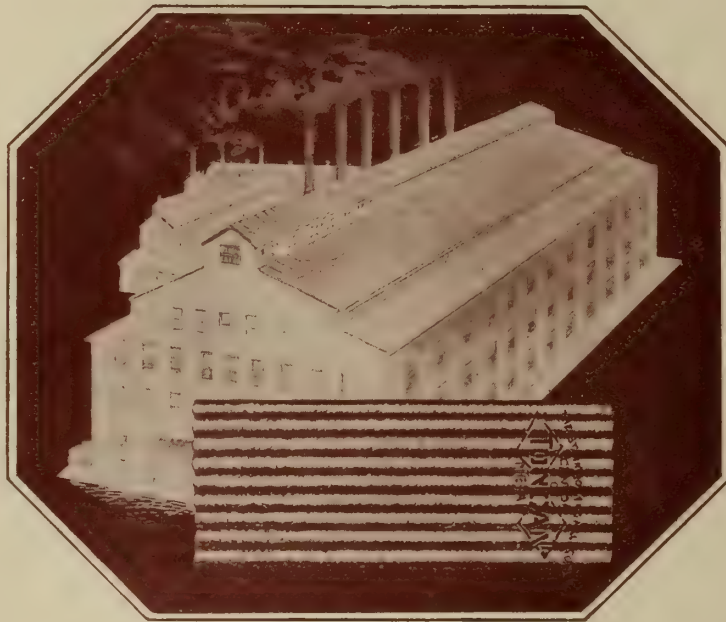
is known to your customers.

Displayed on boxes of cartridges and shot shells on your shelves, it is the connecting link between your store and Dominion Cartridge Advertising.

Significant trade-marks, well displayed in advertising and on containers, help to sell goods when they represent high-standard articles.

Canadian Sportsmen Shoot Dominion Cartridges

Dominion Cartridge Company, Limited
MONTREAL



Here's roofing that resists corrosion, cannot burn, break or melt; is strong, light and moderate in cost

When a building requires durable roofing—when protection against fire is essential and low maintenance expense necessary, use

***Toncan Metal
Corrugated Roofing***

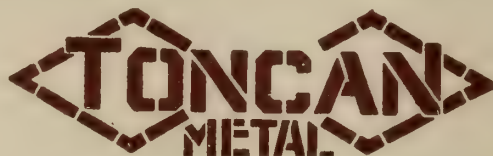
This particular form of Toncan Metal Roofing is especially suited

for factories, mills, warehouses and other similar structures where the roof is at least 3-inch pitch to the foot. It is also used very extensively as siding.

Toncan Metal has proven its extreme durability in actual service. There are instances where it has outlasted steel sheets over 400%.

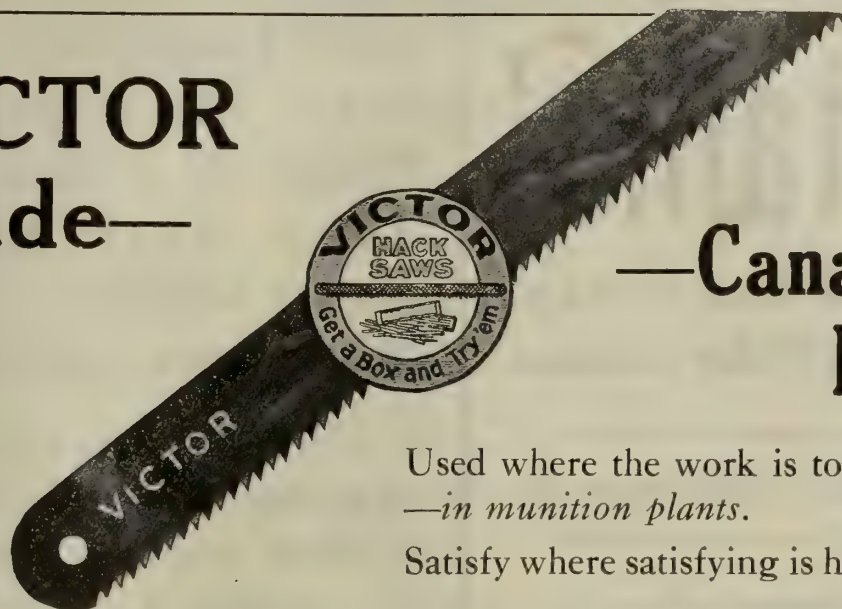
Write for a copy of "Corrosion—The Cause—The Effect—The Remedy"

THE PEDLAR PEOPLE, LTD., OSHAWA, ONT., *Canadian Distributors*
THE STARK ROLLING MILL CO., CANTON, OHIO, *Sole Makers*



Resists Corrosion

VICTOR Blade—



—Canadian Made

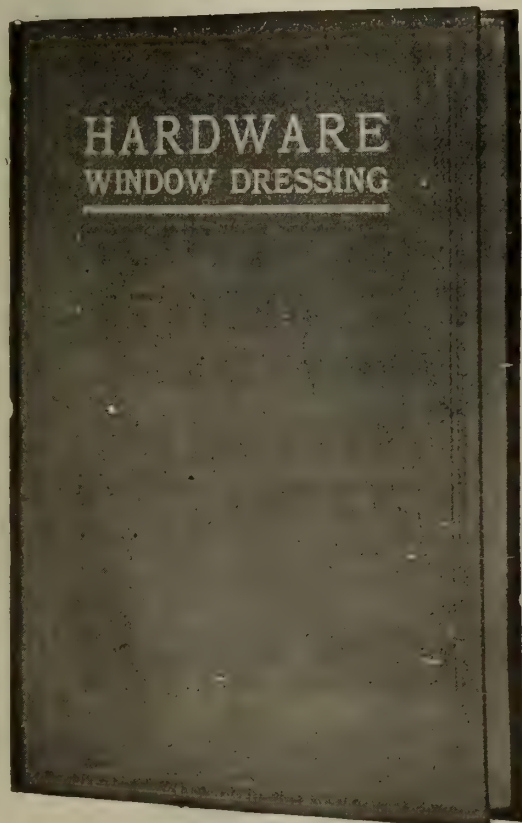
Used where the work is toughest
—*in munition plants.*

Satisfy where satisfying is hardest.

VICTOR SAW WORKS, LIMITED

HAMILTON, ONTARIO

British Office: 2 and 3 West Street, Finsbury Circus, London, E.C.



You May Become a Practical Window Dresser for \$2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations



Price \$2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-153 University Ave., Toronto

'Metallic'

It's a name that means
QUICK PROFITS for dealers

"Metallic" Ceilings

**"Metallic"
Shingles and Siding**

**"Empire"
Corrugated Iron**

VENTILATORS

SKYLIGHTS

Trough and Pipe
(Die-Stamped) (Tight Seam)

Catalogue and Price List of any line gladly sent to Dealers on request. Good counter-folders and other selling helps too

Metallic Roofing Co.

Manufacturers

Limited

TORONTO

WINNIPEG

The cutting qualities of the "Famous Five" files may be compared to those of a sharp razor. They work with minimum effort and give maximum results.

In brief, they are efficient. Their qualities have become standardized; and the "Famous Five" file standard is recognized by mechanics, shop superintendents and purchasing agents everywhere.

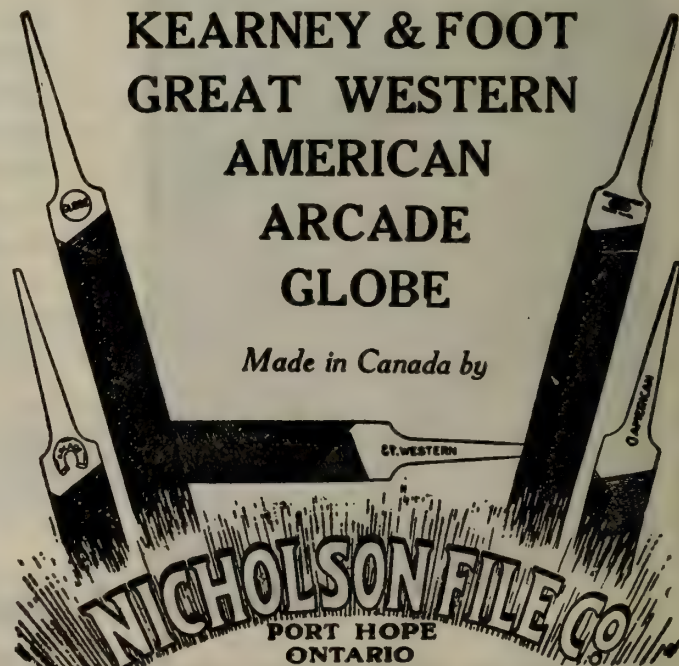
That's why it pays dealers to handle them.

Specify them when ordering from your jobber.

They are:

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

Made in Canada by



If interested, tear out this page and keep with letters to be answered.

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

PROMPT SHIPMENT FROM STOCKS AT
MONTREAL and SYDNEY

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.

WIRE

THE BEST
**Bathroom Fixtures
in the World**
ARE NO BETTER THAN OURS!



Have you seen our
New Catalogue

If not write for it. It will pay you well.



**WHAT WE MAKE
WE GUARANTEE**
KINZINGER, BRUCE & CO. LIMITED
NIAGARA FALLS, CANADA.



**High Quality
TOOLS**

**that you'll find
very profitable**

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



If interested, tear out this page and keep with letters to be answered.

ELECTRICAL GOODS SECTION

NO TROUBLE TO SELL

The Benjamin

"92" Two-Way Plug



THE story of the value and utility of Benjamin "92" Two-Way Plugs is now being told to the housewives of Canada, by a series of useful advertisements in the leading newspapers of important cities across Canada.

We are showing them "How."

Benjamin "92" Two-Way Plugs sell themselves, if displayed on your counter and in your window. Join the list of Benjamin dealers, and get our selling helps.

In Home, Office, Store, Factory and Garage they fill the need of additional Sockets.

We will advertise all summer long.

The name Benjamin—on electrical goods—is a guarantee of excellence. It is well known in the great field of electricity. Look for the name.

The Benjamin Electric Mfg. Co. of Canada, Limited

11-17 Charlotte Street

Toronto, Ontario



Buy Benjamin Made-in-Canada Goods

ELECTRICAL GOODS SECTION



200,000 Women are Using the Thor
Every Woman is a Booster for Her Machine—This Means a Growing Demand.

We were the first people to put an electric washing machine on the market (over 15 years ago); to-day there are over two hundred thousand "Thor" machines being used in America. Our output has reached over 2,000 machines a month.

We want the best hardware men as agents

The Thor Washer

has no belts, no chains, no springs. It has the automatic Safety Release which protects the motor, and the safety guard on wringer. In short, the "THOR" is in a class by itself as an Electric Washing Machine.

Our agents take no chances—we give a perpetual guarantee bond with each machine (no time limit.) There are "Thor" machines in use for over 15 years which have cost nothing for repairs. Every machine is a business-getter.

Have you one on your Floor?

We want live hardware agents. Get in touch with us at once.

HURLEY MACHINE COMPANY, LIMITED
 413 Yonge Street, Toronto



Winning Summer Sales

The Storm King High Power Incandescent Lantern

is the best in the world for farmers, sportsmen, campers, etc. 250 C.P. brilliant white light 14 hours on one quart of gasoline:—14 inches high, weighs 3 1/4 lbs.

The Comfort Self-Heating Iron

Has won its way to the top because of its merit as an absolutely reliable, economical and convenient ironing medium which eliminates all the discomfort and drudgery of ironing and enables the operator to work outdoors, in the basement or any other cool place. Start your summer sales now by ordering a supply of these seasonable sellers.

Both articles are carried in stock by nearly all the Canadian hardware jobbers or can be obtained direct. Write—

National Stamping & Electric Works
 470 S. Clinton St., Chicago, U.S.A.

\$8.50

(RETAIL)

Menominee Eight Inch Fan



**Special Prices for
 June 1st Delivery
 on Orders Placed
 Immediately.**

FACTORY PRODUCTS LIMITED

220 King St. West, Toronto, Ontario.

EVEREADY
DAYLOS

WE HAVE WON
 our reputation as the LEADING DISTRIBUTORS
 by our efficient service and prompt deliveries from
 complete stock. Write for catalogs and discounts to

SPIELMANN AGENCIES REG'D

READ BLDG.

MONTREAL



ELECTRICAL GOODS SECTION

National
ELECTRIC

Get your order in
NOW
and reap the
benefit
of
our advertising
campaign

THE
NATIONAL ELECTRIC
HEATING CO., LIMITED
TORONTO CANADA

We manufacture a
complete line of

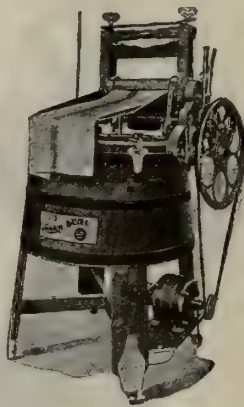
National
ELECTRIC

Irons
Toasters
Disc Stoves
Hot Plates
Ovens
Ranges
Circulation Water Heaters
Portable Radiators
Mantel Type Radiators
Percolators
Chafing Dishes
Water Urns
Air Heaters
Car Heaters
Auto Heaters
Shell Heaters
Special Devices, Etc.

Canada Leads the World in Electric Deve- lopment

Do you know that the greatest
Dam in the world is being built
right here in Canada, and that
Canada leads the world in Elec-
trical Development?

Where Do You Come In?



London No. 3 Electric

The Canadian housewife is using this great power for her
housewife washing—and thousands more will be buying
electric washers this year.

NOW—most people want an electric washer, but at a
reasonable price—the

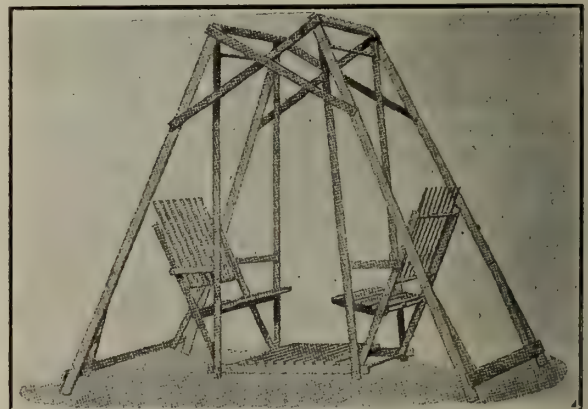
London No. 3 Electric Washer

supplies the need—the motor is the very best, and it has
a Lovell Wringer made from best live rubber. You can
put your reputation behind the "London." It will make
fast friendship between you and your customers.

Write for full particulars and descriptive catalogue.

The London Foundry Co., Ltd.
LONDON, ONTARIO, CANADA

LAWN SPRING For 2 or 4 Persons



The derrick is 9 feet high, painted red, and
glazed with good outdoor varnish. The cross-
arms, hangers and seats are finished on nat-
ural wood. The swing is amply large for 4
persons and folds completely. Weight each
115 pounds.

For particulars write to

J. E. Beauchamp & Co., Montreal

Representatives: T. A. Corley & Son, Winnipeg, Manitoba
Geo. A. Borgfeldt & Co., Toronto
W. J. Grant, Maritime Provinces

ELECTRICAL GOODS SECTION

From the April
14th issue of the
Saturday Evening
Post

EVEREADY

DAYLO

The Winning Name
for which was paid
\$12,000.00

THE prize winning word in our contest for a better name "flashlight," is "DAYLO." Keenly realizing our responsibility to the public, the judges have spent four months' time, giving the most painstaking consideration to the 530,000 names submitted.

In our announcement of this contest last Fall, we stated that "if two or more contestants submit the word selected, the full amount of the prize will be paid to each."

We have made our selection without regard to the number of duplications. The word "DAYLO" was submitted by the four following contestants, to each of whom we are paying \$3,000.00:

Mrs. F. C. Crow, 1219 Second Street, N. E., Watertown, S. D.
Katherine W. Hand, 1501 Mulvane Street, Topeka, Kansas.
Miss J. M. Shula, 239 Second Street, Union Hill, N. J.
Bertha A. Wilson, 413 Park Avenue, Medina, N. Y.

The decision of the judges was unanimous. They were agreed that the word DAYLO fulfills in a masterly way the requirements specified, viz.: A coined word that we can register as a trade mark, a name easy to remember and entirely simple to pronounce, yet a word that suggests the nature or use of an Eveready without being legally descriptive.

DAYLO is indeed easy to remember and pronounce. In fact, it cannot be mispronounced, and its elements do suggest the nature and use of Eveready. "DAY" suggests perfect light, and "LO" means "Behold!"— "See!"

We had hoped perhaps to obtain a word that would satisfactorily combine in a suggestive way both what Eveready is, (powerful, portable electric light) and the variety of service it renders. We are now convinced that no usable, protectable word could cover so broad a field. The true significance, the living ideal of the reliability and service characteristic of our product must and will find its expression in the new name, "Eveready DAYLO."

I wish I might personally thank each of the half million contestants, and the millions of Eveready friends and users who have contributed so earnestly and helpfully to the success of our search for a new name.

Sincerely,
Conrad Hubert
Vice-President,
AMERICAN EVER-READY WORKS
of National Carbon Company

The Product that has outgrown its name—"FLASHLIGHT"

The name that came to mean the best portable electric light—almost overnight

DAYLO, the word that won the \$3,000 Eveready Prize **four times**, is on everybody's tongue. It has been ushered in under auspices that cannot fail to make it remembered.

DAYLO has cost us thousands of dollars but it will be worth millions to Eveready dealers because of the tremendous interest which attended its

introduction. And because of the extensive advertising Eveready will continue to do to keep DAYLO constantly before the public's eye.

DAYLO is not merely the name of a product but a trade-mark by which the public can and will distinguish between the ordinary "flasher" or "flashlight" and the highest development of portable electric light.

Canadian National Carbon Company, Limited

Toronto, Ontario

DON'T ASK FOR A FLASHLIGHT—GET AN EVER-READY DAYLO

ELECTRICAL GOODS SECTION

Lacolite Fixtures



DELIVERIES ?

Yes Sir, *at once*.
Don't forget Lacolites are the *cheapest*,
quickest selling fixtures offered.

CANADIAN LACO-PHILIPS CO., LIMITED

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

\$150 for \$75

A Cabinet Phonograph at a price within the reach of all and Big Profits for the Dealer.



Hundreds of sales waiting in your town and district. PRICE WITHIN REACH OF ALL Sweet and mellow in tone. Secure territory rights for the "Viola" (Registered) before your competitor takes advantage of this offer. Carries an absolute guarantee.

Equal in appearance, mechanism and tone to any \$150 cabinet phonograph, but sells for only half the price. Put one in your store—sales follow.

DOMINION SEWING MACHINE CO.
80-82 Lombard Street, Winnipeg

A Salesman Always on the Job

IT is the constant dropping that wears the stone away. It is the constant knocking at the door of attention and favor that in the end gives you ready access to the good-will of buyers of your merchandise.

You can keep up a constant knocking—a bid for attention, a reminder of yourself, a spokesman of your message—this by using regularly

The FARMER'S MAGAZINE

No man whose customers and should-be customers are farmers should be absent from their attention. Their will and purpose to buy may mature at any time. The salesman on the spot stands the best chance to get the order.

All this you know, but—do you live up to the behest of your knowledge?

Let us tell you more about The Farmer's Magazine in a special letter.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by

The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

Building
Paper,
Tar and Plain

Ready
Roofing,

Keystone
Deading Felt,

Wall Board,

Cement,

Hard Wall
Plaster,

Plaster Paris,

Lime,

Fire Brick,

Fire Clay,

Axe, Sledge
and Pick
Handles,
etc.

Quality and
Service
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX.

TORONTO, APRIL 28, 1917

No. 17

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J. G. LORRIMAN, Manager.
H. M. REID, Eastern Manager.
I. J. BUTLER, Western Ontario Representative.
FRED McLAUGHLIN, Eastern Ontario Representative.
J. C. EDWARDS, Toronto Representative.

GEO. D. DAVIS, Editor.
J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

C. W. BYERS, Western Representative.

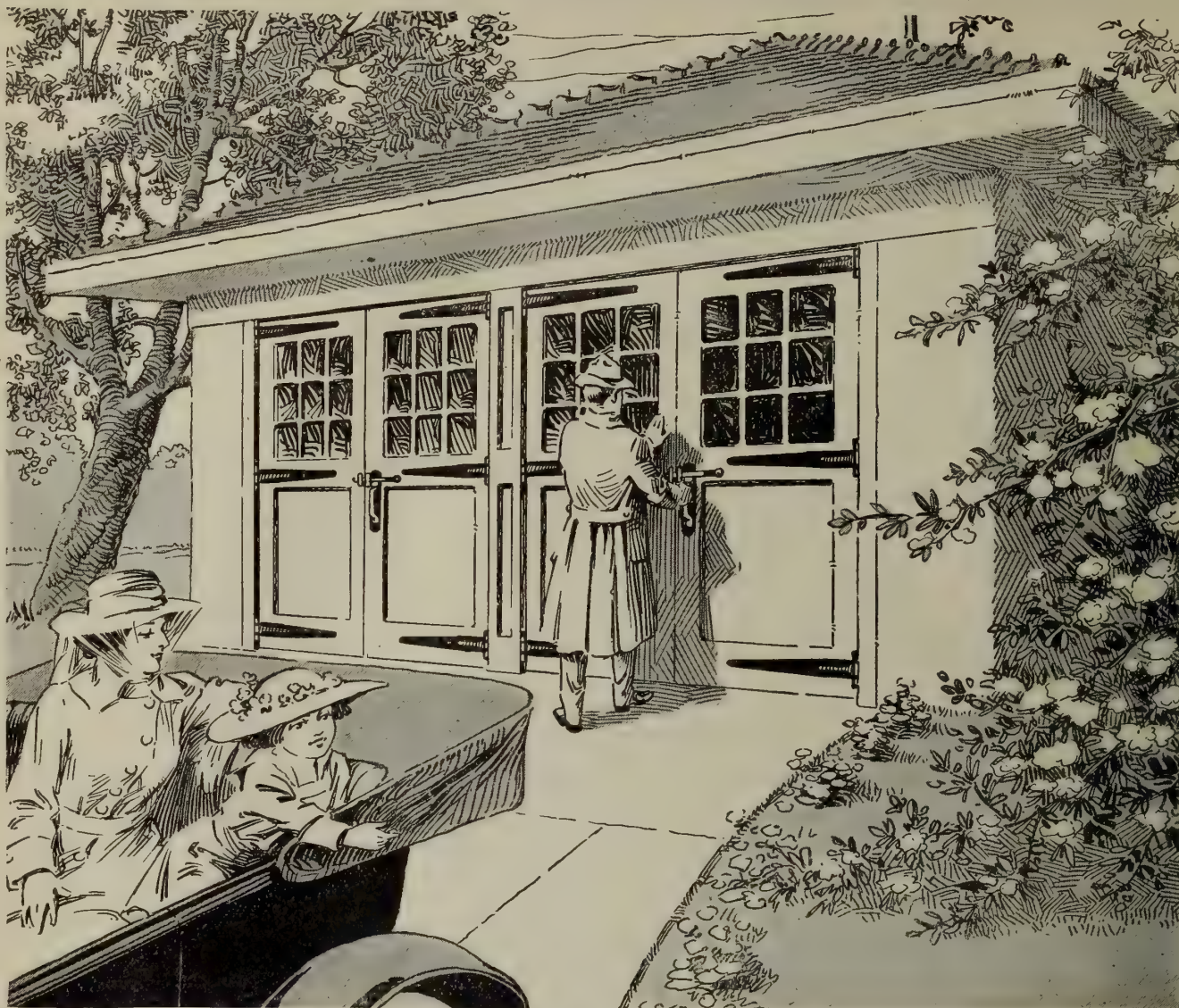
CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St. Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324. Winnipeg, 22 Royal Bank Building, Telephone Garry 2313.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234.

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If interested, tear out this page and keep with letters to be answered.

Electric Supplies Prosperous Side Line

Ingram and Davey, St. Thomas, Ont., Bear Testimony to Possibilities in This Line,
Despite Competition and High Cost of Material — Small Retailer Can
Realize Good Returns on Investment—Good Show Rooms
For Display Purposes.

THE development of a highly remunerative business out of a mere side-line is an undertaking which sometimes is fraught with difficulties and is a pet object of the vagaries of trade. In no branch is this fact more substantially exemplified than in the case of the hardware business, and yet, on the other hand, in few other branches are the results of a successfully operated department more alluring and permanent.

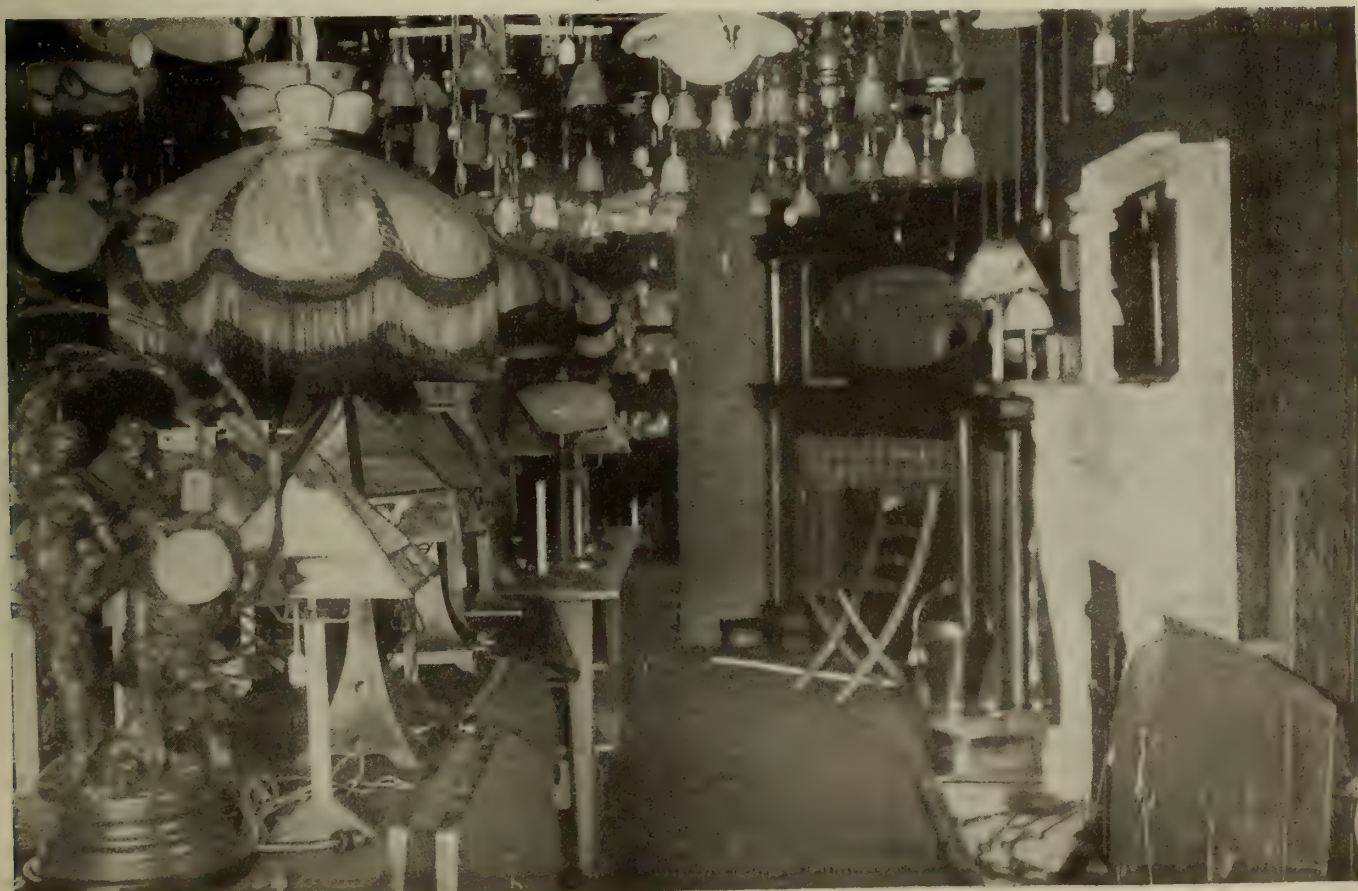
Experience has proved that one of the most remunerative departments of the hardware trade, and one which lends itself to almost unlimited development,

is the handling of electrical supplies. Among the most interesting of many such cases which have undergone an almost phenomenal growth within the last few years, is the business of Ingram and Davey at St. Thomas, Ont., who since their first introduction of electrical supplies about seven years ago, have enlarged this department until it now boasts of an electrical display of which any exclusively electrical store might well be proud.

Growth of Department

It was on the occasion of the transfer of their business to the present

location that the first introduction of electrical supplies was made on a small scale in connection with the gas fixture department. At that time the electric display was, of necessity, exceedingly limited, but conditions have been reversed and to-day the carrying of gas appliances hardly warrants the shelf room devoted to them, in comparison to the turn-over in the electric line. The status of the latter department, which now involves a business of about \$12,000 annually, is constantly being strengthened in all its branches.



An effective display of electrical fixtures and mantles in the showrooms of the Ingram and Davey store at St. Thomas, showing the display tables for exhibiting high class goods.



Another view of the Ingram and Davey electrical fixture department showing the daylight room display with the dark-room at the rear.

Feature Good Displays

Commencing with exceedingly limited possibilities of display, the department, by means of judicious handling, has now been brought to the place where it can command an imposing position, and one of the most striking window dressings to be seen in the town is that of the electrical fixture display of the Ingram and Davey store. And not only is the display confined to the window, for inside there are two rooms, with an approximate total floor space of one thousand square feet, devoted for the purpose. The rooms are about equal in size, one of which is used as a dark room containing high class fixtures while the other, adjoining the window display contains a cheaper class of goods.

In the dark room, fixtures valued at \$7 and up are exhibited in a highly attractive display of electric mantels and high class fixtures. Among the latter are noticeable the popular "indirect lighting" and "body" fixtures.

The arrangement of the room, with fixtures hung from the ceiling, wall fixtures adorning the walls, and mantels in the corners with fire irons and screens, displays to good effect the home-like appearance which it is intended to convey.

While most of the important features of display appear to have been absorbed in the arrangement of the dark room, the outer room displaying fixtures valued at \$7 and under is not lacking in this respect. Ceiling and wall fix-

tures are exhibited in similar fashion to the dark room, while attractive table lamps and other small electrical novelties are featured on a long central display table. Other tables show electrical appliance lines such as toasters, irons, small heaters, etc., which have been found to constitute one of the best selling lines in the department. During the last year a turn-over of \$1,500 was made in these lines and other small novelty lines such as flashlights.

Adorning the walls of the outer room are mantels of a slightly cheaper line with various grate attachments, tiles, irons, etc. The displayed stock of both rooms is valued at about \$2,000, though this does not include other lines such as electric stoves and washing machines which have found a large market. The most saleable lines have been found to be valued at any price up to \$75 with an average of about \$25 per fixture. The business has been built up chiefly as a small city enterprise and very little trade is done throughout the surrounding farming districts.

One of the most important points of any selling campaign is to know how to show goods to the best advantage, and this point has been by no means lost sight of in the display in the Ingram and Davey store. In order to make the best display of electrical goods it is necessary to show them as they will appear both in daylight and when in use after darkness. For this reason all up-to-date appliances have

been installed, and in the dark room any combination of fixtures may be shown lighted by the arrangement of switches.

The healthy condition of affairs which has been described, has not been built up owing to a monopoly of territory, but the accelerated growth within the last year is sufficient evidence that even the keenest of competition of exclusive stores can be overcome by the judicious operation of a department in the hardware trade. The case of the Ingram and Davey store is an example, where a large business in electric fixtures has been established despite the competition of three exclusive electrical businesses and various street jobmen.

One of the most rapidly developing phases of the business is the contract work of wiring and installing motors, which now necessitates the full time of four road men and two inside men as compared with the employment of two men a little over a year ago. To some extent the street jobman has been eliminated owing to the appointment of a Hydro inspector whose demands are such as can only be filled by the larger dealers in electrical supplies.

In reviewing the electrical situation, prevailing high prices must be taken into account as a hindrance to the complete development of trade in this line, and in this case they have been responsible for temporary loss of some business, and the showing made must be considered with full appreciation of this (Continued on page 51.)

All Ready for Saskatchewan Convention

Good Program Announced—Noted Speakers to Attend — Plenty of Time for Open Discussions—Meeting This Year to be Held at Moose Jaw—
Insurance Branch Developing.

JUDGING by the programme, the annual convention of the Saskatchewan Provincial branch of the Retail Merchants' Association of Canada, will be the best in the history of the Association. The only thing needed to make the convention a record-breaker is a big attendance, which will undoubtedly be forthcoming. This year's convention will be held at Moose Jaw, Sask., on May 8, 9, 10. The convention last year was held at Regina.

The Saskatchewan branch convention have always been noted for the business-like manner in which the convention programme is carried out. There is no horse-play—at least, not when business meetings are in session. The programme is arranged well in advance. There is a time set apart for each session, and the session starts promptly on time. Members only are admitted to the business sessions. All partners in any firm who are members are privileged to attend. Even though the convention sessions in the past have been most interesting and business-like—probably the best of any Association of retailers in Canada, there have been a few complaints in true Western style, that the previous conventions have been a cut and dried affair, and that not sufficient opportunity has been given those present to bring up any matters that they might see fit, for discussion. This year the officers decided to set aside a certain time during the course of each day's proceedings for this purpose. The officers want members to feel free to bring any grievance that they might have with the knowledge that they will have every opportunity of placing it before the meeting.

The morning of the first day, Tuesday, May 8, will be taken up with registration, etc. The real business of the convention does not start until Tuesday afternoon with the addresses of welcome and an address by Horace Chevrier, of Winnipeg, Dominion President, R.M.A., on the subject, "The Value of Co-operation to the Retail Merchant." Mr. Chevrier is a forceful speaker, and will doubtless be listened to with a great deal of pleasure.

He will be followed by the Association president, A. A. Evans, of Outlook, Sask., who will deal fully with what has been accomplished by the Association during the past year. Then comes the secretary's and treasurer's reports, after which the meeting will be thrown open for general discussion.

Process of Distribution

On Tuesday evening, W. L. Harris, president of the New England Furniture and Carpet Company, Minneapolis, will speak on the subject, "Some of the Fundamental Principles Underlying the Pro-

cesses of Distribution." Mr. Harris was present at the Manitoba R. M. A. Convention last year, and is a powerful speaker. This 8 o'clock session is open to the public and there should be a good turnout to hear Mr. Harris. Following his address an opportunity will be given for discussion on any points raised. The subject on which he will speak is one of great interest to all branches of the hardware trade.

Insurance Branch Making Progress

Wednesday morning at 10 o'clock is a business session for the purpose of receiving and considering resolutions.

Wednesday afternoon at 2 o'clock, the second annual meeting of the Retail Merchants' Mutual Fire Insurance Company, at which the president, J. L. S. Hutchinson, Saskatoon, Sask., will present his annual report, will be held.

This company, it is said, has made very satisfactory progress and is already looked upon as an important factor in the business life of the retailers throughout the province. The president, J. L. S. Hutchinson, is president of the Canadian Supply Co., Saskatoon, Sask., and

also of the Saskatoon Hardware Co., Ltd.

To Develop Retailers' Trust Co.

At 4 o'clock, Wednesday, ways and means will be considered for developing the Retailers' Trust Company, a charter for which was received at the 1916 session of the Provincial Legislature. Following this, general discussion on retailers' problems will take place.

Cash vs. Credits

On Wednesday evening at 8 o'clock, there will be another open meeting, which will be addressed by H. O. Roberts, secretary of the Minnesota Hardware Dealers' Association, Minneapolis, on the subject of "Cash vs. Credits," more particularly from the standpoint of the country merchant. Mr. Roberts attended last year's convention and delivered two important addresses on the subjects of "Credits," and "Community Development." He was very highly appreciated by Association members and will be listened to with a great deal of interest again this year. His addresses are of real practical value to the trade.

(Continued on page 51.)

PROGRAMME

TUESDAY, MAY 8.

- 9.00 a.m.—Business session (members only). Delegates will call at the Convention Hall (Main Street), for the purpose of registering and receiving badges, and handing in their railway certificates for validation.
- 10.00 a.m.—Resolutions Committee will meet at the Convention Hall.
- 2.00 p.m.—Business session (members only). Convention Hall. Address of welcome by His Worship Mayor Davidson and S. D. McMicken, President of the Local R.M.A. Replies.
- 3.00 p.m.—Address by H. Chevrier, Winnipeg, Dominion President R.M.A.
- 3.30 p.m.—President's address, Secretary's report, Treasurer's report.
- 5.00 p.m.—General discussion on retailers' problems. (Bring your grievances.) Principles Underlying the Processes of Distribution."
- 8.00 p.m.—Address by W. L. Harris, Minneapolis. Subject, "Some of the Fundamental Principles Underlying the Processes of Distribution." Mr. Harris is President of the New England Furniture and Carpet Company, and is also an authority on matters of interest to every retailer. Discussion. Announcements.

WEDNESDAY, MAY 9.

- 10.00 a.m.—Business session (members only). Receiving resolutions and consideration of same.
- 2.00 p.m.—Business session (members only). Report of the President of the Retail Merchants' Mutual Fire Insurance Company, including financial statement. Discussion.
- 4.00 p.m.—Future development of the Retail Merchants' Trust Company.
- 5.00 p.m.—General discussion on retailers' problems.
- 8.00 p.m.—Convention Hall (open meeting). Address by Mr. H. O. Roberts, Minneapolis. Subject, "Cash vs. Credits." (Mr. Roberts is Secretary of the Minnesota Hardware Dealers' Association, and an authority on retailers' problems. He was present at our last Convention.) Announcements.

THURSDAY, MAY 10.

- 10.00 a.m.—Business session (members only). Receiving resolutions and consideration of same.
- 2.00 p.m.—Business session (members only). General discussion on problems of interest to every retailer.
- 4.00 p.m.—Questions and new business. Election of officers, 1917-1918. Arranging date and place of next Convention.
- 8:00 p.m.—Banquet.

Farmers Bought Twine Too Soon

Twine Prices For 1917 Lower Than Had Been Expected in Some Quarters—Prediction in April 7 Issue of Hardware and Metal Correct—Comparison of Prices

THERE are some hardware merchants in various parts of Ontario who feel that for once in their business career they have put one over on the farmer, or rather that the farmer has put one over on himself. For many months past daily newspapers, led astray by a propaganda engineered from the United States, have warned the farmers of impending danger in the way of famine prices to be asked for binder twine for the coming season. The result has been that farmers in many sections have been buying up binder twine from merchants who carried over stocks from last year. In one section of Ontario, where fairly large stocks were carried over, hardware merchants have had no difficulty in clearing out their stocks at prices ranging around 22c lb., and at this price the farmers, although harping about the high price, felt sure that in view of supposed future events, they had made a good deal. There was fairly general satisfaction all round—the farmers thought they were making a good buy, and the retailers cleared out their stocks at a profit.

The New Prices

But now the fun has started. The new 1917 prices have been announced, and they are lower than had been expected by those who do not follow market conditions and situations closely. In fact, the prices are from 5c to 5c per lb. lower than had been expected in some quarters. The new prices, subject of course to the regular quantity allowances, are as follows:—

500 ft.	15 $\frac{3}{4}$ c lb.
550 ft.	16 $\frac{1}{2}$ c lb.
600 ft.	17c lb.
650 ft.	17 $\frac{3}{4}$ c lb.

Based on the foregoing costs, 650 twine will sell around 18 $\frac{3}{4}$ c lb. to the farmer—that is, provided twine is not slaughtered, as often happens. Those farmers who bought at 22c lb. are likely to be heard from later.

The 1917 prices just announced range from $\frac{1}{4}$ c to $\frac{1}{2}$ c lb. higher than opening prices in the United States. A comparison of opening prices for the past three years, Toronto basis, follows:—

	1915	1916	1917
500 feet.....	8c	9 $\frac{3}{4}$ c	15 $\frac{3}{4}$ c
550 feet.....	8 $\frac{1}{2}$	10 $\frac{1}{2}$	16 $\frac{1}{2}$
600 feet.....	10 $\frac{1}{4}$	12	17
650 feet.....	12 $\frac{3}{4}$	13	17 $\frac{3}{4}$
Less $\frac{1}{4}$ c ft. in 5-ton lots; less $\frac{1}{4}$ c ft. in 10-ton lots; delivered in 300-lb. lots or over.			

Four to Six Cents Advance

This year's prices, it will be seen by the foregoing range from 4 $\frac{3}{4}$ c to 6c per pound above the opening prices of last season. Although it was known that this year's prices would of necessity be much higher than those of last year, there were a few who had good reasons to believe that the advances would not be as great as anticipated.

HARDWARE AND METAL, on April 7, stated as follows:—

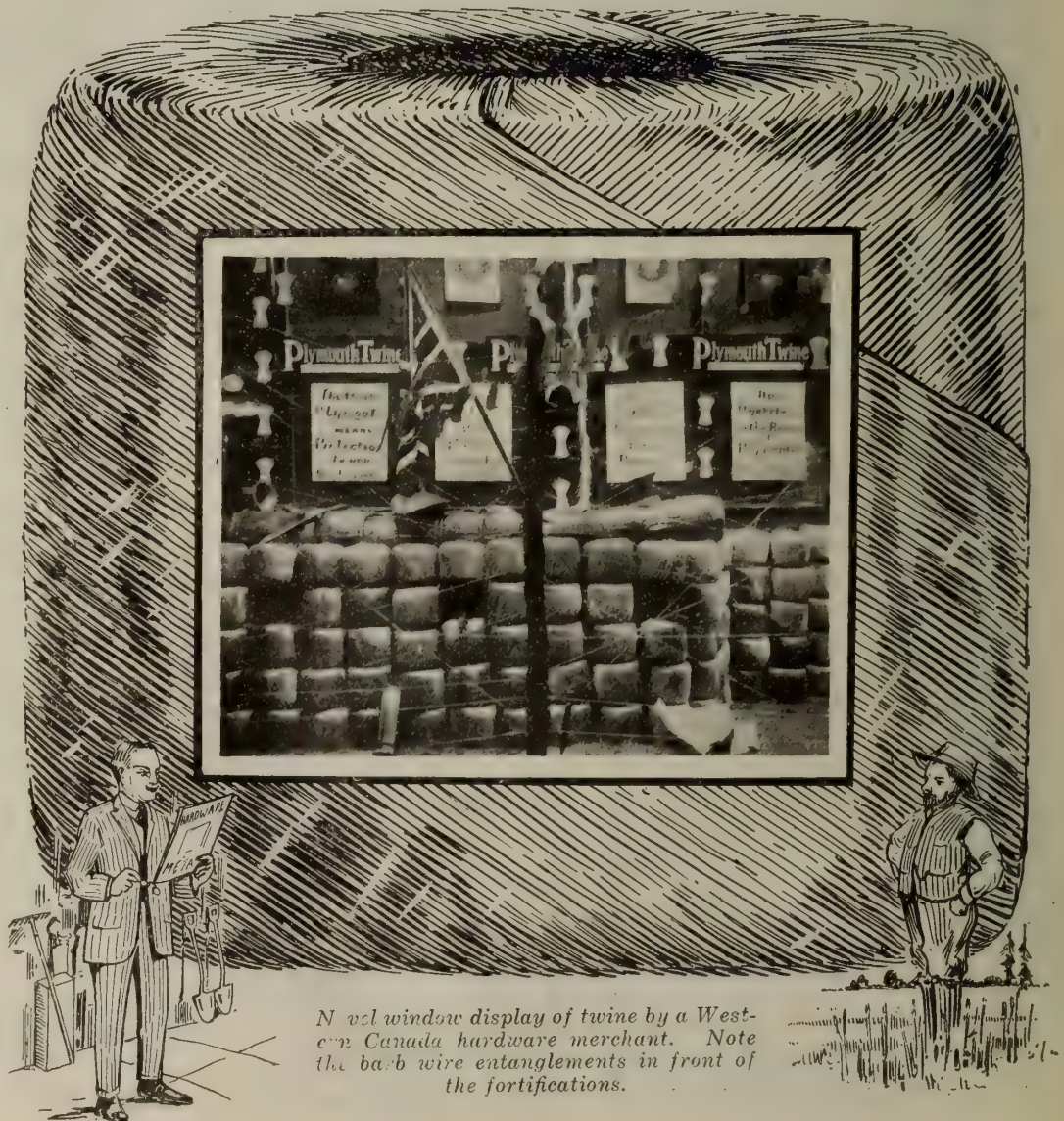
"From authentic sources it is learned that prices on binder twine in the United States were expected to open around 18c or 20c per pound. Later developments, however, have made it highly probable

the opening price in the United States will be in the neighborhood of 15c per pound. The situation in the United States has a very pertinent bearing on prices in Canada."

After the foregoing appeared, HARDWARE AND METAL was criticized in one or two quarters for being altogether too optimistic. Subsequent events, however, have proven that the information, secured by a HARDWARE AND METAL representative in New York city, was correct, and the market opened in the States within $\frac{1}{2}$ c per lb. of the price predicted by HARDWARE AND METAL and about 5c per pound lower than the prices named by our critics.

HARDWARE AND METAL in the following issue (April 14), stated in part as follows:—

"During the week the International Harvester Company announced that they



Window display of twine by a Western Canada hardware merchant. Note the barbed wire entanglements in front of the fortifications.

would sell binder twine in 500-foot length at 15½c per pound for Ontario points. At the time of writing other companies had not yet made any announcement as to their prices, but it was anticipated that one other company would announce their prices some time near the week-end. To some of the cordage men this price came as a surprise, as they had been expecting a considerably higher price. As announced in *HARDWARE AND METAL* last week, however, it was made plain that the opening price in the United States would be somewhere near 15c per pound. As a matter of fact the opening price of the company in question at Chicago was 15½c per pound. It is anticipated the selling price of the other manufacturers will be somewhere close to the lead established by the International Harvester

Company. Some cordage men are of the opinion that the American companies propose to use more Manila hemp in the manufacture of binder twine this year and in this way help keep down price. The opening price of binder twine last spring for 500-foot size was 9½c per pound. The opening price that has already been announced is therefore 6c per pound higher than last year. In the cordage lines there has been considerable activity during the week and prices have held firm. The rope situation is becoming acute through the inability of the manufacturer to get additional supplies of hemp. At the present time a premium is being paid on all Manila hems owing to the inability to get supplies of raw materials forward from Seattle. These supplies were landed there from boats coming from the Philippines, but

railways have been unable to move them"

(Incidentally, it might be noted that rope, referred to in the foregoing advanced 2c lb., as announced in a subsequent issue.)

In the issue of *HARDWARE AND METAL* of April 21, the following comment was made on the twine situation:

"Prices on binder twine for the 500-foot and 550-foot lengths have been announced by Canadian manufacturers at 15½c per pound for the former length and 16½c for the 550-foot length. On the 600-foot length and 650-foot lengths the prices had not been determined upon at the time of going to press. In our issue of last week it was announced that the price for one of the largest manufacturers was 15½c in Ontario."

The prices in full are given in the market reports elsewhere in this issue.

Is the 3-Grade Price System Practicable?

Western Merchant Questions Some Conclusions of Vere Brown, of Bank of Commerce, as Outlined in Recent Speech — The Three-grade Price Challenged as Impracticable—An Interesting Discussion of an Interesting Question.

EDITOR'S NOTE.—Vere Brown, Western manager of the Bank of Commerce, at a recent gathering made some very startling statements relative to retail trade conditions in the West. A synopsis of the address appeared in the *HARDWARE AND METAL* of March 10, under the title "Encouraging Cash Business." In this address Mr. Brown suggested some measures for meeting these conditions. The suggestions have given rise to considerable criticism on the part of some of the merchants who do not consider that the suggestions are feasible. The following letter from T. H. Witton, of Witton & Co., General Merchants, Paseweg, Sask., is a very fine setting of the merchants' side of the question. We would be glad to hear from any other merchants who are interested in this matter.

"**M**R. VERE BROWN, in his address to representatives of the various trade interests, recently met in Winnipeg, disclosed a state of affairs that is truly lamentable.

It is hardly conceivable that, in these days, 60 per cent. of the merchants in the Prairie Provinces have not a proper system of bookkeeping. Here is an opportunity for the Retail Merchants' Association to do a little educational work along these lines. And in Saskatchewan, at least, this matter is likely to receive attention ere long, provided that the merchants are only sufficiently pliant to recognize their shortcomings and progressive enough to embrace a much-needed reform.

Must Differentiate Between Cost and Credit Price

Mr. Brown's views anent the same price for goods sold for cash or on credit were very lucidly expressed; and no right thinking person will fail to ad-

mit that, if the merchant is to keep, let alone strengthen, his hold on the trade of his community, it is imperative that he differentiate between cash and credit. The man that pays cash should not be forced to contribute his quota to the expenses of bad debts, and other charges inseparable from a credit system.

Now comes the perplexing question of how the merchant may best conciliate both his cash and credit customers, and, at the same time strengthen his standing in the community.

Three Grade Price Open to Criticism

Mr. Brown may, or may not, have had experience in operating a general store, but his suggestion of three grades of prices, one cash and two credit, is open to much criticism. A moment's reflection will show the impracticability of this proposal. Take, for instance, a stock of general merchandize consisting of say ten different lines. To mark every article with three different prices would not only be very inconvenient, but would cause more or less confusion as well. On taking an order, it would be necessary to ask the customer, "Do you wish to pay now, in one month, or after harvest." This ascertained, only then would it be possible to write down the correct price of each article.

A Definite Attempt Fails

The writer, some time ago, saw the necessity of making a distinction between cash and credit prices, and sought to obtain the results of the three grade system in a different manner. Goods were marked down to the lowest cash prices, and all good charged were subject to an added 10 per cent., a discount of 4 per cent. being allowed for cash in 30 days. Thus, an article selling for \$3 cash was charged at \$3.30, and if paid

for within the 30 days, a discount of 4 per cent., or 13 cents, was allowed, making the net price \$3.17. It was, however, impossible to convince the cash customer that he was buying for less than before; and the man that paid monthly, although charged only 5 2/3 per cent. more than the lowest cash price, felt that he had a grievance. The scheme had, therefore, to be abandoned.

Knowledge of Human Nature an Asset

Henry Johnson, Jr.—or was it someone else?—recently wrote that a merchant's strongest asset was character. Without dissenting from this statement, it should be remembered that another asset, almost as strong, and certainly a dominating factor in success, whether business, political, or social, is a knowledge of human nature—in being able to influence others to willingly acquiesce in what one proposes or does. This is the underlying principle of successful salesmanship, as well as advertising, which is only another name for "salesmanship in print."

A Desire to Get Something for Nothing

Notwithstanding the Christian teaching that "it is more blessed to give than to receive," it is a psychological fact that most of us are pleased when we get — or think we are getting—something for nothing; and a pleased customer is another strong asset of the merchants, and one that should be assiduously cultivated.

In order to understand this principle, one has only to recall the success of the large co-operative societies in Great Britain, that attract business by means of discounts, or rebates, in the shape of dividends.

One of the merchants in a Central Sas-

(Continued on page 39.)

EDITORIAL COMMENT

IT COMES down to this: Every patriotic Canadian must be prepared to work harder this summer, whether on the farm or handling the work of some man who has gone on the farm.

* * *

CANADIAN failures during the first quarter of this year total 370, according to Dun's report. The liabilities involved are \$5,921,327, with assets of \$4,152,230. This is a better showing than has been made since 1913, proving, that despite the war and the attendant disturbed conditions, business is gradually improving.

INCREASED FREIGHT RATES PROBABLE

THE application of the Canadian railways to the Board of Railway Commissioners for an increase in freight and passenger rates is a natural climax to developments which have been taking place in the transportation situation in Canada and throughout the world as the result of war conditions. It is the outcome of adjustment in the cost of labor and supplies. If the increase of 15 per cent. now asked for is granted it will only cover a portion of the higher cost of operation and the railroads still have to face the problem of meeting other increased costs from earnings. This they may be able to do with more or less success while the present very heavy traffic continues but the future cannot be definitely forecast.

So serious is the crisis which the railroads are facing that the application for the increase of 15 per cent. on freight and passenger tariff has been made under the War Measures Act in order that official action may be expedited. In view of the evidence which the railways are prepared to submit it is generally accepted that the increase being applied for will be granted. In that event June will probably see the new increased rates in force and the effect upon the earning statements should therefore be felt at a comparatively early date.

The strength of the case which the railways are prepared to submit to the Commission may be judged from the fact that the systems making the application, the Canadian Pacific, the Grand Trunk, the Grand Trunk Pacific, the Canadian Northern, the Michigan Central, the T. & H. & B. and the Pere Marquette, will submit figures to show that the increase of 15 per cent. does not cover the actual increase in the coal bill alone for 1917. This is based on the actual contracts which have been entered into by the companies referred to compared with the price paid in 1916 and the latter naturally represents

an increase on what were normal prices prior to the war. The railroads will endeavor to take care of the other increases themselves and in this connection the very satisfactory volume of traffic is an important factor.

THE WEAKNESS OF THE BUDGET

THE Budget brought down by Sir Thomas White on Tuesday in the House of Commons will not be acceptable to the business men of the country. This view, is expressed without any political animus or, in fact, without any consideration whatever of the political aspects of the case. The Budget is, in reality, a war measure. It must be regarded from the standpoint of its adequacy as a measure of war. It is the opinion of *HARDWARE AND METAL* that the program laid down in the Budget is inadequate, leaving too much to the future and offering what must be regarded as temporary measures when it would be well to take the bolder course of initiating permanent measures for taking care of the enormous indebtedness imposed by the war.

No one will be inclined to quarrel with the idea of taxing the profits of war industries except in so far as the working of this tax is concerned. It is an assured fact that the palmy days of war profits are over. The big fortunes were made in 1915 and 1916 and it is quite possible that the higher percentage now to be levied, will not yield any appreciable increase over the amounts realized in the past two years. To impose a large tax now and not make it retroactive is likely to prove an abortive measure of revenue raising. And, at best, this is a temporary measure. When war orders cease, war profits will also cease. Then the Government must find a permanent means of paying off our indebtedness. By all means profits realized from war orders should be taxed and heavily taxed too but it would be well if the permanent plan which we must ultimately adopt were put into operation at once. We must bear our financial burdens sooner or later; let us, therefore, lift the full load now and not store up greater difficulties for the future.

The decision not to further increase the tariff is a sound one; for men of all shades of politics are agreed that the tariff in most lines is as high as it can safely go. How, then, can a permanent solution for the revenue be found? The answer would seem to be: Levy taxes on all pronounced luxuries and on amusements. The man who buys a pound of chocolates for 60 cents will pay an extra 5 cents for war

stamps. People who buy theatre tickets will pay more or less willingly a heavier levy for taxes. Assess the purchases of automobiles, pianos, gramophones, billiard tables a substantial tax; they will figure it in as part of the purchase price, and in time come to pay it without a thought. Take the matter of moving picture prices. The nickel show has vanished and people pay 10, 15 and 25 cents as willingly as they once paid the 5 cent charge. They accepted the war tax without a murmur, perhaps even without a thought. Make the tax as high as 50 per cent. of the price of the ticket and they would still pay it.

Manufacturers need not fear that such measures would restrict sales. People would buy anyway. The tax would be figured in as part of the price and accepted.

We must prepare ourselves to bear heavy burdens for years to come. It would be good business to face the issue squarely and see how best the burden can be distributed and adjusted and to assure the Government of our willingness to assume the burden. Politics should not come into this question at all.

HELPING PRODUCTION

HARDWARE AND METAL has voiced warm approval of the idea of the co-operation of city men being secured to help along increased production on the farm. The Empire, nay the world, needs more food; and it is the duty of every man to do all that he can to make greater production possible.

But great caution must be exercised in the matter of fixing a basis on which volunteer labor from the city can be utilized. There are evidences already of uneasiness, even of suspicion on the part of the farmer. He has the idea at the back of his head that this loud cry for increased production may be a cute dodge on the part of some slick city men to bring down prices. He may not exactly think this but the idea will not entirely "down" and he must be convinced that the whole movement is an honest effort to help win the war before he will throw aside his reserve and accept the plan enthusiastically.

Then there is need for caution in the matter of working out the general plan when it is adopted. Supposing it were found possible to raise a big force of volunteer workers in the cities and to distribute them around the farms for terms varying from two weeks to three months. Many of the men undertaking the burden would be green and too soft physically to be of much use for the first little while. Consider the position of the farmer who is paying \$1.10 a day to his volunteer "hired man" and who looks for results, for efficiency. The mistakes of the city man would irritate the farmer, the demands of the farmer would exasperate the weary city man.

To turn a huge body of city men loose on the farms would, unless a rare degree of discrimination were used, create a degree of class dissension that might bear bitter fruit in years to follow. The point cannot be too strongly made that the men at the head of this movement must proceed cautiously and that any working plan which may be adopted must be followed out with discrimination.

It is well to enter willingly into a scheme that has true patriotism behind it. It may seem pessimistic and reactionary to voice objections. The fact remains, however, that no plan has yet been devised which seems to cover the need perfectly and it is a duty to face the facts of the case before "plunging in."

ADVERTISING DISCOURAGES INFLATED PRICES

AN investigation into the influence of advertising on prices of commodities, recently undertaken by the Association of National Advertisers at Chicago, has brought out some very significant facts, among which is the statement that goods that are advertised are most likely to be sold at a just price. The investigation, commenced owing to the extensive agitation over the high cost of living, has proved that the inflated prices of commodities are not alone due to the natural causes of supply and demand, but in large part are due to the fact that the public has been victimized by speculators and is powerless to protect itself. Exploiters have profited by their own ability to conceal the real costs and working in the dark have been thus enabled to make enormous profits in violation of every principle of justice and fair dealing. And in most cases the law is powerless to reach such unscrupulous pirates.

It is a well-known fact among the nation's advertisers that the use of advertising is the cheapest and most effective method of marketing products, and in confirmation of this situation, it is significant that in the investigation it has been found that many of the big advertisers of the country have been able to reduce the price of their products or else to improve the quality without the selling price. The experiences of large advertisers who have profited by making known to the people the prices of their products, is in direct refutation of the common delusion that "advertising adds to the prices of the goods" and that the manufacturers can sell his goods cheaper by not advertising. The truth is that the business man who does not advertise throws away deliberately the most effective means yet devised for reducing the cost of selling.

In support of the contention as to the effect of advertising on selling prices, it is plain that as between prices that are manipulated in the dark, and those which are maintained in the light, the latter are bound to be the ones that are just and fair.

EVENTS IN THE TRADE

NEW FIRMS

Edmonton, Alta.—The Hingston-Smith Arms Co., Ltd., of Winnipeg, is arranging to establish a branch store in Edmonton. It has secured quarters in the Bradburn-Thompson block, on 101st street, for a term of years. J. Munro Hunter, recently of Simpson and Hunter, will be the manager.

BUSINESS CHANGES

Ninburn, Alta.—C. Drury has sold to R. Stuart.

Tyvan, Sask.—R. Kissinger has sold to C. J. Halverson.

Kisbey, Sask.—E. Ardon has been succeeded by C. H. Pollard.

Toronto.—McKnight Stove Company has discontinued business.

Fort Saskatchewan, Alta.—Western Hardware Co. has sold out.

Simpson, Sask.—Nesbitt & Warren have been succeeded by Prairie Hardware.

Kamsack, Sask.—Carment & Son, hardware, have sold their stock to J. G. Hallson.

Imperial, Sask.—Bradshaw & Anderson have been succeeded by Prairie Hardware.

Bladworth, Sask.—P. H. Robertson, hardware, has been succeeded by F. R. Robertson.

Willow Bunch, Sask.—Letourneau Bros., hardware, have been succeeded by J. Beauline.

Riverhurst, Sask.—Farmers' Supply Co. are selling hardware stock to S. Leavens & Co.

Toronto, Ont.—T. E. Hoar, hardware, West Toronto, has been succeeded by W. F. Moon & Co.

Arcola, Sask.—A. M. Watt, of Moose Mountain Co., Ltd., has purchased hardware stores at Imperial, Sask., and Simpson, Sask., to be included in the company's line of stores.

OBITUARY

Montreal.—J. H. Hanson, president of J. H. Hanson Co., Ltd., hardware merchants, is dead.

Stratford, Ont.—Duncan D. Hay, of the Frame & Hay Fence Co., died here last week, aged 49. He was widely known in gunning, golfing, and bowling circles.

Toronto, Ont.—The death occurred here of Edwin R. Rogers, Inspector of Public Charities for Ontario. He was engaged in the hardware business in Toronto a number of years ago.

Hespeler, Ont.—The death occurred last week of John Zryd, aged 82 years, who for many years conducted a hardware and tinsmithing business here. Mr. Zryd retired from business 19 years

ago. The late Mr. Zryd was born in Switzerland in 1835, and was brought to America by his parents, when he was two years of age.

Montreal, Que.—News of the sudden and unexpected death of H. G. Akers, Consulting Chemical Engineer for the Old Dominion Chemical Co., Yorktown Virginia, a subsidiary Company to McArthur Irwin, Paint Manufacturers, Montreal, has caused deep regret for the young engineer was a Canadian, a graduate of Toronto University, and a valued member of the staff doing most important work in his field. He died on Saturday 23rd inst. and his affairs and interment are being looked after by the manager of the plant at Yorktown who communicated at once with headquarters and relatives in Canada.



W. SHIVES FISHER,
Appointed Commissioner Dominion Rifle Factory

COMMISSIONER OF DOMINION RIFLE FACTORY

W. Shives Fisher of St. John, N.B.
Appointed to Control Former Ross Rifle Plant

W. Shives Fisher, Vice-President of the hardware firm of Emerson and Fisher, Limited, of St. John, N.B., has accepted the request of Sir Edward Kemp, Minister of Militia, on behalf of the Government, to become commissioner in charge of the Dominion Rifle Factory, formerly the Ross Rifle plant, during the period of appraisal.

Mr. Fisher has had extensive experience for this branch of work, in his long connection with the hardware and allied trades. In addition to being Vice-President of the above firm, he is President of the Enterprise Foundry Co., Sackville, N.B. Since the establishment of Emerson and Fisher, Limited, in 1878, Mr. Fisher has held the following offices: In 1907, President of the St. John Iron and Hardware Ass'n; President of the St. John Board of Trade from 1897-1898; President of the Maritime Boards of Trade, in 1906; New Brunswick Vice-President of the Canadian Manufacturers' Association in 1914. In addition to these business connections, Mr. Fisher has held many important offices in his close alliance with many benevolent societies.

Mr. Fisher's present appointment will place him in complete control of the operations of the Dominion Rifle Factory, and his work will involve matters of supplies and outstanding contracts as well as the investigation of any disputes arising.

ST. JOHN, N.B. NEWS

Plumbers on Strike—Casualties Among Former Hardware Men—Marriage of Capt. Keefe

W. S. Fisher, of Emerson & Fisher, Ltd., left this week for Ottawa.

Plumbers in St. John went on strike on April 23 when their demands for an increase from 37½c. per hour to 45c. in union shops and 50 cents in open shops, were refused by master plumbers, who had offered an advance to 40 cents.

Burton F. Ramsay, formerly clerk in the office of T. McAvity & Sons, Ltd., St. John, who has been at the front in an infantry unit, was wounded in the battle of Arras.

Harry E. McGourty, formerly with the St. John Iron Works, Ltd., was severely wounded on April 10.

James L. Kennedy, before enlisting a sheet metal worker with James McDade, St. John, is reported seriously ill in France.

Capt. George Keefe, formerly of the 26th Battalion, C.E.F., and now attached to divisional headquarters staff, Halifax, was married on April 18 at Dorchester, N.B., to Miss Carmelita Richard, daughter of Hon. and Mrs. A. B. Richard, of Dorchester. Captain Keefe is a son of John Keefe, manager at St. John for James Robertson Co., Ltd., and was a member of the staff of that firm before the war.

Montreal.—Messervy's, Limited, with a capital of \$25,000 has been incorporated, to carry on business as general merchants in hardware and allied lines.

Personal

J. H. Bundy, of Pickering, Ont., paid a business visit to Toronto during the first part of the week.

C. H. Thomas, manager Toronto branch Sherwin-Williams Company, was in Montreal during the latter part of last week at the headquarters of the company.

Sells Hardware Business

Geo. McKinney, Humboldt, Sask., has disposed of his hardware business to S. Fletcher, of Saskatoon. Mr. Fletcher has been the travelling representative for the Miller-Morse Hardware Co., Winnipeg, and has been making regular visits to Humboldt for the past ten years.

Industrial Notes

London, Ont.—The Ford Motor Co., propose building an extension to their local plant.

Hamilton, Ont.—The Dominion Steel Foundry are building an addition to their plant.

Woodstock, Ont.—The Standard Tube & Fence Co. propose to erect an addition to their factory.

Midland, Ont.—It is understood that a copper smelting plant will be established here by the International Copper Co. The old blast furnace is being taken down.

Oshawa, Ont.—An extension to the McCullough Brass Foundry is contemplated this summer. A site has been purchased adjoining the plant on the Ritson road.

Hamilton, Ont.—The Steel Company of Canada has decided to erect a by-product coke plant. Plans are being prepared, and it is understood construction will start at an early date.

Cookshire, Que.—The Imperial Wax Paper Co., a recently incorporated concern, will establish a plant here for making waxed paper by a new process, for which the company has secured the Canadian rights.

Winnipeg, Man.—The Dominion Tar & Chemical plant at Transcona, which has been closed down since the beginning of the war, is shortly to resume operations. It is understood the company has just entered into a large contract for creosoting.

Port Hope, Ont.—The Nicholson File Co., of which E. M. Thurber is manager, and which has been running night and day to its full capacity on war orders, is desirous of increasing the size of its plant, and wants a fixed assessment of \$35,000 for 10 years.

St. Catharines, Ont.—The Globe Shock Absorbing Co. of Canada, which was organized less than a year ago to manufacture a patent automobile tire, has purchased the old Russell-Jennings factory on Vine street, and will immediately begin the work of enlarging the building and installing new machinery.

IS THE THREE-GRADE PRICE SYSTEM PRACTICABLE?

(Continued from page 35.)

katchewan town, gave a small discount for cash, and although he charged higher prices than his competitors, to offset this discount, he certainly pulled trade, and no amount of explanation or advertising on the part of his competitors could convince the farmers that they were not getting "something for nothing." Even the manager of one of the banks in the town stated, in conversation with a friend, "Mr. Blank, you know, gives a cash discount, and it means a considerable saving on a year's purchases."

One Price and a Discount for Cash, Best System

For the average country general store, it would seem that the best system is to charge one price only, and to allow a discount for cash, with possibly a smaller discount for cash in 30 days. After 30 days, interest should be charged.

Just what discount to allow should be left to the merchant's own judgment, and would depend on the prices charged, turnover, and cost of doing business. It is not likely that a merchant doing a proportion of credit business could allow much of a discount from his present prices, especially on groceries; and it might be necessary to advance prices in some instances, taking care that the cash prices are, if anything, somewhat less than before.

It is not claimed for this system that it would solve the problem of mail order competition, but it would, at least, convince the cash customer that he was obtaining an advantage over his neighbor who runs a bill, and also remove an injustice that has tended to alienate the customer from the merchant. It would obviate the inconvenience of a three-grade price system, and, at the same time, place in the hands of the merchant one weapon with which to fight the menace of mail order competition.

Thanking you, Mr. Editor, for your indulgence, and hoping that the views of other merchants may be forthcoming on this important subject, I am,

Yours, etc.,

T. H. WITTON."

HARDWARE LETTER BOX

Electric Irons

R. T. Holman, Ltd., Summerside, P.E.I.—Please give names of Canadian manufacturers of electric irons.

Canada Hot Point Electric Co., Toronto; Canadian Westinghouse Co., Hamilton, Ont.; Canadian General Electric Co., Toronto; Flexible Conduit Co., Guelph, Ont.; National Electric Heating Co., Toronto; Radiant Electric Co., Grimsby, Ont.; Renfrew Electric Mfg. Co., Renfrew, Ont.—Ed.

Vol-Peek

Plaunt Hardware Co., Ottawa, Ont.—Please give name of maker of Vol-Peek. H. Nagle & Co., Montreal.—Ed.

* * *

Success Manure Spreader

D. Mistele, Rodney.—Can you inform me who are the manufacturers of the Success manure spreader or where repairs can be secured for same?

This spreader was formerly manufactured by the Harris Plow Co., which is no longer in existence, the plant having been taken over by the International Harvester Co., at Hamilton, Ont. Repairs can be secured from this latter concern.—Ed.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

722. Barbed wire and fencing.—A hardware firm in Trinidad is desirous of importing barbed wire and fencing from Canada.

723. Carpenters' tools.—A firm in Trinidad is inquiring for carpenters' tools.

720. Enamelled ware.—A Trinidad firm desires the addresses of Canadian firms exporting enamelled ware.

743. Linseed oil cake.—A Liverpool firm who use 3,000 to 5,000 tons of oil cake per annum wish to get into touch with Canadian exporters of the above. If shipping space difficulties render present business impossible, it is suggested that preliminary arrangements may be made for the future.

750. Metal and hardware lines.—A Liverpool firm of iron merchants and metal brokers are desirous of representing Canadian manufacturers of metal and hardware lines, including pig-iron and wire products, also pins, needles, cutlery, electro-plate, paints, oils, ropes, cements, felt, and rubber goods, etc.

751. Mild steel coopers' hoops.—A London firm seeks supplies of mild steel coopers' hoops, 15-gauge, for shipment to New Zealand, and invites quotations from Canadian manufacturers.

752. Cedar-wood brush handles.—A London firm is open to purchase small cedar-wood brush handles in 100 gross lots, and invites quotations from Canada manufacturers.

758. Pin-wire.—A Brimscombe firm is desirous of receiving quotations on 100 tons of mild steel pin-wire, comprising .022, .036, .028, .030, .032, .034, and .036 sizes. Delivery is preferred in ten or twenty-ton lots.

759. Hairpin-wire.—A concern in Gloucestershire is open to place an order with a Canadian firm for 100 tons of .052, .040 and .030 hairpin-wire. They prefer delivery in ten or twenty-ton lots.

765. Manure and hay forks.—A Bristol firm wishes to buy manure and hay forks from a manufacturer in Canada.

766. Handles.—A concern in Bristol desires to hear from a Canadian firm able to export hay and manure fork handles.

785. Lubricating grease.—A Glasgow firm, who uses considerable quantities of the above, wishes to get into touch with Canadian exporters.

786. Gasoline engines.—A Scotch firm, now purchasing the above from the United States, wishes to get into touch Canadian exporters.

787. Glue.—A Glasgow firm, in a position to buy in 5-ton lots, makes inquiry as to the possibility of obtaining the above from Canada.

THE JUNIOR CLERK'S PAGE

A Man of Marvellous Memory

A Sketch of James O. Farrell, Steel Man., and His Many Remarkable Qualities—How He Carries the Details of the World's Greatest Industrial Organization

ALIVING gazetteer of the world, a walking Atlas, an international encyclopedia, a commercial wizard, and a man of eerie memory—such, in brief, is James A. Farrell, ex-laborer, now president of the United States Steel Corporation, according to B. C. Forbes, who writes an intimate character sketch of the great steel king in *The American Magazine*. Neither a shipowner, nor a captain, he has a practical knowledge of the shipping business comparable with that of any living shipowner or skipper; neither a customs official nor a tariff expert, he carries in his head information in great detail on national and international affairs and customs duties. In the great organization of which he is head there are 270,000 employees and he sits at his desk in New York and talks with the operating and commercial officials identified with this vast industry, making suggestions and recommendations having to do with multitudinous details of the largest industrial organization in the world. He is intimate with every minute phase of his concern's manufacturing and selling business—a business that is running at three million dollars a day, or not very far from a billion dollars a year. In all his administrative and executive duties and activities, his great faculty for retaining in his memory minute details of an almost unlimited industrial field, are an outstanding characteristic and upon this Mr. Forbes enlarges:—

Questioned once, on the witness stand, as to what ingredients enter into wire products, he replied: "Between two and three hundred. Shall I name them?" Again asked, "How many competitors has the American Bridge Company, one of your subsidiaries?" he replied: "Three hundred and sixty-eight," and occupied one morning giving their location, capacities and character of work produced by them.

Asked, among thousands of other questions, whether the shipping facilities to certain parts of South America were good or bad, he immediately replied: "One hundred and fifty-eight vessels left here for the River Plate last year, sufficient for the volume of tonnage offered."

For ten days Mr. Farrell sat in the witness chair during the Government's suit against the Steel Corporation and, without consulting books, papers or data of any kind, answered every question fired at him. Not once did he have to reply, "I don't know." He appeared to

know everything, and to remember everything. Here, for example, is his reply—made wholly without any notes or memoranda—to the question, "Can you remember what percentage of the business of each of the subsidiaries of the Steel Corporation was foreign in 1910 and in 1912?"

"Yes; the Carnegie Steel Company 21 per cent. in 1910; 24 per cent. in 1912. The National Tube Company, 10 per cent. in 1910; 12 per cent. for 1912. The American Sheet & Tin Plate Company, 11 per cent. in 1910; 20 per cent. in 1912. The American Steel & Wire Company, 17 per cent. in 1910; 20 per cent. in 1912. The Lorain Steel Company, 30 per cent. in both periods. The American Bridge Company, 6 per cent. in 1910; 8.5 per cent. in 1912. The Illinois Steel Company, 1.2 per cent. in 1910; 2.4 per cent. in 1912." The judge and everybody gasped.

"That man's mind is a self-working cash register and adding machine combined," remarked one of the attorneys.

First Hand Knowledge

Mr. Farrell's uncanny knowledge of steel making and steel selling—he worked years in the mills in many departments of the industry and years on the road as a salesman; his unparalleled knowledge of shipping and of overseas countries—he first went voyaging with his father who was captain of a Maine-built ship, when twelve, and has since traveled in many lands; his familiarity with foreign tariffs and trade conditions all over the world—all this he has turned into profitable account for himself and still more for his country by increasing his company's export sales of iron and steel products from less than \$3,000,000 a dozen years ago to over \$100,000,000 during last year, an achievement in international trade not matched by any other American of the past or the present.

I asked Mr. Farrell how he had cultivated his supernatural memory.

Mr. Farrell, who rarely can be induced to talk for publication, disclaimed any abnormal powers of any kind. He is the personification of modesty. He had no desire to talk about himself, and it was not until I explained to him, after several attempts at an interview, that my object was to get him to give useful pointers to others, that he was induced to discuss the subject of memory cultivation.

Acquiring a Good Memory

"To cultivate a good memory," replied Mr. Farrell, "at first requires effort—great effort. In time it becomes easy and natural to remember things. To retain things in your mind becomes a habit.

"Conan Doyle, in his writings, propounded the right idea. You must concentrate. You must not carry any useless mental baggage. You must con-

centrate on the things in which you are interested and expunge from your memory everything you are not interested in. There must be not only a spring cleaning, but a daily cleaning of your memory, so to speak, in order to make room for fresh stores of helpful information.

"James J. Hill, who had perhaps one of the most remarkable memories of any man in the country, used to say that it is easy to remember things in which one is interested. Anyone wishing to acquire comprehensive knowledge of his business, or of any specific subject, must not try to store his mind with endless details about other things. For example, I have tried to learn all I could about the steel business in its mining, manufacturing, selling and transportation branches; but, to enable me to carry business information in my head, I have not attempted to retain in my mind minute detailed data about politics or baseball.

"Absorb what to you is essential—that is, everything pertaining to your field of endeavor. Abolish from your mind non-essential, extraneous subjects. No human brain has cells enough to store up all the facts about all subjects under the sun. Don't clog your brain cells with impedimenta. Feed them only with vital material, with things that will enhance your usefulness in your sphere of activity by increasing and improving your stock of needful information."

"How can a young man start in to improve his memory?" I asked.

A Tip to Young Business Men.

"The best foundation on which to build a strong memory is to cultivate a capacity for work. Good habits also contribute to a good memory; careless habits tend to distract and spoil the memory. A clear head is necessary to a keen memory.

"It is essentially true of the mind that it grows on what it feeds. Youth is the time when the mind and memory are most sensitive, most retentive and most plastic. It is especially important, therefore, to begin the proper training of the mind at an early age. It is as difficult to dislodge cumbersome, useless things from the mind as it is to acquire new and better supplies of knowledge. What was done badly has to be undone—often at considerable cost. As with most worth-while things in this world, a good memory calls for the paying of a price. Any youth or man who desires to train his memory must be prepared to pay the cost. He must be prepared to forego an endless round of even harmless pleasures. He must not hope to shine continually and conspicuously in social or society circles during his formative years. He must study while others play. His reading must be limited very largely to books and magazines and papers which will help him to acquire facts and a better understanding of whatever business or subject he is determined to master. He must utilize most of his spare time and not idle it away.

"Although I worked twelve hours a day when I started as a laborer in a wire mill when I was only fifteen years old, I studied very hard after finishing the whole round of the clock daily in the mill. I tried to learn all I could about the making of wire, and I managed

to qualify as a mechanic in a little over a year. I interested myself not only in the making of wire and in the general manufacturing of iron and steel, but I had a fondness for selling things, and I did my best to learn all about the duties of a salesman. When I did become a salesman I found my experience in the mill and my knowledge of the manufacturing end of the business a most valuable asset when I went to call on buyers.

"At school I found it easy to learn geography. My father and grandfather were both seafaring men, and maybe this helped to turn my attention to other parts of the world and to broaden my vision. It was natural that I should consider the possibilities of foreign outlets for steel products, so that before I became a foreign sales manager I had studied the subject very earnestly. Being interested, I could remember what I read and learned. To-day I suppose I do know a fair amount about foreign markets for steel and transportation facilities—how to reach these markets.

"The opening up of foreign markets for American products has entailed, of course, a great deal of detail work. But having accustomed my memory to retaining details, the work has appealed to me and has not been so very difficult to handle."

It is recognized throughout the steel industry that "Jim" Farrell has no peer as a master of detail. His oral replies to the Government's lawyers made their heads swim. They couldn't stump him, try as they might. John D. Rockefeller used to impress upon his aides that, next to knowing one's own business, the most important thing to know was what the other fellow was doing. Mr. Farrell abundantly demonstrated that he not only knew what his own corporation and every other company in the United States was doing, but that he was as familiar with iron and steel activities in other countries as with the process of manufacturing wire. Read this extract from the official court records:

Extraordinary Knowledge of Details.

Question: Do you happen to know what percentage of manufactures of iron and steel in Germany are exported?

Mr. Farrell: Sixty per cent.

Question: And in England?

Mr. Farrell: About sixty-five per cent.

Question: Are there any steel plants or iron plants in any other parts of the world that are able to ship to this country?

Mr. Farrell: Yes.

Question: Where are they?

Mr. Farrell: Well, for example, a new plant at Sinhi, India, near Calcutta; they are producing pig-iron for 17 rupees per ton.

Question: How much is 17 rupees?

Mr. Farrell: About \$5.40 a ton. It costs 45 cents a ton to ship that pig-iron from Sinhi to Calcutta. The wages paid in that country are three to five annas, or six to ten cents a day.

Question: What about the manufacture of pig-iron and steel in China?

Mr. Farrell: At the Han-yang Iron Works, opposite or near Hankow, about five hundred miles up the Yangtze River, they have a blast furnace and a rail mill, a mill for rolling bars and structural material, and near Hankow there is a very large bridge-building plant which our engineers consider as well equipped as any plant in this country.

Question: What is the cost of manufacturing pig-iron and steel in China?

Mr. Farrell: The Chinaman is paid about sixteen cents a day around the blast furnace.

Question: Has any pig-iron been imported into the country from China?

Mr. Farrell: Yes, about 200,000 tons.

Mr. Farrell could rattle off the exact location of every sizable iron plant, not only in America but in England, Germany,

Belgium, France, Austria, Russia, China, India—in short, all over the world. He knew the charges made by the railroads for carrying iron and steel from all these works to seaboard, and the ocean freight rates from any one point to any other point on the map. Distances, too, he had at his finger tips, and could always explain exactly the cheapest way to ship material from anywhere to everywhere. Straight off the bat he told the exact percentage, even to decimal points, of how much of America's total production was exported in every recent year. One lawyer wanted light on how many wheels were made in the United States, and Mr. Farrell obligingly informed him that the annual total was 2,260,000 of which 1,600,000 were made of steel. He was able to satisfy the legal gentleman's curiosity, also, as to how much scrap iron was collected by junkmen and others every year—about 1,500,000 tons, and added that material usually comes back in the form of scrap about fifteen years on an average from the time it was originally sold.

Shipping scores of millions of dollars' worth of steel products to the four corners of the earth isn't always a simple matter. The manufacturer can't always simply rail the stuff to a New York pier, load it on board a vessel and then close his desk with the thought that that shipment has been nicely taken care of. America, before the European War, could not boast of many vessels—although it is no exaggeration to say that James A. Farrell, by his pioneer work, did more than any other individual to develop and extend shipping facilities to and from the United States.

How to ship goods from New York to Vancouver, British Columbia, at an expense that would enable our manufacturers to meet European ocean-borne competition involved the solution of a veritable Chinese puzzle. Europe could send material for \$6 to \$7 a ton, whereas the rate from Pittsburgh was \$18 a ton. Mr. Farrell mapped out a plan to overcome this. He started a line of steamers which left New York, went through the Straits of Magellan, called at various ports on the west coast of South America, Mexico, and up to Vancouver.

"How were these steamers brought back to New York?" queried the attorney.

Mr. Farrell replied in these words:

"We go into the merchandise business to work the ships around the world economically to enable them to load out to British Columbia with steel. The steamers are chartered for lumber or coal from Puget Sound to the Gulf of California—that is, to Guaymas or Mazatlan. They then go across to a place called Santa Rosalia and load full cargoes of copper matte from the Boleo Mining Company, owned by the Rothschilds; from there to Dunkirk, France, or Swansea, England, to discharge this copper. They are then chartered again to bring them across the Atlantic in order to get them back here to go on a triangular run again. They generally come over with chalk; occasionally with other commodities. Just now we are bringing over a cargo of tin plates in one of our steamers from Swansea."

Question: How long does that trip take—the round trip?

Mr. Farrell: From seven and a half to eight months.

Importance of Knowing All About Your Job

Some executives declare airily that they never bother about details, that they do not know anything about them and leave their handling entirely to subordinates. I was anxious to get from Mr. Farrell his view of the importance of a knowledge of details and of having them properly attended to. My question struck a responsive chord.

"I could conceive no more humiliating experience," he replied, "than to be asked

some question concerning our operations and to be obliged to send for a subordinate to answer it. I would not consider myself fit for the job unless I knew the ins and outs of the business and how each detail of it is conducted.

"Suppose a manager of one of our properties were to be confronted suddenly with some problem, and were to call me up direct from the mills or mines for advice, wouldn't I feel extremely foolish if I couldn't grasp what he was talking about, and realize exactly the conditions facing him there?

"This corporation has many officers in the producing and selling departments. Not only do I meet and talk with many of them periodically in my office here, or during my frequent visits to our different properties, but I take pains to give their communications proper attention.

"If you were manager of an important enterprise and wrote a letter to the owner about something of moment you would not like to receive a perfunctory reply from John Smith, one of his secretaries. In the same way, if the president or other officer of a subsidiary refers anything to me for my particular consideration, I would reduce the value and dampen the enthusiasm of that man were I to turn the matter over to John Smith.

"Many telegrams, letters, statements and reports come to my office every day. I endeavor not to neglect any that calls for personal attention. Interviews with our officers and the daily receipt or all kinds of communications from the men running our various plants keep me in touch, of course, with the corporation's activities, so that my mind is not given opportunity to become rusty on these matters. Then I like to keep in touch with the workmen. Having worked alongside many of them, and having spent many a lunch hour at the mills as one of them, I naturally know many of them intimately. My memory has been very helpful to me in this matter.

"For instance, I was visiting one of our plants at Joliet, Illinois, some time ago, when one of the workmen came up to me and said, 'You don't know me, Mr. Farrell.' 'Yes, I do; you are John Wilson,' I replied. 'Where did you meet me?' he next asked. 'You were a rod roller in the New Haven Rolling Mill when I was there as a boy,' I told him. Such incidents occur every now and again, and I suppose they are as pleasant to the other workmen as they are to me—I still regard myself, of course, as a co-worker with every man in the employ of the corporation."



\$100,000,000 BRIBE FOR SCHWAB Attempt to Throttle Manufacture of Munitions for Allies

Boston, Mass.—Mayor Curley created a sensation by declaring in a speech at a patriotic mass meeting that an emissary of the German Government offered Charles M. Schwab \$100,000,000 if the Bethlehem Steel Company should cease making munitions for the Allies.

The Mayor said he had received the information from Mr. Schwab himself about two weeks ago at the launching of an Argentine steamship at the Fore River yards at Quincy. Mr. Schwab told him, he said, that the offer was made two days before Congress declared that a state of war with Germany existed.

"And this great big American, who stood for the great principles of the republic, refused," added the Mayor amid applause.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

The famine in iron and steel continues and conditions in the markets for these products are daily reflected in the many lines of hardware made of iron and steel. The heavy budget of price changes this week, all in an upward direction, indicate in a slight way the extreme firmness of the market. It is predicted by some authorities who should be in a good position to know the real situation, that there will be a greater shortage of materials this year than last year, or any time in the past. There does not appear to be any good reason to expect a cessation of hostilities before 1918 at least, and in the meantime great quantities of iron and steel will be required by the warring nations. Business continues good. With the opening of navigation wholesalers expect the shipping situation to improve considerably. Commodities in which advances have taken place during the week include all lines of Canadian builders' hardware, smooth steel wire, tacks and capped goods, shoe findings, solid and sectional sash weights, planes, fire extinguishers, fence pliers, boiler rivets, woodenware, oakum, building paper and roofing cement. Buyers of old materials are paying higher prices for old cast iron and stove plate, but declines in price have been recorded in old brass and copper. There is a steady demand for ingot metals, with prices unchanged from last week. All wire products are decidedly firm in price, with further advances recorded in the quotations on some lines. An advance on bolts and nuts will probably take place within the next few days.

MONTREAL MARKETS

MONTREAL, April 25.—Hardware prices are still soaring skywards, and many important price changes have gone into effect this week. The last week of April finds the hardware trade busy with the call of spring for all classes of goods needed in gardening. The stimulus given by the need for greater production, and the throwing open of vacant lots for cultivators, amateur and expert, is creating new demand for agricultural and horticultural implements. There is also a big call for house-cleaning materials and appliances, and the fact that many hardware stores now feature seeds is noted by wholesale dealers with the view that the demand for these is considerable and making for profitable business. Lawn mowers, lawn sprinklers, rubber hose, etc., are all in request. The week sees advances in many lines of important goods in the builders' hardware lists (Canadian). Shears are up; clay and rock picks show advances; wire nails are firm, and it is rumored that bolts are bound to advance. Black sheets are firmer, and galvanized sheets are almost sure to advance again. Rope and cordage is in such firm market that advances may be anticipated also. Tacks and shoe findings are advanced again this week.

Shelf Goods Show Important Changes

Montreal.

SHELF GOODS, ETC.—The principal changes in shelf goods this week are amongst the builders' hardware. All Canadian builders' hardware is advanced as far as iron and steel goods are concerned by about 10 per cent. This is a significant matter, for there seems to be a tendency towards further advances in shelf goods of many other kinds, and unless indications are astray, some advances may be found taking place next week. To keep a keen weather eye on all shelf goods, especially those made of iron and steel, is wisdom these days.

Stanley and Peterborough Goods Up

Amongst the builders' hardware lines affected are Stanley and Peterborough goods, and advances in these may be expected; indeed, counted upon, if not notified by the time this is published. Sargent goods, including all knobs, spindles, sash fasteners, door checks, and door bells, etc., are in the same category of advances.

Taylor-Forbes Goods Also

Taylor-Forbes goods are also advanced some 5 per cent. for all cast iron and steel goods.

Roofing Papers Advance

Paper is a strong rival to iron and steel in the matter of price advances, and this week finds the heavy papers up again in price. Heavy dry straw sheeting is \$3.20 per 100 lbs. Heavy tarred sheeting is \$3.20. Dry sheeting is 66c a roll, and tarred sheeting 79c a roll. Surprise dry sheeting is 73c a roll.

Bolts Going To Advance Further

Montreal.

As anticipated for some time past by **HARDWARE AND METAL**, bolts and nuts are almost at the point where advances in price are bound to go into effect. By next week higher prices are almost bound to be effective.

Lawn Mowers Advanced

There is a 10 per cent. advance in the cost of lawn mowers, and these are reported in brisk demand at present. The discount quoted is 33 1-3 off list, but possibly all firms are not making this their particular advance.

Tacks and Capped Goods Up

Tacks have advanced, and also capped goods to 65 and 12½. The discount used to be 70 and 10.

Excelsior Up 25 Per Cent.

Packing excelsior has advanced fully 25 per cent., due to increased cost of manufacture, and raw materials for this.

Tailors' Shears Advance

An advance is noted in Heinisch tailors' shears, and other similar goods made by this firm. The advance in tailors' shears is from 7½ to 8 per cent.

Shoe Findings Have Again Advanced

Montreal.

SHOE FINDINGS.—A new list of shoe findings has been issued, subject to change without notice, owing to the extremely firm state of the market for iron, and steel, and showing advances on the various lines involved of from 10 to 15 per cent. over the previously issued list. Shoe tacks are about 15 per cent. up. The new list is given in a panel elsewhere in this issue.

Picks And Shovels; Advances Are Noted

Montreal.

PICKS AND SHOVELS.—The advances in shovels recorded fully in the Toronto market report are in full force in Montreal now, and there are further advances in similar articles. Shovel handles, for instance, have advanced, and one large firm quotes these now at \$3.65 per dozen. Clay and rock picks have advanced, and the prices quoted by another

large firm are as follows:—Clay picks, 5 to 6 lbs., per doz., \$6.50; 6-7 lbs., \$6.70 per doz.; 7-8 lbs., \$7 doz.; 8-9 lbs., \$7.50 per doz.; 9-10 lbs., \$8.50 per dozen. Rock picks, 5-6 lbs., \$7 doz.; 6-7 lbs., \$7.25 doz.; 7-8 lbs., \$7.50 doz.; 8-9 lbs., \$8 doz.; and 9-10 lbs., \$9 per doz. These prices are a few cents lower than some other firms are quoting for clay and rock picks. Bulldog and Jones shovels are now 35 per cent. off; Old's Fox and Starr shovels are 12½ per cent. off; Jones coal scoops are now 15 and 10 off; Crescent coal scoops 12½ and 5; and Jones riveted scoops 20 per cent. off.

Iron And Steel

Distinctly Firm

Montreal.

IRON AND STEEL.—Fifty dollars at least is the current quotation per ton for Canadian pig iron, but this price varies from day to day, almost from hour to hour, and it is a question whether mills are prepared to quote except on the basis of changes at any time without notice. The situation as regards iron and steel could hardly well be firmer. All forms of goods manufactured from iron are advancing rapidly in price. The only ray of relief is found in the vague suggestion that things may be found trending easier in iron and steel towards the end of the year, and this is more theory than practice at present, and is based no doubt on expectations of a cessation of warfare during the present year. For the immediate present everything in iron and steel is absolutely at the firmest possible, and likely to remain so during the summer, short of the miraculous.

Common bar iron, per 100 lbs.	\$ 4.00
Refined iron, per 100 lbs.	4.25
Horseshoe iron, per 100 lbs.	4.05
Norway iron	11.00
Mild steel	4.70
Band steel	4.70
Sleigh shoe steel	4.70
Tire steel	4.90
Toe calk steel, per 100 lbs.	5.60
Mining tool steel, per lb.	0.13½
Black Diamond tool steel, per lb.	0.16
Spring steel	6.25
Single reeled machinery steel	6.25
Iron finish machinery steel	4.75
Harrow tooth steel	4.85
Black Diamond cast steel, lb.	0.16

Outlook Is For

Higher Priced Nails

Montreal.

NAILS, WIRE, ETC.—There is a very ominous opinion on the market at present to the effect that standard wire nails, which are to-day quoting at \$5.25 base, may actually go to the extraordinary figure of \$10 base (!!!). This is an alarmist note, but it has been heard, and, while the quieter minds on the hardware market are disinclined to anticipate any such tremendous possibility, the mere fact that men are prepared to imagine nails at \$10 base shows how strong the market is, and how serious is the situation in iron and steel manufactured goods. Advances might be heard of before long in wire nails and other products. There is at present a good demand for wire fencing.

Market For Sheets

And Plates Strong

Montreal.

SHEETS, PLATES.—In every way the market for sheets and plates is as firm

NET LIST OF SHOE FINDINGS

Adopted April 23, 1917

SHOE RIVETS.

In 1 lb. Papers.

Steel Wire.

									Per 100 lbs.
16	Ge. and Heavier	3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
		\$18.00	15.25	14.50	14.00	13.00	12.25	11.25	10.50
17	Ge. Add	\$0.90							
18	" "	2.00							
Clinch Point									
		3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
		\$18.50	15.75	15.00	14.50	13.50	12.75	11.75	11.00
17	Ge. Add	\$0.90							
18	" "	2.00							
Cobblers' Rivets									
		3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
		\$20.50	17.00	16.00	15.50	14.50	13.50	12.50	11.75
17	Ge. Add	\$0.90							
18	" "	2.00							

Brass Wire

									Per 100 lbs.
		3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
		\$77.25	73.50	72.25	71.25	70.65	69.95	69.35	68.85
17	Ge. Add	\$1.50							
18	" "	3.50							
Clinch Point									
		3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
		\$78.75	75.00	73.75	72.75	72.15	71.45	70.85	70.35
17	Ge. Add	\$1.50							
18	" "	3.50							
Cobblers' Rivets									
		3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
		\$88.30	84.15	82.55	81.40	80.10	79.90	79.20	78.65
17	Ge. Add	\$1.50							
18	" "	3.50							

Bulk Shipment.

Less 25c Net for quantities of 100 lbs. One size.

HEEL OR SHOE NAILS.

14	Ge. and Heavier 4/8 and Longer.	In Bulk	\$12.25	per 100 lbs.
		In 1 lb. Papers	\$12.75	per 100 lbs.
15 and 16	Ge. Add 65c to above price.	In 100 lb. quantities.	One size.	
17	Ge. Add	" "	" "	" "
18	" "	" "	" "	" "

Swedes Iron

14	Ge. and Heavier 4/8 and Longer.	In Bulk	\$13.00	per 100 lbs.
		In 1 lb. Papers	\$13.50	per 100 lbs.
15 and 16	Ge. Add 65c to above price.	In 100 lb. quantities.	One size.	
17	Ge. Add	" "	" "	" "
18	" "	" "	" "	" "

Silver Point

All sizes, \$13.00 per 100 lbs.

Hard Steel Nails	\$18.50	Wood Heel Nails	Per 100 lbs.
			18.50
			Per 100 lbs.
			\$13.25

HOB AND HUNGARIAN NAILS.

		In 1 lb. Papers.		
11-12-13	Ge. and heavier, 3/8 and shorter		\$13.50	per 100 lbs.
	3½/8 and longer		13.00	"
14	Ge.		14.60	"
	3/8 and shorter		14.10	"
15	Ge.		15.40	"
	3/8 and longer		14.90	"
	3½/8 and longer			"

If in Bulk deduct 50c Net.

CHANNEL NAILS.

		In 1 lb. Papers.		
5/8 and longer		\$15.50	4½/8	Per 100 lbs.
			4/8	16.00
				16.50
3½/8		\$17.00	3/8	Per 100 lbs.
				19.00

TACKS.

		In 1 lb. Papers or Bulk.						
		Shoc or						
		Hand						
½ oz.		\$27.70						
¾ oz.		25.30						
1 oz.		22.70						
1¼ oz.		22.30						
1½ oz.		21.50						
1¾ oz.		20.80						
2 oz.		20.25						
2½ oz.		18.75						
3 oz.		18.65						
4 oz.		17.65						

Insole Machine Tacks, charge same as Machine Welt.

Insole Hand Tacks, charge same as Pullers.

Wood Heel Tacks, 5/8 and 6/8, \$21.40 per 100 lbs.

SHOE TACKS.

		In Dozens.						
		Per 100 dozen						
1½ oz. and smaller		\$ 33.00	4	oz.			\$ 62.00	
2 oz.		39.00	5	oz.			73.00	
2½ oz.		44.00	6	oz.			85.00	
3 oz.		50.00	8	oz.			114.00	
3½ oz.		56.00	10	oz.			142.00	

Packing Extras (Add to List)

All Goods packed in ½ lb. Papers	\$1.00	per 100 lbs.
All Goods packed in less than ½ lb. Papers	3.50	"
All Goods packed in less than ¼ lb. Papers	4.50	"

Terms—2% Cash in 30 Days.

Delivered in Store:

Montreal, Toronto, Hamilton, Galt, Morrisburg, Quebec, Kitchener.

Freight Allowance

Actual freight not exceeding 25c per 100 lbs. on shipments of 200 lbs. or over allowed from Montreal, Toronto, Hamilton and Galt.

as ever; and the condition shows little sign of any improvement. Prices for the current week in the principal lines of the heavier plates, and the lighter sheets show no more than the prevailing tendency to greater rather than less firmness. The iron and steel manufacturing industry presents the steady front of unexampled activity with orders piling up still, and prices made mostly from day to day. There were hints of somewhat easier conditions for the latter part of the year, but so far, and at this early stage such hints are only indications of tendency, and hardly to be considered market factors. The outlook is still for costly buying in sheets and plates, and great shortages of all lines prevail. A twenty-five cent advance is noted in black sheets with even a firmer note as regards the smaller gauges, and advances in galvanized sheets may be expected shortly.

	Per 100 lbs.	
No. 10 gauge, base	\$7.00	\$7.25
No. 28 gauge, base	7.50	7.75
1/4-inch (boiler plates)	6.50	6.50
Differentials for other gauges: No. 12 gauge 10c higher than No. 10; No. 14 gauge 20c less than No. 10; No. 16 gauge 10c less than No. 10; Nos. 22-24 gauges same as No. 10; No. 26 gauge is 10c less than No. 28.		

Outlook Is For Higher Rope Prices

Montreal.

ROPE, TWINE, ETC.—There is a very strong tone to the market for all the raw materials of rope and cordage manufacture, and it will not surprise anyone in the trade to find further advances in the cost of all kinds of rope and cordage before very long, in spite of the fact that only last week there were advances as recorded in **HARDWARE AND METAL**. British Manila may show a higher base price since the market for the raw material is steadily advancing at time of writing. Sisal also is in stronger market, subject to daily advances. Cotton ropes are likely to advance any day owing to the effect of war upon the raw material re-emphasised by the United States entry into the circle of the Allies.

Gasoline And Coal Oil Still Steady

Montreal.

GASOLINE, ETC.—Although the market for crude oil has been subject to an advance of fifteen cents per barrel within the past ten days the advance has not up to date of writing been reflected in the product. Gasoline still quotes at 32½ cents per Imperial gallon in Montreal, and coal oil is also unchanged, Royalite 17 cents a gallon, and Palacine 20 cents. The demand for gasoline for automobile business is now growing rapidly, and reaching greater proportions than ever.

Electric And Gas Stoves, Etc., Active

Montreal.

STOVES AND RANGES.—In the main line of fuel stoves, ranges, and heaters, there is the usual market condition at this time of year, and the keenest interest of the retail market is diverted now

from such lines. But with the outlook very certainly towards higher prices for fall in stoves heaters and ranges wide-awake buyers are watching the markets warily.

Market For Old Materials Weaker

Montreal.

OLD MATERIALS.—There was a general weakening in the market for old metals and metallic scrap during the past week since last report. Yellow brass has gone easier in price to 15¼ cents, a decline of half a cent per pound. Red brass is unchanged but in weaker market as to demand. Heavy zinc is down half a cent to 9 cents a pound. Heavy copper is down half a cent a pound to 24½. The other metals mentioned in the quotation list below are all in slightly weaker market, and cast iron and stove plate have declined by a dollar per ton (gross) old cast iron being now worth \$22.00 and stove plate \$14.00. This decline in the market for old metals was indicated last week. The market for old rubbers and tires remains unaltered.

Tea lead	\$ 0.07	.....
Heavy lead pipe	0.08¼	.....
Yellow brass	0.15	0.15¼
Red brass	0.19½	.....
Light brass	0.09	.....
Heavy zinc	0.09	.....
Heavy copper	0.24½	.....
Old cast iron, per gross ton ..		22.00
Stove plate, per ton ..		14.00
Old rubber, boots and shoes ..	0.07½	.....
Overshoes, lumbermen's rubber boots	0.07½	.....
Auto tires	0.05¼	.....
Bicycle tires	0.02½	.....

Lead Market May Firm Up Products

Montreal.

LEAD AND ZINC PRODUCTS.—Although there is a gathering strength apparent in the market for lead, no alterations have been made so far in the prices of lead products. Spelter is rather dull in market at present so that changes in zinc products are hardly expected through special exigencies affecting manufacture. The various lead products and solders are quoted as listed here-under at the same prices as prevailed last week. Owing to the firmness in lead changes upwards before long would not be unlikely.

Lead pipe, lb.	\$0.16	....
Lead waste pipe, lb.	0.17	....
Lead traps and bends	10% on list	....
Lead wool, lb.	0.16	0.16
Lead sheets, 3 lbs. sq. ft.	0.16	....
Lead sheets, 3½ lbs. sq. ft.	0.16	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.15½	....

Cut sheets, ¾ lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0.35	....
Solder, strictly, lb.	0.32¾	....
Solder, commercial, lb.	0.31¾	....
Solder, wiping, lb.	0.31¼	0.32
Solder, wire, lb.	0.35	....
Zinc sheets, per lb.	0.25	....

Of Ingot Metals Tin Is Firmest

Montreal.

Tin Gathers Strength

TIN.—Owing to some excitement at London, and similar tendencies noted in New York, also due to the advance in war risks recently in effect tin is stronger this week, and quotes for large orders as high as \$58.00 per 100 lbs. For orders of smaller size from \$58.50 to \$59.00 would be charged at time of reporting.

Lead Shows Advances

LEAD.—There appears to be more activity in lead. New York is on the lookout for news of U.S. Government orders, and the requirements of the States for this metal through government channels are put at around sixty thousand tons. Producers of lead are sold up for the next few months, and a firm market is thus forecast. From \$12.75 to \$13.00 per hundred pounds would represent the market at time of writing with every indication of growing firmness.

Copper Rather Less Active

COPPER.—If anything copper is lower in price for hardware trade supplies, and \$34.25 to \$34.75 per hundred lbs. are quotations for ordinary small scale business. About \$35.00 to \$36.00 was the figure last week. Larger consumers could secure quotations a dollar less.

Spelter is Quieter

SPELTER.—There is a quieter tone about spelter especially in New York. About \$12.00 to \$12.50 are quotations for hardware trade orders, and there is not much difference as regards larger orders. At present prices it is said that it will soon be unpractical for some smelters to produce this metal which is already in the neighborhood of its pre-war prices in America.

Antimony Also Quiet

ANTIMONY.—Antimony is also rather quiet with prices unchanged from last week, when \$32.00 to \$33 was quoted for small orders, and \$27. to \$29.00 for larger orders.

Aluminum Unaltered

ALUMINUM.—There is not much doing in aluminum in Montreal at present, and the price \$72.00 of last week is regarded as the market quotation per hundred pounds by leading metal men.

TORONTO MARKETS

TORONTO, April 26.—Price changes have been in an upward direction in a number of lines during the week, some of the more notable changes being in tacks, capped goods, and wire. A new list has been adopted for shoe findings. Makers of builders' hardware in Canada have all advanced their prices. Certain makes of planes have also been

moved higher. Business has been very good during the week, with shipments of goods on railways arriving and being despatched in fairly good time. With the opening of navigation wholesalers anticipate the shipping situation will improve considerably, as a greater number of cars will be released to look after the necessary land traffic.

Builders' Hardware Higher by 7½ Per Cent.

Toronto.

BUILDERS' HARDWARE.—An advance of 7½ per cent. has been made effective during the week in the price of Canadian makes of builders' hardware by the changing of discounts. Where formerly the discount was 25 and 2½ per cent. off list it is now 22½ per cent. Higher prices for raw materials, such as steel and iron, together with the increased labor cost, is given as the reason for the advance. Above discount applies to both brass and iron goods.

Tacks And Shoe Findings Higher

Toronto.

TACKS, SHOE FINDINGS.—The change in discounts on hardware tacks and capped goods provides for an increase of approximately 10 per cent. On tacks where the discount was formerly 70 and 10 per cent., it is now 65 and 12½ per cent. For capped goods the discount is the same as that on tacks, namely, 65 and 12½ per cent. Shoe findings have also been advanced in price, and new net lists have been adopted, which are shown elsewhere in a panel in this issue. Cooper's nails have also advanced, and are now quoted at 12½ per cent. discount.

Sash Weights, Lace Leather And Planes Up

Toronto.

WEIGHTS, LACE LEATHER, DOOR KNOBS.—Advances in various lines of shelf hardware have taken place during the week, some of the chief ones being in sash weights, lace leather, door knobs, planes, fire extinguishers, fence pliers and boiler rivets. Advancing prices of raw materials is attributed as the reason for the advances.

Sash Weights Higher

Both solid and sectional sash weights are quoted higher; in the instance of the former the advance amounts to 15c, while the sectional have advanced 55c per hundred pounds. Solid weights are now quoted at \$2.55 per hundred, while the sectional are \$4.25 per hundred for both ½-lb. and 1-lb. weights. Some wholesalers have withdrawn prices on sash weights and cast washers.

Lace Leather Advances

Advances have been recorded in the price of lace leather in sides and cut lace leather. By some firms the lace leather in sides is now quoted at \$1.60 per pound, with cut lace leather at \$1.85 per pound.

Discounts on Lawn Mowers

New discount on Taylor-Forbes lawn mowers is now 33 1-3 per cent. This new discount provides for higher prices.

Door Knobs Moved Upward

Higher prices have been made effective on porcelain door knobs, with japanned and nickel-plated mountings. Such porcelain door knobs, with mortice and rim japanned, are now \$1.85 per dozen,

while porcelain door knobs, with nickel-plated mortice and rim, are now quoted at \$3.50 per dozen.

Planes Have Been Advanced 10 to 20%

Toronto.

PLANES, FIRE EXTINGUISHERS.—An advance of 10 to 20 per cent. has been made effective in all lines of goods manufactured by Stanley Rule and Level Company, with the exception of rules and braces.

Prices on Hay Knives

New prices have been put into effect on hay knives, which provide for a substantial increase. Lightning brand is now quoted at \$9 per dozen net, and Heath's brand is also quoted at \$9 per dozen net.

Prices on Grass Hooks

An advance was announced last week in grass hooks, amounting to 25c per dozen. No. 2 is now sold at \$2.65 per dozen, No. 3 at \$2.75, No. 4 at \$2.85, and Little Giant at \$4.65 per dozen.

Fire Extinguishers Up 10 Per Cent.

An advance of approximately 10 per

PLUMBING ENAMELWARE MAY ADVANCE

While **HARDWARE AND METAL** is about to go on the press information has been received indicating a very strong position in the market for plumbers' enamelware. It is highly probable that an advance all along the line will be made, and that the increase in bathtubs will be from \$2 to \$3 each. The higher cost of raw materials is largely responsible for the situation.

cent. has been made in the price of Pyrene fire extinguishers, the new price being \$8.75 each.

Fence Pliers Up

The Elm City brand of fence pliers has been moved to higher levels, and is now quoted at \$12.90 per dozen.

Boiler Rivets Advance 50c

An advance of 50c per hundred pounds has been made in the price of boiler rivets, which now makes the base price \$7 per hundred pounds.

Plumbers' Spun Oakum Moved Up

Toronto.

OAKUM.—After remaining stationary for some months, the price of plumbers' spun oakum has been increased ½c per pound by some concerns who had been quoting at 8c per pound previously. The general quotation in the market is now from 8½c to 9c per pound. Other grades of oakum remain unchanged. Following are the quotations:

	Per 100 lbs.
Best American	\$20 75
U.S. Navy (American)	20 00
Clipper U.S.	17 00
U.S. Navy (English)	17 50
Plumbers' Spun	8 50
	9 00

Building Paper And Roofing Cement Up

Toronto.

BUILDING MATERIALS.—An advance in the price of building paper and liquid roofing cement has been made effective during the week. Dry fibre paper No. 2, that formerly sold for 62c per roll, has been increased to 66c, while tarred fibre No. 2 has been increased from 75c to 79c per roll. Surprise fibre building paper has been increased from 67c to 73c per roll. Liquid roofing cement in barrels has been advanced 5c per gallon, and is now selling at 27c, while in small lots of 5 and 10 gallons the increase has amounted to 8c per gallon, the selling price now being 32c per gallon. There has been a better demand for building paper during the past two weeks, dealers reporting in some instances that they had sold more in that time than they had sold for a year past. This to them indicated that considerable building was going on this spring.

Woodenware Goods 15 Per Cent. Higher

Toronto.

WOODENWARE, BROOMS.—An advance of 15 per cent. has been made effective by one of the large manufacturers of woodenware, and includes all lines, such as washtubs, pails, paint containers, etc. The advance has been occasioned through the higher cost of materials, such as wire and other metal parts, together with the additional labor cost. Brooms are also in firm market, with advances of 25c per dozen recorded by some wholesalers during the week. Broom corn in the United States is now selling at \$450 per ton. This, in the opinion of some dealers, almost makes broom corn prohibitive for the manufacture of brooms, and there is a question in their mind as to whether it will be used to any extent at these prices. Some manufacturers are already trying out substitutes.

Gasoline Demand Getting Much Heavier

Toronto.

GASOLINE, COAL OIL, LUBRICATING OILS.—There was a steadiness in the market for gasoline and oil products during the week. Consumption in this district was reported heavier than in any previous week this spring. Gasoline remained unchanged at 31½c and 32c per gallon, with benzine at 1c under the prices for gasoline. Coal oil and lubricating oils remained unchanged at prices given in the current quotations. There was a decline in the price of fuel oil during the week the price in tank cars now being 9½c per gallon and in barrels 11c per gallon. This represents a decrease of 1½c per gallon.

Steel Wire Higher; Nail Market Firm

Toronto.

WIRE, NAILS.—An advance of 25c per 100 pounds on the base price of smooth steel wire, hay wire in coils, and

oiled and annealed wire has been made effective during the week. The base price on smooth steel wire for Nos. 0-9 gauge is now \$6 per 100 pounds, with the usual extras on heavier gauges. Hay wire in coils has also shared in the advance, and the price on No. 13 is now \$5.70, for No. 14 \$5.75, and for No. 15 the price is \$5.85. On oiled and annealed wire, No. 10 is now quoted at \$6.16, No. 11 at \$5.23, and No. 12 at \$6.30. Fine steel wire, cut hay baling wire, stovepipe wire, and wire bale ties, together with staples, remain unchanged. The price of steel wire nails held firm during the week, and is quoted at \$5.20 base. Cut nails remain unchanged at the advance recorded last week, the base now being \$5.05.

Black Sheet Prices Have Been Readjusted

Toronto.

SHEETS, PLATES.—There has been a firmness in the market for black sheets during the week, with some dealers moving their prices upward somewhere near the basis of the higher market quotations announced last week. The price of black sheets is stated to be somewhere near a parity with prices in the United States. In galvanized sheets there has been a movement toward higher levels by some concerns during the week, with the intimation that they are likely to go higher in the near future. Premier brand remained unchanged during the time intervening since last issue.

	Per 100 lbs.	
10 gauge	\$7 00	\$ 75
12 gauge	7 10	7 05
14 gauge	7 00	6 95
16 gauge	7 10	7 00
18-20 gauge	7 15	6 80
22-24 gauge	7 20	6 85
26 gauge	7 25	6 90
28 gauge	7 35	7 00
29 gauge		7 10
½-inch boiler plate		7 50

Corrugated Sheets May Move Upward

Toronto.

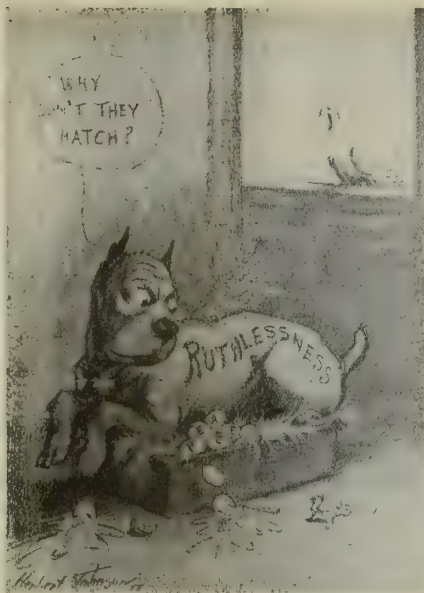
CORRUGATED SHEETS.—There is strong probability that the price of corrugated sheets may be moved to higher levels in the near future, as dealers point out with the recent advances in black and galvanized sheets the price of corrugated sheets does not place them on a parity of value when the extra work entailed in corrugating is taken into consideration. Demand for corrugated sheets, however, continues to be light. Prices during the week remained unchanged.

	Galvanized	Painted
	Per 100 Sq. Feet	
No. 28 gauge	\$ 6.50	\$ 5.50
No. 26 gauge	7.00	6.25
No. 24 gauge	11.00	8.50
No. 22 gauge	12.25	10.50
No. 20 gauge	15.50	13.00
No. 18 gauge	20.00	16.50

Demand For Iron And Steel Continues Good

Toronto.

IRON AND STEEL.—The demand for iron and steel during the week has been fairly good, following a period of comparative inactivity coming on the heels of the entry of the United States into the



The Amateur Stepmother.

—From Saturday Evening Post.

war. Prices have held steady at the advances recorded last week.

	Per 100 lbs.	
Common bar iron	\$ 4 75	
Common bar steel	5 00	
Refined iron	5 10	
Angles, base	5 25	
Horseshoe iron	5 00	
Norway iron	8 00	9 00
Mild steel	5 00	
Tire steel	5 20	
Toe calk steel	5 75	
Sleigh shoe steel	5 00	
Band steel	5 25	
Spring steel	6 50	
Mining tool steel	17 00	18 00
Sheet cast steel	26 00	35 00

Boiler Tubes Are In Firm Position

Toronto.

BOILER TUBES.—Due to the position in the United States, where it is stated warehousemen are in some instances quoting boiler tubes higher than they are selling for in Canada, there is naturally a firm position in the Canadian market. A recent advance of 5 per cent. was made effective in the United States, but Canadian dealers have not yet followed upward in conformity with this advance. Prices locally remained unchanged during the week.

	Per 100 Feet	
	Cold Drawn	Lapweld
1-inch	\$24.00	\$
1¼-inch	30.00	....
1½-inch	32.00	25.00
1¾-inch	32.00	25.00
2-inch	35.00	26.00
2¼-inch	37.00	....
2½-inch	44.00	33.00
3-inch	47.00	38.00
3¼-inch	....	45.00
3½-inch	59.00	48.00
4-inch	74.00	60.00

Wire Solder Has Advanced 1½c Pound

Toronto.

LEAD AND ZINC PRODUCTS.—Wire solder has been increased in price during the week by 1½c per pound, which makes the selling price now 36½c. There has been a good demand for lead and zinc products during the week. Pig lead in the primary market was slightly easier in price, but not sufficient to affect

the price of products. Other lines of these commodities remain unchanged.

Lead pipe, lb.	\$0 16	....
Lead waste pipe, lb.	0 17	....
Lead traps and bends	Plus 10%	....
Lead wool, lb.	0 16	....
Lead sheets, 3 lbs. sq. ft.	0 17	....
Lead sheets, 3½ lbs. sq. ft.	0 17	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 16	....
Cut sheets, ¾ lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 37	....
Solder, strictly, lb.	0 35	0 40
Solder, commercial, lb.	0 33	0 37
Solder, wiping, lb.	0 33	....
Solder, wire, lb.	0 36½	0 52
Zinc sheets, per lb.	0 26	....

Brass And Copper Down; Old Cast Iron Up \$3

Toronto.

OLD MATERIALS.—The weakness noted in the market for old materials, particularly in brass and copper, which was noted last week, has manifested itself in lower quotations that are being made this week. Yellow brass is down 1½c per pound; red brass declined 2c; heavy copper is down 1½c. Old heavy lead pipe, on the other hand, is firmer by ½c, and is now quoted at 10c per pound. Heavy zinc has also declined ½c. Old cast iron has been advanced \$3 per ton, and stove plate is up \$3.50 per ton. The condition of the market for ingot copper in the United States, where lower prices prevail, has affected the market for old brass and copper.

	Per lb.	
Tea lead	\$ 0.06½	....
Heavy lead pipe	0 10	....
Yellow brass	0.14½	....
Red brass	0.19	....
Light brass	0 10	....
Heavy Zinc	0.09	....
Heavy copper	0.24½	....
Old cast iron, per ton	23.00	....
Stove plate, per ton	18.00	....
Old rubbers, boots & shoes.	0.08½	....
Overshoes, lumbermen's rubber boots	0.06½	....
Bicycle tires	0.02½	....
Auto tires	0.06	....

Binder Twine Prices Are Now Complete

Toronto.

CORDAGE, TWINE.—The list of prices on binder twine has now been completed and announced by the manufacturers. Last week, at the time of going to press, the schedule had been announced only for the 500-foot and 550-foot lengths. Prices on the 600-foot length and 650-foot have been arranged. There has been very heavy booking of binder twine, and factories will have to run to capacity to meet the requirements of the trade. Orders for sufficient stock to meet the requirements of the country have been pretty well placed, so that even if a further increase in price were made it would not affect the situation materially. Twine men are of the opinion that prices will hold steady at least until such time as factories get caught up to a certain extent with orders. The demand for cordage is fairly good. Small wrapping twines are moving freely. A special article on the twine situation appears elsewhere in this issue. Prices on binder twine for all the lengths are as follows:

	Per Pound.
500-foot	0.15¾
550-foot	0.16½
600-foot	0.17
650-foot	0.17¾

In five-ton lots there is a discount of $\frac{1}{2}$ c per lb. from above prices, and in ten-ton lots and upward $\frac{3}{4}$ c lb. discount. Freight is paid on 300 lbs. and up to nearest station.

Demand For Ship Plate May Make Stoves Higher

Toronto.

STOVES, ENAMELWARE.—Manufacturers of stoves report that with the growing demand from shipbuilders for ship plate at much higher prices than the mills have been in the habit of charging for stove plates there is a strong probability that the rolling mills may devote their energies entirely to this trade, or else advance their prices in conformity with the price of ship plate. If this takes place, manufacturers can see but one alternative—higher prices for stoves. The prospect for raw materials for stove manufacture for the future is accordingly looked upon as acute. Gas and electric stoves have been going into consumption at a goodly rate. Enamelware is in firm market, but prices have held steady during the week.

Bolts and Nuts In Very Firm Market

Toronto.

BOLTS AND NUTS.—There is a very firm position in bolts and nuts owing to the higher prices which prevail for raw materials. While manufacturers had not advanced their lines at the time of going to press, there was strong probability that higher prices will be recorded in the near future.

Horseshoe Nails 1c Higher On List

Toronto.

HORSESHOE NAILS.—An advance of 1c per pound has been made on the list prices of Capewell horseshoe nails, which now makes the selling price of No. 3 nails \$19.50 per box of 25-lbs., less 10 per cent. discount. The discount on these nails remains unchanged at 10 per cent. in small quantities and 10 and 5 per cent. in larger quantities. Following are the list prices in 25-lb. boxes:

No. 3	\$19 50
No. 4	9 50
No. 4½	8 50
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00
No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Steady Demand For Ingot Metals

Toronto.

PIG IRON.—The situation in the pig iron market is unchanged from last week. A quotation on domestic pig iron is practically unobtainable owing to the unsettled conditions prevailing. Hamilton pig iron is off the market, and there is very little Victoria iron to be had. At Buffalo the situation is very firm. Furnace interests at Buffalo are asking \$45 for this year and \$40-42 for shipments during first half of next year.

INGOT METALS.—There is a continued steady demand for ingot metals, with practically no change in the local situation.

COPPER.—The market locally is unchanged, and price remains at 38c lb.

TIN.—The market in New York is firmer, but quiet. Locally there is no change in the situation, and the quotations range from 57c-58c lb.

SPELTER.—Spelter is in good de-

mand, with stock very light. Prices locally unchanged at 13c to 15c lb.

LEAD.—Buyers in New York are crowding into the market, and supplies are scarce. Producers are discouraging speculation. Local price, 12c-13c lb.

ANTIMONY.—The scarcity of spot metal continues. Quotations firm and unchanged at 35c-36c lb.

ALUMINUM.—The market is quiet but firm, and quotations are unchanged at 68c per pound.

LONDON MARKETS

LONDON, April 26.—Price changes have been numerous during the week, with the list including shoe findings, tacks and capped goods, copper nails, chain, blind staples, bed staples, bar iron, horse shoe nails. There has been a good demand for prepared paints and garden tools during the week, and business generally has been good. Prices in nearly all lines of hardware continue in a firm position, with small hope of lower prices being recorded in the near future.

Tacks And Capped Goods Advance 15%

London.

TACKS, CAPPED GOODS, SHOE FINDINGS.—An advance of approximately 15 per cent. has been made in the price of tacks and capped goods during the week, the new discount on these goods being 65 and 12½ per cent. Copper nails have also advanced and are now quoted at 12½ per cent. off list. A new list on shoe findings has been issued which provides for higher prices. This list will be found elsewhere in this issue. Some of the new net prices on the best selling lines of tacks are as follows:

Tinned Carpet Tacks, per doz.: 6 oz., 57c.; 8 oz., 72c.; 10-oz., 88c.
Blued Carpet Tacks, per doz.: 6-oz., 48c.; 8-oz., 61c.; 10-oz., 74c.
Cut Tacks, per doz.: 4-oz., 40c.; 6-oz., 51c.; 8-oz., 65c.; 10-oz., 79c.; 12-oz., 91c.
Blued Clouts, per lb.: 4-8-in., 16c.; ½-in., 15½c.; 6-8-in., 14¾c.; ¾-in., 13½c.; 1-in and larger, 13c.

Jack Chain Has Been Moved Higher

London.

CHAIN.—New prices have been issued on jack chain which provide for an advance in price. Steel link, both single and double, are now quoted at net list. Brass link, both single and double, are now quoted at list plus 20 per cent. This advance follows higher prices on other lines of chain announced last week.

Sweat Pads Up 50c

Sweat pads have made an advance of 50c per dozen during the week, all sizes of yellow pads are now quoted at \$6 per dozen.

Blind Staples And Bed Staples Advance

London.

STAPLES.—Higher prices have been put into effect on blind staples and bed staples. New prices for blind staples are as follows:

Per 100 lbs., ¾-inch, \$17.50; ½-inch, \$16.50; ⅝-inch, \$15.50; ¼-inch, \$15.00; ⅜-inch, \$14.50.

Red staples are sold as follows, per 100 lbs., ½-inch, \$13.75; ⅝-inch, \$13.75; ¾-inch, \$12.75; ⅜-inch, \$12.50; 1-inch, \$11.75.

Net Prices On Spades And Shovels Recorded

London.

SPADES AND SHOVELS.—Following the advance announced in spades and shovels last week wholesalers have had an opportunity to figure new net prices. First grade shovels. Jones and Bulldog, are now \$13.10 per dozen; second grade Burns, \$12.63 dozen; fourth grade Olds and Fox, \$11.25 dozen. Hollow back shovels, Star and Black Cat, are now \$9.94 per doz. Jones socket scoops are priced net as follows: No. 4, \$14.12 doz.; No. 5, \$14.65 doz.; No. 6, \$14.88 doz.; No. 8, \$15.80 doz.; No. 10, \$16.57 doz.

Black Cat hollow back scoops are selling as follows: No. 2, \$11.47 doz.; No. 4, \$12.30 doz.; No. 5, \$12.72 doz.; No. 6, \$13.13 doz.; No. 8, \$13.96 doz.; No. 10, \$14.80 doz.

Prices on Tungsten Lamps

Prices at which tungsten lamps are selling in this district is 33c each for 15, 25 and 40-watt and 42c each for 60-watt.

Bar Iron Advance

An advance in bar iron has been recorded which now makes the base price \$4.35 per hundred pounds and \$4.60 for bar steel.

Rope Prices Steady

The market for rope products remains unchanged, British Manila being quoted at 31½c base, British Manila and New Zealand hemp at 26½c and sisal rope at 24½c base sizes. Deep sea line is quoted at 40c per pound, cotton rope of 3-16 inch at 41c and cotton rope ¼-inch and larger at 40c.

Prices on Flour Guard

With the approach of the flower growing season interest is being shown in flower guard. Galvanized 12-inch is being quoted at \$5.50 per 100 feet and 18-inch at \$7 per 100 feet.

Nail Prices Firm

The market for standard steel wire nails and cut nails holds in a firm position. Standard steel wire nails are quoted at \$5.20 base and cut nails at \$5 base.

Smooth Steel Wire Advances 25c Hundred

London.

WIRE.—An advance of 25c per hundred pounds has been made on the base sizes of smooth steel wire, together with oiled and annealed wire. On smooth steel wire for gauges No. 0-9 the base price is now \$6 per hundred. Hay wire in coils has also shared in the advance making No. 13 now \$5.70 per hundred pounds. No. 14, \$5.50 and No. 15, \$5.60 per hundred. Fence wire and all other classes of wire remain unchanged.

Horseshoe Nails Up 1c Per Pound

London.

HORSESHOE NAILS.—An advance of 1c per pound has been made effective on list prices of horseshoe nails in Cape-well brand. Discount remains unchanged at 10 per cent. with 10 and 5 per cent. discount in large quantities. Following are list prices which are subject to 10 per cent. discount.

	List per lb.	List per 25-lb. box
No. 3	\$0 78	\$19 50
No. 4	0 38	9 50
No. 5	0 18	4 50
No. 6	0 17	4 25
No. 7	0 16	4 00
No. 8	0 16	4 00
No. 9	0 15	3 75
No. 10	0 15	3 75
No. 11	0 15	3 75
No. 12	0 15	3 75

Prices on Spring Lines

Spring lines are moving freely, prices prevailing in this district on some lines are as follows: Canadian poultry netting, 30 and 10 per cent. off list; harvest tools, 33 1-3 per cent. off list; painted screen wire in 100-foot rolls, \$2.75 per 100 square feet, and in 5-foot rolls, \$2.80 per 100-square feet. Bronze screen wire is being sold at 14c per square foot. Screen door hinges are quoted at \$11 per gross for No. 20. Corrugated lawn hose 1/2-inch is 12c per foot, 3/4-inch is 16c per foot and 1-inch 22c per foot.

WINNIPEG MARKETS

WINNIPEG, Man., April 26.—Another week has the U.S. been in a state of war and already it may be noticed that revisions in prices are again getting down to a general basis, that is, all lines seem to be more or less affected. Whether this is due directly to the mobilisation of the resources of the country for actual warfare will be determined to a greater degree of accuracy by developments during the next few weeks, but it would certainly seem at this angle that manufacturers generally are going to take advantage of every condition which might tend to increased prices. Just how much more the consumer will stand in this connection is an uncertain quantity but surely the limit is being reached rapidly.



The Duma Now Holds the Sceptre.
—From The Evening Post (New York)

Lawn Mowers Higher

The discount of Taylor-Forbes lawn mowers has been changed and is now 33 1-3 per cent. off list as compared with 40 per cent. formerly.

Linseed Oil Steady

Prices of linseed oil held steady during the week at \$1.50 per gallon for raw in 1 to 2 barrel lots and \$1.53 for boiled. In 3 to 5 barrel lots the price is \$1.49 for raw and \$1.52 for boiled. In 6 to 9 barrel lots the price is \$1.47 per gallon for raw and \$1.50 for boiled.

Turpentine Unchanged

Turpentine remained unchanged in price at the quotations of last week, in single barrels selling at 78c and 2 to 4 barrel lots at 77c, while 5-gallon lots are quoted at 85c per gallon.

White Lead in Oil Stationary

The market for white lead in oil remained stationary during the week at \$15 per 100 pounds in ton lots and \$15.30 in less than ton lots

Many Important Price Changes

Winnipeg.

Important price changes for the week are to be noted on bar iron and steel, coil chain, cut nails, eavetrough, conductor pipe, alabastine and putty. The range of items affected is sufficiently large to show the general trend of conditions and more than ever do we urge retailers to follow closely the weekly markets as given in **HARDWARE AND METAL**.

New prices now ruling on bar iron are about 35 per 100 lbs. advances over former figures. While the advance in the various grades of steel approximates a sharp increase of \$1.00 per 100 lbs. Present prices based on these advances are as noted herewith: Some

changes in the extras on round iron are to be noted.—

Per 100 lbs. base: Bar iron, \$4.25; 3-16, 1/4, 5-16, Rd., \$6.50; 3/8, 7-16, Rd., \$4.75. Angle Steel, \$5.10; Band Steel, \$5; Mild Steel, \$5; Tire Steel, \$5.10; Spring Steel, \$6; Harrow Tooth Steel, \$5; Machinery Steel, \$6; Sleigh Shoe Steel, \$5.

Advance Of 75c On Coil Chain

Winnipeg.

The quotations which follow coil chain represent a straight advance in all sizes of 75c per 100 lbs., which follows on a recent jump of \$1.00. The new figures represent an extremely high level for this commodity as can be easily determined in looking over the following:

Per 100 lbs.: 3-16 in., \$12.50; 1/4 in., \$9.75; 5-16 in., \$8.85; 3/8 in., \$8; 7-16 in., \$7.75; 1/2 in., \$7.50; 9-16 in., \$7.50; 5/8 in., \$7.40; 3/4 in., \$7.25; 7/8 in., \$7.25.

One Lonely Decline; Clevises Down 2c Lb.

Winnipeg.

In many weeks of continued inclining of prices, it comes somewhat as a surprise to note that there has been one decline recorded. During the week, malleable clevises dropped 2c per lb., the new price being 13c per lb.

Conductor Pipe, Etc., Show Big Advances

Winnipeg.

The new prices now prevailing on eavetrough and conductor pipe represent decidedly an advance. To-day's quotations are practically 15 per cent. higher than those formerly ruling and would seem to be justified in the light of recent increases in the prices on galvanized sheets. The outlook certainly isn't for any lower figures for some time to come and further advances would not cause any great surprise. The following are quotations based on the latest advance:

Eavetrough, O.G., per 100 ft.: 8 in., \$5.40; 10 in., \$6; 12 in., \$7.05; 15 in., \$9.70.
Conductor Pipe, Rd. or Corr., per 100 ft.: 2 in., \$6.30; 3 in., \$7.60; 4 in., \$10.05; 5 in., \$13.65.
Rain Water Cut Offs, per doz.: 3 in., 50c.; 4 in., 60c.
Conductor Pipe Hooks, plain, per 100: 3 in., \$5.25; 4 in., \$6.15.

Cut Nails Up 90c; Chains Also Advanced

Winnipeg.

It is sometime since any activity has been noted in cut nails but they have again come to the fore with the biggest single advance yet recorded for similar lines. From a base price of \$5.10, cut nails have jumped 90c to make to-day's quotations head \$6.00 per keg base.

Further revisions have taken place in quotations being made on tie-out chains, trace chains, halter chains and cow ties. New discounts with a few net prices are shown below.

Tie out chains now sell at a discount of 57 1/2 per cent. which reveals net prices as herewith:

Per doz.: 1/0 x 30, \$9.75; 40, \$12.75; 50, \$15.70; 2/0 x 40, \$14; 50, \$17.60.
Trace Chains, net prices, per doz.: 6/0 x 6 1/2, \$7.50; 7, \$8.25.

Heel Chains, net prices, per doz.: No. 85, \$2.05; No. 90, \$1.50.
 Cow Ties: Discount 5%, which shows net prices as below, per doz.: Open Ring, 1/0, \$2.75; 2/0, \$3.05; 3/0, \$3.30. Special, 1/0, \$2.10; 2/0, \$2.30; 3/0, \$2.65. Three Chain, 1/0, \$2.75; 2/0, \$3.05; 3/0, \$3.30. Stall Fixtures, No. 3, \$1.25. Halter Chains, 25%.

Cotton Cordage Lines Show Further Advances

Winnipeg.

Changes in cotton cordage for the week represent big advances over former prices. The lines affected are cotton rope, sash cord and candlewick packing, the net prices of each of which are:—

Cotton Rope, per lb.: 3-16, 47c.; ¼ and over, 46c.
 Sash Cord, in coils or hanks, per lb.: No. 6, 53c.; No. 7, 52c.; Nos. 8, 9, 10, 51c.
 Candlewick Packing, 50c. lb.

Caldwell Sash Balances are now selling at net list, which means the following prices prevail for some of the best numbers: Per set: 8, \$2.20; 10, \$2.40; 12, \$2.60; 14, \$2.80; 16, \$3; 20, \$3.40.

Many Miscellaneous Lines Advanced

Winnipeg.

Other lines we might mention as having undergone price revisions during the week are wrought pipe fittings, harness, buckles, roller breast snaps and tubular rivets. The changes noted are in each case advances over former figures, but the prices are not available at time of writing.

Prices on the following lines give some further idea of the range of goods affected during these troublous times and in each case, new quotations represent higher figures than those which had previously been effective:

Alarm Clocks, each: Sleepmeter, \$1.55; Look-out, \$1.50; America, \$1.25.

Shaving Soaps, Colgate's (stick, cream, powder), \$2.50 doz.

Asbestos Paper, 10 and 14 oz., 10c. lb.

Pipe Vises, No. 1, \$2.10 each; No. 2, \$3.25 each.

Hay Knives, Impd. Lightning Heaths, \$9.25 doz.

Asbestos Wick Packing, \$1.35 lb.

Cocoa Door Mats, per doz.: No. 1, \$8.40;

No. 2, \$10; No. 3, \$13.50; No. 4, \$16.50.

Putty Advanced

During the week, quotations on alabastine have been revised and these new quotations show that white and tints have again been placed on the same price basis. New prices are as follows: 5-16 pkgs. white and tints \$7.00 per 100 lbs.; 2½ pkgs. white and tint \$7.20 per 100 lbs.

Putty has increased 25c per 100 lbs. which makes new prices read as follows:

Per 100 lbs., 100 lb. drums, \$4.50; 50 lb. drums, \$4.65; 25 lb. drums, \$4.80; 12½ lb. drums, \$5.00; 5 lb. drums, \$5.10; 1½ lb. tins, 8c each.

No change over the advance noted last week has occurred in the price of linseed oil, though the continued high price of flax may influence prices to still higher levels. Further advances in oil would undoubtedly result in revised figures being made on mixed paints, and another two or three weeks may see such a change effective. Present prices on linseed oil are:

Raw, \$1.45 per gal. bbl. lots; boiled, \$1.48 per gal. bbl. lots.

The local market on turpentine remains firm, no change being in evidence for the week. Quotations are as follows: 85c per gal. bbl. lots; 88c per gal., ½ bbl. lots; 90c per gal. 1 gal., and 5 gal. lots.

WHAT OTHER PAPERS SAY

FOOLING RETAIL BUSINESS

From the *Ironmonger*.

In the Birmingham recruiting area steps are being taken to grapple with the problem of the one-man shop, and a scheme is in preparation which it is hoped will enable the military authorities to get more shopkeepers and assistants for the army without causing serious inconvenience to the public. Particulars of the scheme are not yet available, but we believe that it contemplates the merging of interests with a view of reducing the number of distributors and economizing labor. A committee has been formed, under the chairmanship of the Lord Mayor, to carry out the details of the scheme, and this committee intends to get into communication with the secretaries of the various trade associations and consult them on the question which shops shall be closed and which left open, and how far overlapping in delivery and other services can be avoided. The idea of the Government is said to be that each trade shall be afforded an opportunity of organizing itself. The number of small masters engaged in manufacturing pursuits in Birmingham is exceptionally large. A guarantee is to be given to the owners of all shops that are closed under the scheme that their customers shall be restored to them after the war, though it is not clear how such a re-transfer can be enforced. Some of the shops that are to be allowed to continue trading may be required to pay compensation to dispossessed owners, which would certainly be a fair thing. It is understood that the Birmingham scheme is to be applied eventually to all the large centres of population in the country.

The principles of such a scheme may be readily grasped by considering its application to such a comparatively simple trade as baking. In a given district there are, perhaps, a dozen bakeries, each producing similar bread, and sending it out for delivery, with the result that half a dozen carts are taking bread to the same road at the same time. The authorities argue that if the rival bakeries were merged the bread could be produced more economically, there would be a saving of supervision, one cart could do all the delivering, instead of the six carts now used, and supervisors, carters and assistants would be freed for military service. The argument is sound enough, although if the principle is carried into effect, even in such simple trades as baking and milk delivery, it will entail some inconvenience to the public. That, however, as the Director General of National Service would say, must be debited to the account of the Kaiser. But when we come to complex trades, such as ironmongery, it is difficult to see how the principle can be applied without serious detriment to the public interest. As a rule, each of the several ironmongers in a given district is a specialist in some departments of his trade. Consequently, if the businesses were merged and the heads taken, their customers would lose the advantage of their special knowledge. And at the moment ironmongers from one end of the country to the other are largely engaged in supplying the needs of the military authorities and munition manufacturers. Again, the stocks held by ironmongers are so large and so varied that it would be a long and costly business to amalgamate them. Then there is the financial aspect—the valuation of stock and of good-will, the accounts owing and owed, leases, contractual obligations, and other matters which, if they were to be settled on an equitable basis, would involve an enormous expenditure of time and trouble. It therefore appears that even if the merger principle can be readily applied to some of the simpler trades its applica-

tion to the more complex trades is impracticable.

BEWARE OF SUBSTITUTES

From *Paint, Oil and Drug Review*.

Again the day and age of the cheap substitute has arrived and because the cost of almost everything which enters into paint is far above that of ordinary times, it affords a rare opportunity for the unscrupulous manufacturer to offer various concoctions under the trade names of Ready Mixed Paint, Linseed Oil, and other commodities, which have through years of effort become standardized and recognized by the public as having genuine merit.

The paint dealers are warned against these wolves of commerce, which are masquerading in the sheeps skin of *bona fide* merchants.

It should be kept in mind that the large reliable manufacturers of ready mixed paints can sell, and do sell their product at the lowest price compatible with honesty and sound business methods. Quality being equal, no one manufacturer to-day can undersell another.

There is but one thought to be kept in mind and that is that quality must be considered before price. The paint dealers' future success depends upon their holding fast to the principles which have guided them in the past. The other fellows cannot advance any selling argument which is more favorable than the reliable paint maker, in fact, their arguments are not as good, because it is impossible for them to obtain supplies of good raw materials upon as favorable a basis. Therefore their product must be inferior. We can cite scores of incidents where cheap paints have been used to the detriment of all concerned. We have recently heard that "cheap paints" are being put on the market and it should be remembered that in selling them the paint dealers are using the surest and quickest method of killing their paint trade.

In this issue also appears further information about substitutes for linseed oil which are offered in an alluring manner. When any oil has been discovered that will replace linseed oil there will be scores of reliable concerns who do not hide their identity under a deceptive name, and will proclaim to the paint world the discovery. Till then every effort possible should be made to warn the dealers and painters against the practices of unreliable concerns.

Again, we say: *Beware* of cheap mixed paint and substitutes for linseed oil.

WHAT WAS THE DIFFERENCE?

From *Maritime Merchant*.

Some discussion was going on among a group of Halifax business men regarding the war loan. One told about a man who had come in from the country to buy a bond with a collection of coins and bills that had not seen the light of day for fifteen or twenty years. Another told of other curiosities in connection with the loan subscription until finally a bank manager spoke, and his, we thought, was the best story of the lot. He said that during the first week of the war, he had a visit from a man who had between three and four thousand dollars in his bank's saving department, and this man asked that he be given the whole of it in gold. He got it. And then what did you think he did? He hired a safety deposit box in the very same bank and put it all in there. For nearly two and a half years he left it there, not drawing a penny of interest, until the other day, when in he came and converted it into government war loan bonds. The question is, how much safer was his security in the one case than the other? There was a difference between the two. What was it?

ELECTRIC SUPPLIES PROSPEROUS SIDE LINE

(Continued from page 32.)

fact. An advance of from 25 per cent. to 35 per cent. has been made on brass and glass goods, which to some extent has been overcome by the elimination of a 5 per cent. discount for cash. Some difficulty has also been experienced in connection with the securing of lamps, and whereas of 17 cents was paid a year ago for a lamp, to-day a price of 35c is being asked. The increasing cost of metal conduits has also had the effect of keeping the volume of business down, owing to the great expense in doing the necessary wiring for the installation of electricity. In this connection many orders, based on estimates for wiring of a year ago, have been temporarily lost owing to the big increase in prices of the necessary materials, but despite all these handicaps a good showing has been made.

Value of Advertising

With full realization of the value of good advertising, which in great part is responsible for the success of the department, the subject has recently been fully investigated by the Ingram and Davey management, and a campaign along slightly different lines has been instituted. The only form of advertising used by the store is newspaper space and until a short time ago a space of 4 in. x 6 in. was used in the daily newspapers of the city in each issue. Recently it was decided to substitute for this proceeding the use of a quarter of a page of space twice weekly, which, offering better advantages for the display of illustrations, has been much more successful in each branch of the trade, notably in the electrical supplies, inserted as it is at regular intervals—exclusive of the other departments.

Some considerable impairment of trade has also been effected by handicaps which have rendered it inadvisable and in some cases impossible, to branch out through the smaller country towns. This is the result of the placing of a business tax by certain towns on all electrical contractors starting business in those towns. In certain other cases, one electrical dealer in the town has been granted a monopoly on all trade in his line, and the town authorities have thereby rendered it impossible for outside tradesmen to either operate a permanent business or to solicit business from an outside town. The only exception to this latter condition is the agreement to allow an outside dealer to enter the town to do work on order from townspeople, but only work which was not solicited or in any way sought after by him.

With full appreciation of the troublous times in which we live, created in trade circles, largely through the rampant spread of high prices and keen competition, this case under investigation proves that these factors do not constitute an insurmountable handicap where good judgment prevails, and despite them, Messrs. Ingram & Davey

and the electrical department manager testify to the success of the branch, and in cases of towns in which no monopoly exists and where the levying of a prohibitive tax does not render it inadvisable, it is their opinion that any hardware merchant can realize splendid dividends on his investment, if he enters into the handling of electrical supplies in a consistent manner, and by means of judicious display and forceful advertising, brings his line of goods before the public, and is able to hold their attention once he has them interested.



ALL READY FOR SASKATCHEWAN CONVENTION

(Continued from page 33.)

At 10 o'clock on Thursday morning comes another business session for the receiving of resolutions, and at 2 o'clock on Thursday afternoon, the session will be again thrown open for general dis-

cussion, followed at 4 o'clock by questions and new business, and the election of the officers for 1917-18.

On Thursday afternoon the election of officers will take place. The question of arranging the date and place of the next convention will also be taken up. On Thursday evening a banquet will be held. This, judging by previous banquets, will be a most enjoyable affair.

The Meeting Place

Moose Jaw, Sask., is an ideal convention city. It is located on the Moose Jaw River, 420 miles east of Calgary. It is a divisional point on the C.P.R. It is also served by the G.T.P. and C.N.R. railways. The city is exceedingly well laid out, and can boast of many fine stores and public buildings. It is in the centre of a rich wheat growing district and has a population of about 20,000. It is understood that there will be plenty of good accommodation for all convention visitors.

Predicts a Long War

Plea for Steel and Men From One Who Knows German
Conditions—Views of American Ambassador
to Germany.

Reprinted from American Metal Market.

AMERCIA is in for a long war, and it will be men and steel, not international revolution or lack of food, that will defeat Germany. Ambassador James W. Gerard told the Magnetic Club, of the Postal Telegraph Cable Company, which banqueted last night in the Hotel McAlpin.

"Make no mistake, we are in for a long and desperate war," the Ambassador prophesied. "Don't believe for one moment that it will be over in a few months. The greatest blow we can strike will be the proof that we are entering this conflict in a big way, that we have adopted universal military service and have called the whole nation to the colors.

"Germany will not be beaten by any revolution nor by any lack of food. They need food badly, but by July 15 they will have their principal crop—rye—and they will be able to last until then. They are not a people who will indulge in a revolution, and it will be only superior military power that will defeat them."

When Charles C. Adams, president of the Magnetic Club and toastmaster, introduced Mr. Gerard, he told the story about the Ambassador answering the implied threat that there were 500,000 German reservists in America with the rejoinder from Gerard that there were 500,001 lamp posts in America.

Mr. Gerard said:

"I told him something else that was less attractive, but just as true. I said, 'If you can point out to me one American citizen with an American passport who is fighting in German trenches to-day I will think there is something to your threat of German reservists in America.'

Predicts Loyalty Here

"Let me tell you that I think you will

find every one of our German-American citizens will remain loyal to our flag. What possible reason could anyone who left Germany for lack of chance and advancement and came to free and open America have for taking up the cause of the ruling class that he had turned away from? The German people have been some of our very best citizens and it is ridiculous to suppose that they would turn against the home of their adoption now.

"At the start of the war they had perfect right to sympathize with their old fatherland as against the other countries, but it is different to-day. And mark me—you will find a greater percentage of German-Americans flocking to the colors than any other group of naturalized citizens."

Mr. Gerard said that universal service was the only fair method of solving our present difficulty. "Why take out brave and intelligent and necessary men who will be needed in our factories and laboratories and workshops and put them in the trenches and leave behind a bunch of lazy lizards who are this very minute downstairs tangoing and one stepping?"

"Had we not gone into war," Mr. Gerard declared, "it is as certain as the sun shines in the heavens that Germany would attack us sooner or later. We would be called upon some day to fight Germany alone, while the rest of the world looked on. We went into this terrible struggle only after we had made every effort to keep an honorable peace. And this is a war that we can better afford to make sacrifices for than any war in history of all the struggles of mankind. For if the Allies are successful it will mean not only the success of liberty and democracy, but permanent peace to the whole world."

WEEKLY PAINT DEPARTMENT

Danger in Cheap Paints

How Some Dealers Are Injuring an Important Industry,
and Incidentally Themselves—Warning by
Prominent Authority—A Case in Point

SINCE the outbreak of the war, sales have been made in huge volume, of cheap, and in most cases, very poor quality ready mixed paints. A great deal of the low price paint has been sold by department stores; in fact, the quantities sold by at least one large department store, have been so great that if the quantity were mentioned, many in the trade would be inclined to think that a mis-statement had been made. But the sales of cheap grade paints have not been confined entirely to the department stores. Not a few retailers, feeling the competition of some of the larger department stores and mail order houses, have introduced cheap paints, in order, as they state, to meet competition. Some merchants put in stocks of cheap paint simply to have the goods on hand if customers insist on purchasing low priced goods. The merchants try whenever possible to sell the high grade goods, which they know will give satisfaction to the consumer. They realize that every time a can of cheap, inferior quality paint is sold, it is a blow at an important industry, that has been built up only after years of hard work. It is not only a blow at an important industry, but it hurts with equal force one of the most

important departments in the modern hardware store.

There are a few retailers, and fortunately they are greatly in the minority, who are pushing the sale of the cheap grade paints. They are working along the lines of least resistance. Instead of pushing the sale of the higher priced and better quality paints, instead of explaining why one can of paint is worth so much more than the other, they simply drift along and are content so long as they do not miss sales. They apparently forget that it is the repeat business that counts mostly in business nowadays. Here is a case in point. A customer entered a Toronto hardware store the other day and asked for a can of paint.

"What is it to be used for?" asked the clerk. "For woodwork," the customer replied.

"Paint is pretty high in price now," said the clerk.

"Oh, is that so," said the customer. "What is the reason?"

"War," said the clerk. "Oil and lead are pretty high now, nearly double what they used to be."

Customer: "Well, war or no war, my

woodwork has to be painted. What have you got in a nice slate color?"

Clerk: "Well, here is a quart can of the X. Y. Z. brand, but it will cost you a dollar, good stuff, but high, very high. We have a cheaper one, though, that is pretty good. You can buy it for 60c a quart. Sell lots of it."

Customer: "Well, a dollar a quart, as you say, seems pretty high, all right. No use paying a dollar if I can get a good paint for 60c a quart. Which one would you recommend. I see that the big store down town is advertising good paint at 59c a quart."

The last statement, about the department store, seemed to frighten the clerk (and he was not a young clerk by any means). He started right in to sell the 60c paint. He apparently forgot all about the dollar paint. He did not attempt to prove that the dollar a quart paint would give better service; would look better; spread easier and more uniformly, and cover a greater surface, etc. Not at all. He started in to tell how they had sold a great deal of the 60c paint and never had complaints. He was sure it was as good quality as department store paint. In fact, he said, he was surprised to know that the manufacturer could turn out paint to sell at 60c a quart. When asked who made the paint (customer noticed absence of maker's name on the can), the clerk could not say for sure what make it was, but he was sure it was good paint. He almost collapsed when the customer told

(Continued on page 56.)



An excellent paint window display arranged by Mr. Ker, of Rumball and Ker, St. Catharines, Ont. This is a display that will compel attention. Manufacturers' helps have been used effectively.

QUALITY

Advertising
creates Markets,

but —

Merit holds the Trade



Merit—Sterling quality—coupled with experience in paint-making, has kept JAMIESON'S READY PREPARED PAINTS and VARNISHES on the market for over fifty years—and they still command the trade of those who want dependable paint.

We consider it a prime essential to give the dealer a substantial profit—look into our proposition.

R. C. Jamieson Co.

Limited
Vancouver Montreal
Established 1858

Owning and operating
P.D. Dods
& Co., Limited

FIRST



The Paint That Makes Selling a *real* Pleasure

GET the agency of **Moore's House Colors** without delay and watch how quickly your paint profits will grow. Your customers will come back with words of praise for the paint and you will realize a sense of real pleasure in handling this line.

Dealers who have come-round to Moore's line are reaping a bigger profit than they thought possible in paints—try for yourself and see.

Information to prospective agencies
gladly given

BENJAMIN MOORE & COMPANY

West Toronto, Ont.



If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 25.—Opening of navigation is the great factor of the season in the paint business here at present. Its effect is stimulating to trade generally, and especially to the business in ready mixed paints and their associated lines sent forth by the manufacturers. Prices for the most part remain this week steady as last reported. There is a very slightly easier tendency in turpentines, linseed oil is firmer and may go higher. White lead in oil looks towards a possible advance. Putty is unchanged, and may not alter very speedily. Shellac is still in the strongest of markets, scarce and high, but not advanced since last reporting. Glass is also in a market characterised by dwindling stocks, and difficulty of getting new supplies. Dry white lead had advanced fifty cents a hundred in carload lots, the advance affecting all the various grades, and being due to the firmness in pig lead.

Brisk Busy Times In Mixed Paints

Montreal.

MIXED PAINTS.—In the midst of a very busy period—just at the opening of navigation, paint manufacturers are thinking more of getting shipments out to customers than of present price scales for ready mixed paint. There is a great deal of activity in the wholesale trade in this line at present, and without doubt there will be activity in retail business during this spring. Prosperity in city and country is having its effect upon the minds of the people, and many a surface will be receiving the lick of paint which should have refreshed it a year ago or more. Sorting orders are coming in well at the advanced prices of the recent change made in mixed paints, and in general the market is brisk and busy with no anxious feeling noticeable in the direction of still higher paint prices for the immediate present, although raw materials are certainly still by no means looking likely to be cheaper.

Linseed Oil Market Is Decidedly Firm

Montreal.

LINSEED OIL.—Beyond doubt further firmness may be expected in the main market for linseed oil, and while it has been possible for certain purchases within the past few weeks to obtain linseed oil in from one to ten barrel lots at prices approximating to the prices for car lots, this condition is not

likely to continue. Reports from the crushers whose views represent the large market condition are steadily and consistently to the effect that the supplies of flax-seed arriving, and the market for flax-seed do not warrant low prices for linseed oil either now or for the near future. Far too little flax-seed is coming into Montreal to satisfy the needs of the crushers, and the market is really restricted by this slow supply of raw material. Still there were in the market at the time of writing firms still willing to quote \$1.30 for raw linseed oil per Imperial gallon, and \$1.32½ for boiled. This quotation was given for one barrel lots, to regular customers only, and was found in two instances. For lots up to ten barrels one cent less per Imperial gallon was being asked by these firms, but there was a proviso as regards date up to which orders could be accepted at these figures, June 20 being mentioned as the farthest date forward to which business could be considered. It was further hinted that the prices quoted would probably be advanced by two or even four cents per gallon before long, perhaps very shortly. In contrast to these prices there was found on the market at least one firm not willing to quote less than \$1.50 for raw oil per Imperial gallon and \$1.53 for boiled in one barrel lots only, and the quotation of last week, \$1.48 per Imperial gallon for raw, and \$1.51 for boiled was also available. It should be noted that the lowest quotations found are hardly representative of the market tone, being below crusher's price at time of writing, and further firmness in linseed oil is really practically certain.

Turpentine A Trifle Easier In Tendency

Montreal.

TURPENTINE.—For the current week, the market for turpentine is reported unchanged from conditions prevalent last week. There is more turpentine available in the city, but the general tendency is not greatly altered as difficulty in obtaining supplies is still anticipated, and there is always the tendency to conserve stocks. Quotations, however show rather easier tone, from 74 to 76 cents per Imperial gallon being the usual quotations for one barrel lots, with some disposition towards higher prices present.

White Lead In Oil Shows More Firmness

Montreal.

WHITE LEAD IN OIL.—While the market for dry white lead has shown a very strong tone and has actually ad-

vanced fifty cents a hundred pounds for car lots within the past week, there is still the same market for white lead in oil as quoted last week. After May 15, however, it would not be at all surprising to find white lead in oil a little more expensive to the retailer. The advance which is anticipated in well informed circles at present can hardly be a heavy one, and may even be postponed, but at the time of reporting the market for pig lead was showing distinctly firm tendencies, and linseed oil was also in a very strong market. White lead in oil prices are this week, however, still \$14.80 per hundred pounds for ton lots, and \$15.10 per hundred for less than tons.

Putty Prices Hold Firm And Steady

Montreal.

PUTTY.—There is so far no alteration in the market for putty which keeps in firm market owing to the cost of linseed oil, and the difficulties in the way of getting sufficient supplies of whiting forward from England. That present prices may maintain fairly well into the future is an opinion of market watchers, but of course anything might happen unexpectedly in these days to send even putty prices soaring again. Certainly linseed oil looks firm enough in tone, and while the whiting situation is rather less aggravated, until the war is over there will be no very smooth running condition of affairs in that direction. Prices as previously quoted, and still maintaining, are \$3.85 per hundred lbs. for less than tons standard putty bulk in barrels, and for pure putty \$4.85 per 100 lbs. Bookings up to May 15.

TORONTO

TORONTO, April 26.—Conditions in the paint trade continue very satisfactory to manufacturers, there being a good volume of sorting orders placed which is unfailing evidence that paint is going into consumption. Weather has been none too favorable so far as outside painting is concerned, but with spring housecleaning going forward there has been a good amount of inside painting going on. Prices in all paint lines have held firm during the week, with the linseed oil in continued firm position.

Linseed Oil Market Maintains Firm Tone

Toronto.

LINSEED OIL.—Conditions in the linseed oil market remained in a firm position during the week with the highest quotation ranging to \$1.50 for raw oil

Nearly 200 Years on the Market



Brandram's B.B. Genuine White Lead

This reliable brand has been sold continuously for nearly 200 years.

Protective, durable, it is up to all expectations because it is properly corroded and properly ground.

Its unblemished record for sterling worth is its best recommendation to you.

Write for current market prices.

BRANDRAM-HENDERSON

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY LIMITED

If interested, tear out this page and keep with letters to be answered.

and as low as \$1.30 in single barrel lots. In the case of the latter quotation, however, the concern making it stated they were doing so only for their own customers and that they would not sell more than one barrel to any one customer at that price. They expected to receive notification from headquarters to advance their price but as late as Thursday afternoon had not made any alteration in their quotations. Other concerns were quoting from \$1.39 up to \$1.50 for oil in one to two barrel lots. During the week flaxseed at Winnipeg touched a new high record when on Friday of last week it was quoted at \$3.08½ per bushel for the cash article at Winnipeg. There were fluctuations during the week but on Wednesday the market closed at \$3.01¼ for cash seed. Receipts of cars at Winnipeg were 92, which indicates a good amount of seed moving. Some few cars of seed reached Eastern crushers during the week. Crushers are busy on old contracts and inquiry for oil has been a little more pronounced during the week.

	Raw. Per gal.	Boiled. Per gal.
1 to 2 bbls	\$1.39-\$1.50	\$1.42-\$1.53
3 to 5 bbls.	1.38- 1.49	1.41- 1.48
6 to 9 bbls.	1.37- 1.48	1.40- 1.47

Turpentine Stocks Are In Low Compass

Toronto.

TURPENTINE.—The market for turpentine has held steady during the week with a considerable range of prices being quoted. One of the firms that had been out of the market for some time are again back, having received additional supplies. The range of prices is from 69c to 78c per gallon in single barrel lots. Wholesalers report a good demand but stocks are low and deliveries of further supplies uncertain. One wholesale concern would only sell in small quantities in order that their supplies might go around to their customers until such time as larger quantities arrived. In the Southern United States the price has been firmer during the week by 1½c per gallon. There has been a disposition for buyers to hold off in that section awaiting lower prices, which are expected to come with the heavier offerings when the crop gets well on the move. Following is the range of prices:

	Per Imp. Gal.
1 barrel lots	\$0.69-\$0.78
2 to 4 barrels	\$0.68-\$0.77
5-gallon lots	\$0.87-\$0.85

Mixed Paint Is In Firm Position

Toronto.

MIXED PAINTS.—There is a firm position in mixed paints due to the condition in the linseed oil market. One manufacturer expressed the opinion if linseed oil persists in its advancing tendency that an advance in paint would not be improbable. There is continued satisfaction over the way sorting orders are coming in, the volume being ex-

ceptionally good for this time of the year. Weather conditions have been non too favorable for painting so far this spring and it is expected a still heavier demand will develop when finer weather comes to stay.

White Lead In Oil Held In Steady Market

Toronto.

WHITE LEAD IN OIL.—There was a steadiness in the market for white lead in oil, quotations remaining unchanged at \$15 per hundred pounds in ton lots and \$15.30 in less than ton lots. Pig lead in the primary market in New York was quoted as low as \$9.25 per hundred as compared with \$9.75 a week ago. The situation in linseed oil, however, shows no signs of abatement toward lower prices and with such a condition a firm position is maintained for white lead in oil.

Demand For Glass Showing Improvement

Toronto.

GLASS AND PUTTY.—Wholesalers report the demand for glass has been noticeably better during the past week. One concern stated they have been successful in placing an order of considerable proportions which had come somewhat in the nature of a surprise. Quotations are still being made at 10 per cent. and 15 per cent. off list, for window glass. Putty prices remain unchanged but with the high price of linseed oil and the firmer tendency in whitening the situation might be described as one of firmness. Bulk putty in casks is being quoted at \$3.65 in less than ton lots.

DANGER IN CHEAP PAINTS

(Continued from page 52.)

him to wrap up the dollar can, and not kid himself into believing that the 60c paint was the best value.

In this case the customer happened to be a man who knew something about the comparative values of paints. But in many cases, the customer would have bought the cheaper paint on the recommendation of the clerk. And this is where the great trouble is to-day. Too many clerks, and in some cases, proprietors, too, are in a mild panic over the paint situation. They have become obsessed with the idea that the public will not pay the price for the better article. They are fooling both themselves and the public. The best paint value on the market to-day is found in the paint made by reputable and nationally known manufacturers, who are not afraid to put their name on the can. Cheap paint is a poor investment and selling poor paint is injuring both retailers and manufacturers.

An article on this subject recently appeared in a number of American paint journals. It was written by **DARRE Atwood**, president Peaslee-Gaulbert & Co., Louisville, Ky., a former president of

the Paint Manufacturers' Association of the United States. The article is in the form of a warning, and applies to Canada's as much as the the United States. It follows:—

"When prepared paints were first put on the market nearly 50 years ago, the original offerings at that time for the most part were of a very inferior quality, and as a natural result, considerable prejudice was created in the minds of the consumers against mixed paints.

"Subsequently, the manufacture of mixed paints fell largely into the hands of reputable and responsible concerns, who recognized the possibilities of the industry, and were quick to see that to insure the development of these possibilities, the quality of mixed paint sold must be such as to justify the confidence of the consumer.

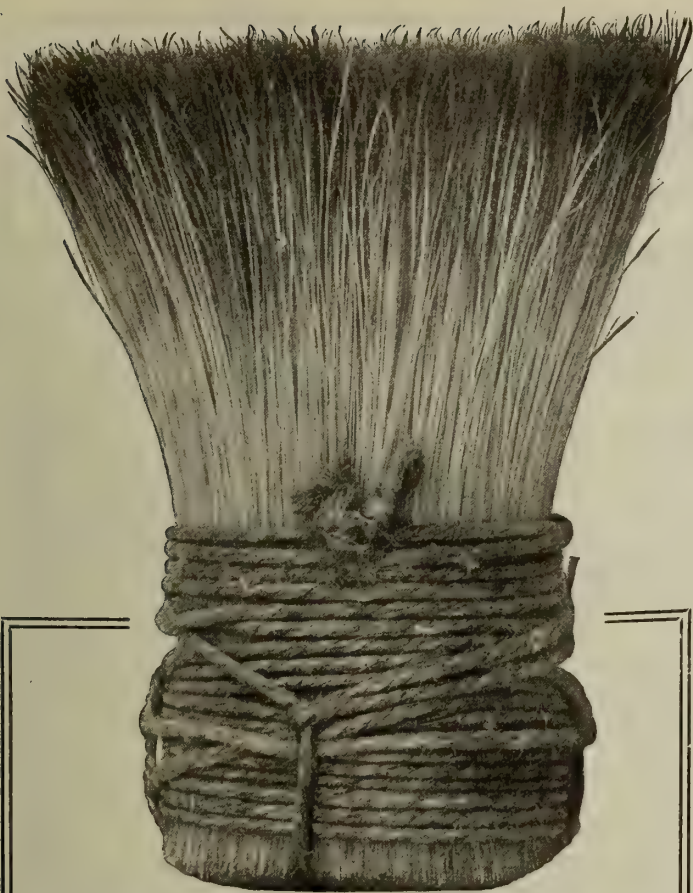
"After many years of honest, conscientious work, the reputable paint manufacturers of the United States have secured the confidence of the consuming public by making and selling paints of the highest quality. These makers have been splendidly assisted in their work by the Paint Manufacturers' Association, which has firmly stood for high quality goods, honest labeling and full measure packages.

"Recently, however, the abnormal conditions resulting from the war have materially increased the cost of producing high grade paint, and this unavoidable situation has apparently encouraged shortsighted manufacturers, or their salesmen, to push the sale of cheap and inferior paints, which could not be sold in any large volume except for the reputation of reliable paints that has been built up after so many years of hard struggle.

"The average dealer and consumer do not understand this situation, and, having been educated to believe that mixed paints possess real merit, they are failing to recognize the danger in buying goods of the inferior grades. As a result, the business structure built up after so many years by reputable manufacturers who merit public confidence, is in great danger; for the extensive use of cheap mixed paints undoubtedly will result in reviving the old prejudice against all mixed paints, which required so many years to overcome.

"Insofar as the consumer is concerned, it is unquestionably to his interest to use high grade goods which are ultimately the most economical. The labor cost of a job remains the same, whether good paint or cheap paint be used, and good paint not only lasts longer and protects the surface painted better, but possesses greater spreading qualities, thus requiring fewer gallons to complete the job.

"We believe that the dealer is almost equally interested with the manufacturer in discouraging the use and sale of inferior paints, for their continued sale will simply undermine the confidence of the consumer and create a trend back toward the old condition which would mean the loss of profit to the dealer, and loss of property values to the consumer.



Russian O.K. Bristles in the Raw State

This is a grade of bristles used largely in Boeckh's Piant and Kalsomine Brushes which are much in demand by the skilled painter.

While the BRISTLES CAN'T COME OUT FEATURE is of the greatest importance in our brushes, we have not overlooked the other important items that go to make a perfect brush.

We use only the best bristles, and our brushes are made by skilled workmen who are specialists in Paint Brush making.

Boeckh's "STEEL GRIP" Rubber Set Brushes are, on account of their excellent wearing qualities, the easiest selling and most satisfactory brushes, and the most economical brush to use.

Serve your customers the brush with Boeckh's mark of Quality, and you will never have a complaint.



**The Boeckh Bros.
Company, Limited**
Toronto :: :: Canada



The Painter Knows

when he sees a can bearing Berry Brothers' label that the contents are absolutely reliable and true to description.

Selling arguments are seldom necessary in handling Berry Brothers' products. Since 1858 they have been establishing a reputation for quality and uniformity, so that even the smallest consumers have learned that "if it's Berry's it's right."

Write for descriptive price list and interesting dealers proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ontario

(477)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok- or 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

“Dominion” Loaded Paper Shells “Crown” Black Powder, 10% on list; “Sovereign” Bulk Smokeless Powder, net list; “Regal” Dense Smokeless Powder, net list; “Imperial” Shells, both Bulk and Dense Smokeless Powder, net list; “Canuck” Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.25; 22 long smokeless, \$7.50; 22 long rifle smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire Smokeless—303 Winchester, \$32.75 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$70; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2¼, \$3.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2¼-W and 3-W, and new 4, 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$2.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only; Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....\$ 6.00	12/16....\$ 7.00
4/16.... 5.00	13/16.... 8.25
5/16.... 5.00	14/16.... 8.25
6/16.... 5.00	15/16.... 9.50
7/16.... 5.00	16/16.... 9.50
8/16.... 5.00	18/16.... 12.00
9/16.... 6.00	20/16.... 14.00
10/16.... 6.00	24/14.... 18.00
11/16.... 7.00	

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz.....	8 50	11 00
Double Bit	14 00	16 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz.....		10 00
No. 3, doz.....		10 80
No. 4, doz.....		11 60
No. 5, doz.....		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 20, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. \$1.35-\$1.60
Cut Lace Leather, lb. \$1.50-\$1.85

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 20%.
Carriage Bolts (\$1), list, 7-16 in., 5%.
Machine Bolts, ¾ in. dia. and smaller, 20%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 10%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 5%.
Coach and Lag Screws, 30%.
Skein Bolts, 10%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 10%.
Elevator Bolts, 15%.
Fancy Head Bolts, 10%.
Shaft Bolts (\$3 list), 10%.
Step Bolts, large head (\$3) list, 10%.
Whittetree Bolts, 10%.
Nuts, square, net list.
Nuts, hexagon, net list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb. 12¼-12½

BRASS

	Per lb.
Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round ..	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.	5 00
3 sections, 5 ft., doz.	6 30
3 sections, 6 ft., doz.	7 50

BOILERS (Range)

30-gal. Standard	10 50
30-gal. extra heavy	13 00

BOARDS, BAKE

	Per doz.
No. 1—18 in.x24 in.....	7 00
No. 2—18 in.x28 in.....	7 60
No. 3—20 in.x30 in.....	8 00

BOARDS (Ironing)

Size 12x60 ins., doz.....	8 00
Size 14x60 ins.	9 00
Folding, 14x58 ins., doz....	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

BOARDS, STOVE

See list under Wares.

BOARDS (Wash)

	Tin	Zinc
Pony .....Dozen	\$1 75	
Crown	5 55	
Dnady	3 75	
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel) ..		4 75
Wood, double faced.		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—	
No. 840	17½%
No. 800	15%
No. 838	17½%
No. 808	17½%
No. 804	20 and 10%
Nos. 802, 842, 844	25%
Nos. 810 and 814	12½%
Nos. 820 and 910	25%

F.O.B. Toronto, Montreal, London, Hamilton.

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3-5%.

Non-Held Back Screen Door, on application.

CHOPPERS, FOOD

Universal (doz.)—		London
No. 0	\$14 00	
1	17 40	
2	20 40	
3	25 80	

CLOTHES LINE (Galvanized)

No.	Per M. ft.
17, 7-strand, 100-ft. lengths..	\$6.40
17, 7-strand, 50-ft. lengths..	6.60
18, 6-strand, 100-ft. lengths..	4.95
18, 6-strand, 50-ft. lengths..	5.15
19, 6-strand, 100-ft. lengths..	4.35
19, 6-strand, 50-ft. lengths..	4.60

COPPER Montreal Toronto

Casting ingot, see weekly report

Bars, ½ to 2 in.\$55 00 \$55 00

Plain sheets, 14 oz.,

14x28 in., 14x60 in. 55 00 55 00

Copper sheet, tinned,

16x60 in., 14 oz. ... 50 00 60 00

Copper sheet, plan-

ished, 14x60 base. 64 00 63 00

Braziers' in sheets,

6x4 base 55 00 55 00

COMBS

Curry combs, list, plus 25%.

CORD (SASH)

No. 6, lb. 0 48½

No. 7, lb. 0 47½

Nos. 8, 9, 10, 12. 0 47

CANADA PLATES

Prices nominal.

Montreal Toronto

Ordinary, 5 sheets.. 8 25 8 15

All bright, 52 sheets. 9 00 8 75

Galvanized

Apollo Crown Gorbals

18x24x52 .. 6 25 7 50 9 75

60 .. 6 50 7 75 10 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box

IC, 20x28 base\$24 00

IX, 20x28 base 28 00

IXX, 20x28 base 32 00

IXXX, 20x28 base 36 00

Raven and Murex Grades—

IC, 20x28 base, 56 sheets... 10 00

IX, 20x28 base, 56 sheets... 11 00

IXX, 20x28 base, 56 sheets 13 00

IXXX, 20x28 base, 56 sheets 15 00

CHARCOAL TERNE PLATES

Dean or I G Grade—

I C, 20 x 28, 112 sheets, 200

lbs., \$17; 216 lbs., \$18.

COKES, AMERICAN

Bessemer Steel—

14x20 I.C., base 10 50

20x28 I.C., double box..... 21 00

CLOCKS

Big Ben\$2 40-\$2 50

Good Morning, each 1 05

Lookout 1 35

CROWBARS, 5¼ to 6c per lb.

DRILLS

Bit Stock Drills, 40%.

Rd. Shk., 40%.

Wood Drills, 20%.

"DOMINION CROWN BEST"—

DOUBLE-COATED TISSUE.

I C, 14 x 20 base\$13 00

I X, 14 x 20 base 13 75

I X X, 14 x 20 base 14 50

ENAMELWARE

See prices under heading Wares.

etc.

FILES AND RASPS.

Discounts below apply to list

of Nov. 1, 1899.

Great Western, Amer. 55

Kearney & Foot, Arcade.... 55

J. Barton Smith Eagle ... 55

Disston Brand 47½

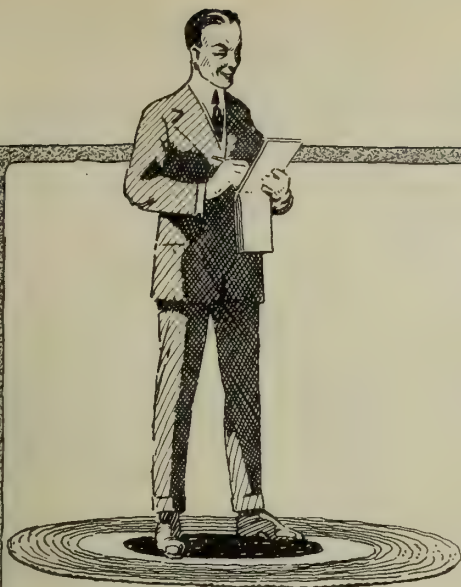
Globe 55

Nicholson 45

Black Diamond 45

Delta Files 40, 5

F.O.B. Toronto, Montreal, London and Hamilton.



Won't you be
"our man
on the Spot"?

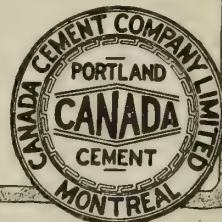
THE Canada Cement Company has a splendid array of dealers selling its product. What it needs is more dealers gifted with a faculty for discovering jobs in prospect. If one man in each locality could be induced to act as

our "man on the spot"—our "representative" in the full sense of the term—we would sell a lot more cement and there would be a big reward in the form of profits for the dealers thus interesting themselves in our proposition.

Won't you be our man on the spot? We have the co-operative assistance all waiting to be put in motion to aid you.

Write us about it.

CANADA CEMENT COMPANY, Limited
 3 Herald Building, Montreal



Yacht and Marine Paints



Now is the time to feature the Ramsay Lines. They interest the yacht, motorboat and canoe enthusiasts who demand Quality—That's Ramsay's.

A. Ramsay & Son Co., Montreal Branches, Toronto and Vancouver

If interested, tear out this page and keep with letters to be answered.

GRINDSTONES	Per 100 lbs.
Over 40 lbs. and 2 in. thick	2 15
Under 40 lbs.	2 45
Mounted No. 115, each	7 00
Bi-Treadle, each	6 75

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	\$ 7 75
Russet rope shank, 1 1/4 in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1 1/4 in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1 1/4 in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1 1/4 in.	16 25

HALTERS (SISAL)

7-16 in. gross (\$21.60; 9-16 in., \$22.50).

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13 1/2

HANDLES (WOOD)

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	8 05
Atlas, No. 2	8 80
Stearns, 4 in.	6 70
Stearns, 5 in.	9 25
Perfect, No. 1	10 45
Perfect, No. 1 1/2	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	7 00
Steel track, 1 1/4 in.	7 00-8 50

HEATERS (OIL)

No. 520 (120), each	\$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 620 (230), each	5 65
No. 660 (260), each	7 95

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	\$3 00	\$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60

8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 00	11 80
16-inch		14 40

Subject to discount of 20 and 10% off list.

Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	7 25
Over 14 in., per 100 lbs.	6 75

Extra hooks for above, % in., per lb.	7 1/4
Extra hooks for above, % in., per lb.	7

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	English	Canadian Fox
No. 2, per doz.	\$2 65	
No. 3, per doz.	2 75	
No. 4, per doz.	2 85	
Little Giant	4 65	

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.90; No. 1 and smaller, \$5.15; show pattern, No. 2 and larger, \$5.15; No. 1 and smaller, \$5.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$5.35; No. 1 and smaller, \$5.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$6.75; special countersunk steel, all sizes, 0-4, \$7.25; toe weight steel shoes, all sizes, No. 1 to 4, \$7.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$2; No. 2 and larger, \$1.90; "Sharp" No. 2 and larger, \$2.10; "Sharp" No. 1 and smaller, \$2. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, 1/2 in., ft.	0 12
Corrugated, 3/4 in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	17 50
72x30, 26 gauge, case lots	18 00
Less than case, 25c per 100 lbs. extra.	

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 25
Mrs. Potts, No. 50, nickel-plated, per set	1 35
Mrs. Potts, handles, Japaned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs.	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Canadian Beaty Electric Irons, each	3 38
Gasoline Sad Irons each	3 75

LADDERS, ETC.

(Step Ladders)	Per ft.
Shelf-lock	15c ft.
Ontario	20c ft.
Faultless	23c ft.
Mechanic	29c ft.
Hercules	26c ft.
Perfect	25c ft.
Faultless, extra heavy	28c ft.
Hercules, extra heavy	31c ft.
Mechanic, extra heavy	34c ft.
B.T. Standard	19c ft.
B.T. Economy	15c ft.
B.T. Iron Bound, 4-8 ft.	27c ft.
B.T. Iron Bound, 16 ft.	42c ft.
B.T. Iron Bound, 18 and 20 ft.	50c ft.
Crescent	18c ft.
Household	14c ft.
Standard	21c ft.
Electrician	26c ft.
Heavy duty	47c ft.
Extension	25c ft.
Common and Roped Extension	
Up to 32 ft.	18c ft.
34 to 44 ft.	20c ft.
46 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	14c ft.
18 ft. to 22 ft.	15c ft.
Chair ladders, each	2 00

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	8 50
Jumbo, doz.	10 00
Jap'd Dash, doz.	11 25
Search Dash, doz.	11 75
Searchlight, No. 20, doz.	19 50
All brass	24 75
Little Bobs	1 75 2 35
Copper, well japanned, doz.	14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast		0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	3 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 55
Steel Thumb, No. 3, per doz.	2 10
Steel Thumb, No. 4, per doz.	3 70
Barn Door, No. 5, per doz.	2 10
Barn Door, No. 9, per doz.	3 20

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A.	16 50
New Century, style B.	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00

Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-Ali	18 00
Blue Bell, without stand.	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
L w pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00
Discount, 45, 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.	
B.T. Bonnie, style A.	8 50
B.T. Bonnie, style B.	9 00
B.T. Ideal	13 50
B.T. Ideal Power	15 00
B.T. Ideal Water Motor	25 40
B.T. Cyclone	12 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	92 00

Discount on B.T. Goods 45%. F.o.b. London, Ont. On shipments of three or more washers, freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths', 2 1/2 x 5 1/2 in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	\$12 00
S. W. Mops, doz.	3 75
Mo Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch, .31	3 inch... 10c
1 1/2 inch, .31	3 1/2 inch... 10c
1 1/2 inch, .65c	3 1/2 inch... 10c
1 1/2 inch, .40c	4 inch... 5c
1 1/2 inch, .40c	4 1/2 inch... 5c
2 inch, .30c	5 inch, base.
2 1/2 inch, .30c	5 1/2 inch, base.
2 1/2 inch, .15c	6 inch, base.

6 1/2 to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, \$5.20 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, \$5.25 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, \$5.02 1/2.

Sault Ste. Marie, Port Arthur, Fort William, \$4.90 base f.o.b. factory; no freight allowance.

Cut Nails — Montreal, \$5 base; Toronto, \$5.05 base; London, \$5; Hamilton, \$5.05. No equalization of freights.

Moulding, Flooring, Slatting, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Giving Life to Shingles

When you recommend a coating for Shingles old or new, whether on roofs, side walls or anywhere else outdoors, be sure of lasting satisfaction to both your customer and yourself. Recommend

SHERWIN-WILLIAMS *Preservative Shingle Stain*

It not only lengthens the life of all kinds of wood exposed to weather but it freshens and "liven's up" the appearance.

S-W Shingle Stain is one of the best wood preservatives known, for it penetrates below the surface of the wood and renders it proof against rot and decay. It lessens the tendency of shingles to curl under the sun's heat.

It does not contaminate water from a roof on which it has been used.

Made in many colors and shades.

If you are interested in selling the world's best known paint products ask for details of the S-W Agency.



THE SHERWIN-WILLIAMS Co.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER,
LONDON, ENG.



NAILS (HORSE)

Size.	C Brand.	Per box of 25 lbs.
No. 3	\$19 25
No. 4	9 25
No. 4½	8 00
No. 5	4 25
No. 6	4 00
No. 7	3 75
No. 8	3 75
No. 9	3 50
No. 10	2 50
No. 11	3 50
No. 12	3 50

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

London, Hamilton, Montreal, Toronto.

Roofing nails, American, large head, keg, \$7.95.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.	48 inch...	60 inch...	72 inch...	84 inch...	96 inch...
12 inch...	\$1.80	\$6.20			
18 inch...	2.85	60 inch...	7.70		
24 inch...	3.40	72 inch...	9.20		
30 inch...	4.00	84 inch...	10.50		
36 inch...	4.75	96 inch...	12.00		
42 inch...	5.50				

1½ inch mesh and 19 ga. wire.	42 inch...	60 inch...	72 inch...	84 inch...	96 inch...
12 inch...	\$3.50	\$10.50			
18 inch...	5.00	48 inch...	12.00		
24 inch...	6.30	60 inch...	15.00		
30 inch...	7.75	72 inch...	18.00		
36 inch...	9.00				

1 inch mesh and 20 ga. wire.	42 inch...	60 inch...	72 inch...	84 inch...	96 inch...
12 inch...	\$4.00	\$12.00			
18 inch...	5.50	48 inch...	14.00		
24 inch...	7.00	60 inch...	17.00		
30 inch...	8.50	72 inch...	20.00		
36 inch...	12.75				

½ inch mesh and 22 ga. wire.	36 inch...	48 inch...	60 inch...	72 inch...	84 inch...	96 inch...
24 inch...	\$16.50	\$24.00				
30 inch...	20.10					

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30, 10% off list.
Montreal, 30% off list.
American netting, 30% off list.

POULTRY FENCING

	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83
Put up in 10, 20 and 30-rod rolls.	

OAKUM

	Per 100 lbs.
Best (American)	\$20.75-\$21.00
U.S. Navy (American)	20 00
Clipper, U.S.	17 00
U.S. Navy (English)	17 50
Plumbers (spun)	\$8.50-\$9.00

OIL

	Montreal	Toronto
Can. prime white petrol	0 17	0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	27-30
Black oil (Summer)	0 14	0 13
Black oil (Winter)	0 14½	0 13½
Cylinder Green	0 38	0 37½
Paraffine	0 21½	0 20½
XXX Machine	0 24	0 23
Fuel oil, bbls.	0 13¾	0 11
Fuel oil, tank cars.	0 12¼	0 09½

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	0 12
Coarse jute	0 09½
Square braided hemp	0 30
No. 1 Italian	0 38
No. 2 Italian	0 30

PAPER

	Per 400 ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	66-66
Resin sized, per roll	1 00
Tarred Fibre, No. 1 roll	1 25

Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred Felt, per cwt.	.....
Asbestos Sheeting, (per 100 lbs.)	\$9.00-\$12.00
Carpet Felt, 16 oz., per 100	\$4.25-\$4.50
F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.	

PARERS

Hudson, per doz.	\$9 00
Little Star, per doz.	7 20

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	7 00	6 50
6 to 7 lbs., doz.	7 25	6 75
7 lbs., doz.	7 50	6 75
7 to 8 lbs., doz.	8 00	7 00
8 lbs., doz.	8 00	7 50

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	\$0 80
4 doz. (cartons) 4½ in.	0 85

PIPE, STANDARD WROUGHT

Buttweld—	Black Galvanized	Per 100 feet
¾ in.	\$4 50	\$6 00
¾ in.	4 32	6 36
¾ in.	4 32	6 36
¾ in.	5 61	7 18
¾ in.	7 02	9 14
1 in.	10 37	13 52
1¼ in.	14 03	18 29
1½ in.	16 78	21 86
2 in.	22 57	29 42
2½ in.	36 27	47 09
3 in.	47 43	61 58
3½ in.	58 88	75 90
4 in.	69 76	89 93

Lapweld—		
2 in.	25 53	32 01
2½ in.	38 03	48 26
3 in.	49 73	63 11
3½ in.	60 72	78 66
4 in.	71 94	93 20
4½ in.	83 82	108 60
5 in.	97 68	126 50
6 in.	136 70	164 20
8 in.	166 60	213 00
8 L. in.	175 00	223 80
8 in.	201 60	257 80
9 in.	241 50	308 80
10 L. in.	224 00	286 40
10 in.	288 40	368 70

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.	
4½" and larger, 55%.	
4" and under, running thread, 40%.	
Standard couplings, 4" and under, 50%.	
4½" and larger, 30%.	

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain	List
2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30
Above subject to 30% trade discount.	

PIPE, LEAD

See weekly report.

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and un-	%	%
der	55	55
8" soil pipe	40	40
Medium and extra heavy fittings, 6" and under	60	60

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	\$2 00
O-Cedar, 12-oz. bottles, doz.	4 00
O-Cedar, 1-qt. can, doz.	10 00
O-Cedar, ½-gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00

Liquid Veneer—

4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

RIVETS AND BURRS

Iron rivets, blacked and tinned, 27½%; Iron Burrs, 27½%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 32
Coal Tar, bbl.	\$4.50-\$5
Roofing Pitch, 75 to 85c per cwt.	
F.O.B. Toronto, London, Montreal.	

ROPE

	Lb.
Pure Manila basis	31½
British Manila basis	26½
New Zealand hemp basis	26½
Sisal basis	24½

Above quotations are basis prices ½ and larger diameter. The following advances over basis are made for smaller sizes:—
Smaller than ½ and down to 7/16 dia., —½c above basis; ¾ dia., 1c above basis; ½ and 5/16 dia., 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	24½
Double lath yarn	25
Yacht marine, tarred	54
White polished halyards	30
Hemp, deep sea line basis.	44
Hemp, tarred ratline basis.	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Jute rope basis	16-17½
Italian rope basis	44
Cotton, ¾ lb.	0 44½ 0 49½
5-32 lb.	0 43½ 0 46
3-16 lb.	0 41 0 43½
¼ lb. and up.	0 40 0 42

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Champion—	Scale	Stamping
4 lb.	\$4 60	\$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lbs.	39 00	1 00
2000 lbs. Drop		
lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30
Above list prices subject to a discount of 15%. No discount allowed on stamping charge.		
F.O.B. Toronto, Montreal, London, Hamilton.		

SCREWS

	Discounts off Standard List adopted Aug. 1, 1903.
Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½

Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	.....
Hexagon cap	.....

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger	10 00
Awning, ea.	5 00
Table, ea.	2 00

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10½ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, BLACK

	Montreal Range	100 lbs.	100 lbs.
10 gauge	\$7 25	
12 gauge	7 35	
14 gauge	7 10	
16 gauge	7 10	
18-20 gauge	6 40	
20-22 gauge	6 45	
26 gauge	6 50	
28 gauge	6 60	

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED**Premier Galvanized**

Per 100 lbs. f.o.b. Hamilton and Toronto.

10½ oz.	\$8 80
U.S. 28	8 50
U.S. 26	8 20
22 and 24	8 05
18 and 20	7 90
14 and 16	7 75

Colborne Crown—16-20 gauge, \$8.05; 22-24 gauge, \$8.25; 26 gauge, \$8.50; 28 gauge, \$8.75. Less 25c in cash lots.

Apollo Brand, Montreal Toronto

14 gauge	7 40	7 25
16 gauge	7 40	7 45
18-20 gauge	7 60	7 60
22-24 gauge	7 80	7 75
26 gauge	8 00	7 90
28 gauge	8 40	8 20
10½ ozs.	8 85	8 50

Add 20c for less than ton lots.

Galvanized

B.W. Queen's	Fleur-de-Lis	Gorbals
gauge	Head de-Lis "best-best"	
16-20	8 70	8 00
22-24	9 00	8 20
26	9 25	8 50
28	9 50	8 75
10½ oz.		9 30

Less 25c in case lots.

SHINGLES

	Per square
Standard galvanized	\$7 00
Shipping weight, 90 lbs.	
Standard painted	5 00
Shipping weight, 80 lbs.	
Discount 7½%.	

SIDING METAL.

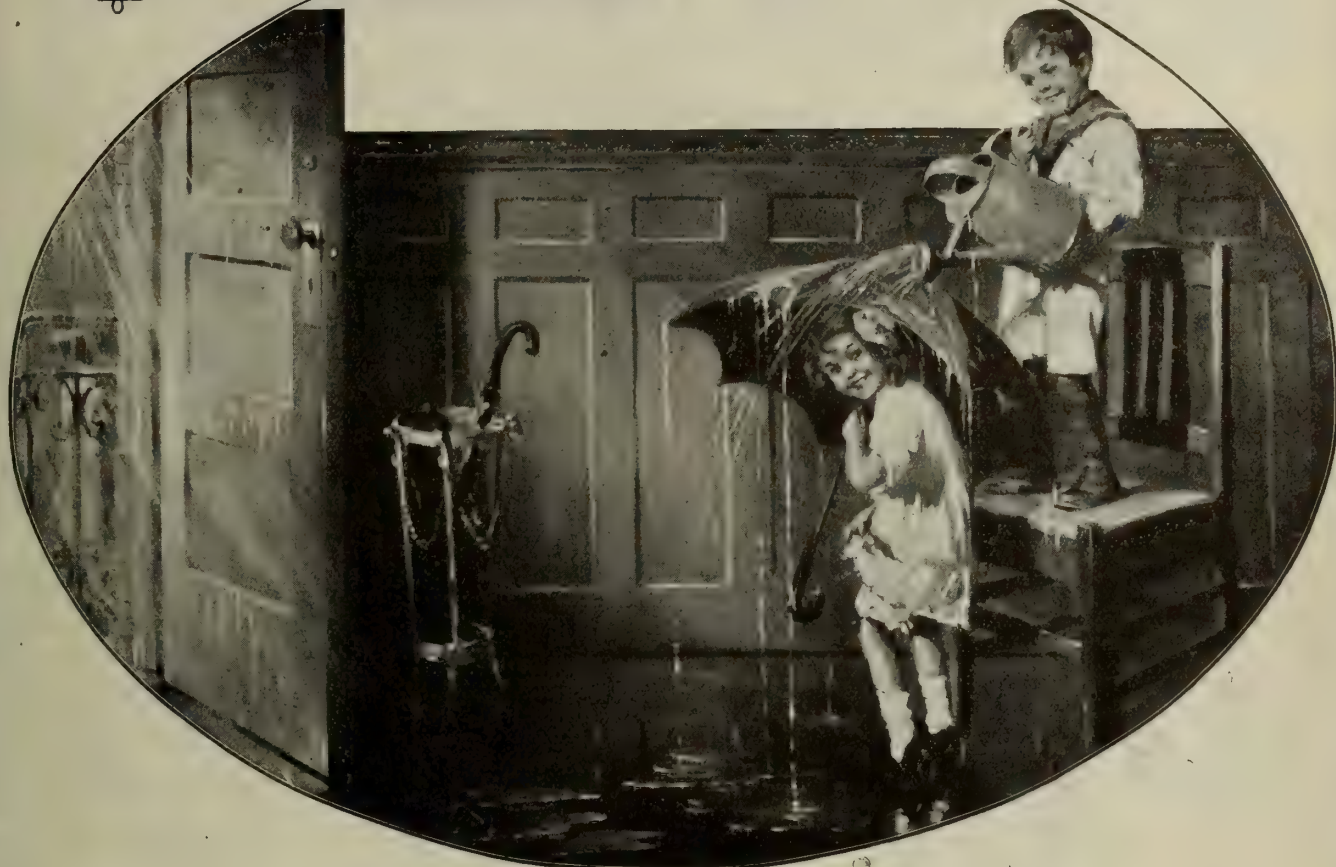
Standard galvanized	\$6 00
Standard painted	4 75

SOLDERING COPPERS.

Base, per lb., 63c cents.

VALENTINE'S VALSPAR

The Varnish That Won't Turn White



Dealers are Successful with Valspar

You don't have to "dig" to find the demand for Valspar. Our advertising campaign in American publications for four years has already created much interest in Valspar in Canada.

Now we are backing this up by a big campaign in the leading Canadian periodicals. This makes our whole campaign much more productive for Canadian dealers. You should prepare to catch the increase in Valspar sales that is bound to follow.

Success stories are indicated from figures reported by live Valspar dealers in the following towns—and this before our advertising in Canada started:

Huntsville, 1916..... sales increased 50%
 Perth, 1916 sales increased 100%
 Bracebridge, 1916 sales increased 85%
 Toronto, 1916 sales increased 50%
 Another large Toronto store says "several hundred" per cent.

Valspar succeeds on merit. It is a "long oil," quick-drying varnish of extreme durability. Its waterproof quality makes it the world's best varnish for bathroom, kitchen, porch and indoor or outdoor woodwork of every kind. It's the dealer's big seller for all varnish work.

It is well worth your investigating. Write us to-day.

VALENTINE & COMPANY, 109 George Street, Toronto

ESTABLISHED 1832

Largest Manufacturers of High-grade Varnishes in the World

New York

Boston

Chicago

TRADE **VALENTINE'S** MARK
 VARNISHES

Paris

London

Amsterdam

Copyright 1917, by Valentine & Company.

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur),
Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35%	20 and 10%	12½%
Draining Tools	35%	35%	
Hollow Back Scoops	15 and 10%		12½ and 5%
Hollow Backs, Sand Shovels and Coal Shovels	35%		12½%
Riveted Back Scoops	20%		20%

Jones Miners Spring Point

Riveted Shovels, Lists Nos.

42 and 43

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	1st Grade	2nd Grade	4th Grade
No. 2, black	\$19.00	\$16.50	\$12.00
Draining Tools, No. 2, black	19.00	18.00	
Hollow Back Scoops, No. 2, black	16.80		13.80
Sand Shovels, No. 2, black	16.00		11.50
Hollow Back Shovels, No. 2, blk.	18.00		10.50
Coal Shovel, No. 2, black	17.50		12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished 75c per dozen net
Half polished 50c per dozen net
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa,
Montreal, Quebec, Halifax, St. John, Moncton, and freight may be
equalized thereon.

Freight will be equalized on railway rates only.

SOLDER, BAR

See Weekly Report

STAPLES

See Wire Products.

SWEEPERS, CARPET	Bissell's
Boudoir	Doz. 31 00
Champion Nic.	25 00
Champion Jap.	23 00
Univ. japd., cyco bearing ..	26 00
Univ. N.P., cyco bearing ..	29 00
Grand Rapid, japd., ball- bearing	28 00
Grand Rapid, N.P., ball- bearing	31 00
Princess, N.P., ball-bearing ..	32 00
Elite, ball-bearing	36 00
Am. Queen, N.P., bal-bear ..	34 00
Parlor Queen	37 00

F.O.B. Toronto, London, Ham-
ilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac. doz.	\$77 00
Household Vac. doz.	63 00
Superba Vac. doz.	92 00

F.O.B. Toronto, Hamilton,
London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, ea.	6 50
Ontario, 2-passenger, ea.	5 50
Baby, ea.	3 50
"Quebec" 4-passenger, ea.	6 50
"Quebec" 2-passenger, ea.	5 50

TACKS

Discount.

Wire Tacks 65 and 5%

Revised Hardware Tack

List adopted Jan. 1,

1916 65 and 12½%

Double pointed tacks 60. 10%

Shoe findings list adopted

April 23, 1917—Net list.

List of Capped Goods

adopted Jan. 1, 1916. 65, 12½%

F.o.b. Toronto, Hamilton,
Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 33 1-3%

Sampson, 25 and 5%.

TROUGH (EAVE)

O. G. Square head and half round

Size in girth Per 100 feet

8 in. \$ 6 90

10 in. 7 70

12 in. 9 10

15 in. 12 50

18 in. 16 00

Discount, 30%.

TRAPS (GAME)

See weekly report.

Doz.

Victor No. 1 1 65

Jump, No. 1 2 15

Hawley & Norton, No. 1. 2 89

Newhouse, No. 1 3 45

F.O.B. Toronto, London, Ham-
ilton, Montreal.

TWINE (Binder)

Per lb.

500 ft. 0 15½

550 ft. 0 16½

600 ft. 0 17

650 ft. 0 17½

TWINE (COTTON)

3-ply wrapping 38½-48¼

4-ply wrapping 44 -52

WOOD TUBS

No. 0, per doz. \$13 75

No. 1, per doz. 11 85

No. 2, per doz. 10 00

No. 3, per doz. 8 75

VALVES

%

Ground work 45-47

Compression work, standard. 45

High grade 48

Cushion work 40

Fuller work, standard 54

High grade 47

Basin cocks, No. 0, standard 49

High grade 49

Nos. 1 and 2, standard. 49

High grade 40

Bath Cocks 53

Standard 50

High grade 50

Roundway Stop and Waste

Cocks, standard 53

High grade 50

Standard 53

High grade 50

Radiator valves, standard. 15

High grade 15

Globe, angle and check valves,

standard 15

Do., high-grade 10

Patent quick opening valves 55

WARES, ETC.

Scotch Grey Ware, 60%.

Colonial, 30. 20%.

Imperial Ware, 30 and 20%.

Premier, 25%.

Canada Ware, 25%.

White Ware, 50, 17½%.

Japanned Ware, list.

Japanned Ware, White, list, plus

10%.

Plain and Jap. Sprinklers, list,

plus 5%.

Stamped Ware, plain, 50. 15%.

Stamped Ware, retinned, 50. 10%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 50,

15%.

Tinners' Trimmings, retinned, 50

and 10%.

Tinners' Trimmings, gen., 5%.

Milk Can Trimmings, list, plus

30%.

Cream Cans, Railroad, 5%.

Factory Milk Cans, list, plus 10%

Railroad Delivery Milk Cans,

12½%.

Pieced Ware, C.B., list, plus 30%.

Sheet Iron Ware, 7½%.

Pieced Ware, ordinary, list, plus

12½%.

Fry Pans, 50 and 10%.

Spiders, 30 and 10%.

Fire Shovels, 10%.

Steel Sinks, painted, 10%.

Steel Sinks, galvanized, 5%.

Light Galv. Pails and Tubs, list,

plus 10%.

Heavy Galv. Pails & Tubs, list.

Garbage Pails, list.

Balance Galv. Goods, list plus

10%.

Jap. Coal Hods, list, plus 7½%.

Galv. Coal Hods, list, plus.

Paper Lined Boards, 50, 5%.

Wood Lined Boards, 40, 12½%.

Elbows, 2½%.

Elbows, Galv., list, plus 12½%.

Elbows, Light, 5" and 6", \$1.70.

Elbows, Light, 7", \$1.85.

Stove and other Pipes, list, plus

10%.

Stove Pipe Thimbles, 50, 10%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus

10%.

Copper Tea Kettles, 3 doz. lots,

list.

Copper Tea and Coffee Pots, list,

plus 10%.

Copper Tea and Coffee Pots, in

3 doz. lots, list.

WASHERS, IRON.

Full box, 10%. Price less 50

lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Tor'to Lond'n Mont'l

Sectional, 1 lb.,

per 100 lbs. \$4 25 \$4 25 \$4 00

Sectional, ½ lb.,

per 100 lbs. 4 25 4 50 4 00

Solid, 3 to 30

lbs., per cwt. 2 55 3 50 2 50

WEIGHTS, Horse, 6c lb.

WHEELBARROWS.

Navy, steel wheel, doz. 45 40

Garden, steel wheel, doz. 58 30

Light garden, each 41 00

WIRE PRODUCTS.

F.o.b. Toronto, London, Hamilton,

Montreal.

Cut Hay Baling Wire.

Per 100 lbs.

No. 9 \$6 00

No. 10 6 05

No. 11 6 15

No. 12 6 25

No. 13 6 35

No. 13½ 6 35

No. 14 6 50

No. 15 6 75

Stovepipe Wire.

No. 18 6 95

No. 19 7 45

Hay Wire in Coils.

No. 13 5 70

No. 14 5 75

No. 15 5 85

Smooth Steel Wire.

Nos. 0-9 gauge, base. 6 00

Extras over base sizes on

heavier gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No.

12, 30c; No. 13, 30c; No. 14, 40c;

No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled

wire, 10c; spring wire, \$2.50;

bright, soft drawn, 15c; charcoal

(extra quality), \$1.25; packed in

casks or cases, 15c; bagging and

paperings, 10c; 50 and 100-lb.

bundles in 25-lb. bundles, 15c; in

5 and 10-lb. bundles, 25c; in 1-

lb. hanks, 50c; in ½-lb. hanks,

775c; in ¼-lb. hanks, \$1.

Fine Steel Wire.

List Price on Fine Steel Wire:

No. 17 \$ 5 00

No. 18 5 50

No. 19 6 00

No. 20 6 65

No. 21 7 00

No. 22 7 30

No. 23 7 65

No. 24 8 00

No. 25 9 00

No. 26 9 50

No. 27 10 00

No. 28 11 00

No. 29 12 00

No. 30 13 00

No. 31 14 00

No. 32 15 00

No. 33 16 00

No. 34 17 00

For prices of fine steel wire add

30% to above list.

Extra net.

List of extras in 100-lb. lots.

net.

Tinned wire, Nos. 17-25 .. 2 00

Nos. 26-31 5 00

Nos. 32-34 7 00

Coppered 0 75

Oiling 0 10

In 2

TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire
Needle Wire
Spring Wire
Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, for Busks
Steel Wire for Metal Fret Saws
Galvanized Wire for Hawsers and
Submarine Cables

J. SHIPMAN & CO., LTD.

**ATTERCLIFFE STEEL WORKS & WIRE MILLS,
SHEFFIELD, Eng.** Telegrams: "Shipman Sheffield." Cent. No. 465.
Telephone:

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave,
Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

We offer for
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In limited quantities
**WARRANTED PURE
LINSEED
OIL**

Write for samples of
S. P. B. BAGS
and Open End Catalogue
ENVELOPES



Bags for Heavy Hard-
ware and Fittings,
Broom Covers and
Broom Handles

also

Bags for Forks and
Hoe Handles

Specialty Paper Bag Co., Ltd.

Department M.

12-14-16 Johnston Street, Toronto, Canada



If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.00; chilled, \$18.50; buckshot, \$17.80; ball, \$18.20.

ANVILS

Peter Wright, 80 lbs. and up, 20c per lb.; clip horn, 21c lb.
Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES

Single Bit \$ 8 00 \$13 00
Double Bit 13 50 15 50
Broad axes 28 00 31 00

BARS, CROW. \$6.25 per 100 lbs.

BAR IRON

Bar iron, \$4.25; Swedish iron, \$5; sleigh shoe, steel, \$5; spring steel, \$6; machinery steel, \$6; tool steel, octagon, 100 lbs., \$12.50.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.
Agricultural or No. 1 leather belting, 47½% off list.
Standard, 30, 10 and 5% off list.
The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, \$1.30 per lb.; cut, \$1.45 per lb.; rawhide, sides, \$1.25; cut, \$1.40.
Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, % and smaller, 15%; 7-16 and larger, net list; machine, % and under, 15%; 7-16 and over, 5%; machine set screws, 25%; plough bolts, 5%; nuts, small lots, 3c advance over list; case lots, 2c advance over list; stove bolts, 50%; shaft bolts, 5%; tire bolts, 30%; sleigh shoe bolts to %, 5%; 7-16 and up, net list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, \$1.05 to \$1.65 per roll, according to quality; plain, 80c to \$1.50.

CHAIN

Coil, 3-16 in., \$12.50; ¼, \$9.75; 5-16, \$8.85; ¾, \$8; 7-16, \$7.75; ½, \$7.50; 9-16, \$7.50; ¾, \$7.40; ¾, \$7.25; Logging, 5-16, 9¾c; ¾, 8¾c; tie-out, 57½.

CHURNS

Barrel, No. 0, \$6.30; No. 1, \$6.30; No. 2, \$7; No. 3, \$7.70; No. 4, \$9.10 each.

CLEAVISES, MALL. 13c. per lb.

COPPER.

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 30%.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., \$5.40; 10 in., \$6; 12 in., \$7.05.
Conductor pipe, 2 in., per 100 ft., ft., \$6.30; 3 in., \$7.60; 4 in., \$10.05.

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 15c lb.; 10-lb. jugs, \$2.15 each; 24-oz. bottles, \$4.35 doz.; 12-oz. bottles, \$2.25 doz.

GALVANIZED WARE.

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW Single Double
Up to 25 in. 8 75 12 75
26 to 40 9 75 14 75
41 to 50 12 50 16 50
51 to 60 13 00 17 25
61 to 70 14 00 18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., \$2.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 15%.
Corrugated Strap Hinges — 4, \$1.25; 5, \$1.90; 6, \$2.65; 8, \$4.30; 10, \$6.35; 12, \$9.70.

Corrugated Tee Hinges — 4, \$1.70; 5, \$2.60; 6, \$3.15; 8, \$5.50; 10, \$7.85; 12, \$11.10.

HORSESHOES

Iron, No. 0 to 1, \$5.90; No. 2 and larger, \$5.65; snowshoes, No. 0 to No. 1, \$6.15; No. 2 and larger, \$5.90; steel, No. 0 to 1, \$6.35; No. 2 and larger, \$6.10; featherweight, \$7.50.

JACKSCREWS

30 per cent. off list.

IRON BAND.

1½ in., \$5.30; 1¼ in., \$5.30; 1 in., \$5.40.

	Apollo and	"Fleur
	Premier de Lis"	
10¾ oz. or 28 Eng...	9 50	9 50
28 Am. or 26 Eng....	9 20	9 20
26 Am. or 26 spec....	8 90	8 90
24	8 75	8 75
22	8 75	8 75
18 and 20	8 60	8 60
16 Am.	8 45	8 45

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.
Mrs. Pott's No. 55, set..... 1 20
Mrs. Potts No. 50, set..... 1 25
Mrs. Pott's common sad iron handles, \$1.15 dozen. Mrs. Pott's improved, \$1.50 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$5.50; per doz., 75c; B, per case 6 doz., \$4.85; per doz., 90c.

LANTERNS

No. 2, plain 8 75
No. 20, X-ray 12 50
No. 22, Dash-board 11 25
Short Globe, doz..... 8 75

LEAD PIPE, \$16.40.

LEAD WASTE, \$17.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, \$7.75; cutter, \$7.75.

NAILS

Wire, f.o.b. Fort William, \$5.20 base; Winnipeg, \$5.60 base. Cut f.o.b., Winnipeg, \$6

NETTING. Poultry, 37½%.

Banner Netting, 24 in., \$3.50; 36 in., \$4.50; 48 in., \$5.25; 60 in., \$6.25; 72 in., \$7.

NUTS

Square, small lots, 3c advance over list; case lots, 2c advance over list; Hexagon, small lots, 3c advance over list; case lots, 2c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher, 37c; "B" Castor machine oil, 24½c; Buffalo Engine gasoline, 35c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family

Safety coal oil, 20c; "Engoline" engine coal oil, 16c; Summer Black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 16½c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, \$3.35; Stephens' House, \$3.10; Stephens' Floor, \$2.70; Silkstone, \$2.65.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, \$2.50; less than barrels, \$3.50; American vermilion, 20c; English vermilion, \$3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, \$14; less quantities, 16c.

PICKS, Clay, 6-7. \$7 per dozen.

WROUGHT IRON PIPE

	Black	Galv.
Per 100 Ft.		
¼ inch	\$ 5 16	\$ 7 50
¾ inch	5 23	7 57
½ inch	5 85	8 64
¾ inch	8 60	11 02
1 inch	12 71	16 30
1¼ inch	17 20	22 04
1½ inch	20 56	26 36
2 inch	27 65	35 45
2½ inch	44 42	56 74
3 inch	58 10	74 19
3½ inch	72 00	.....
4 inch	85 32	.....
4½ inch	100 87	.....
5 inch	117 58	.....
6 inch	152 63	.....

PLASTER, Paris, per bbl., \$3.75.

PLATES, CANADA

18 x 21 per box, half polish, \$8.50; full polished, \$9.50; 18 x 24, half polished, \$8.50; full polished, \$9.50; 20 x 28, half polished, \$8.75; full polished, \$9.75.

PLOW SHARES......10c per lb.

POINTS

Landslide plow, 1½ x 1¼ in., \$1.75 per dozen.

PUTTY

100-lb. irons 4 50
25-lb. irons, per cwt..... 4 80
1½-lb. tins 0 08

RIVETS AND BURS

Iron rivets, 20 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes. No. 8, 66c; No. 9, 69c; No. 10, 71c; lb.

Copper Burrs. No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 24½c base; pure Manila, 32c base; British Manila, 26½c base; lath yarn, 24½c base; African hemp, 26½c base; cotton rope, ¼ and over 46c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.)
Net list.

SAWS, BUCK

Happy Medium, \$7.50; Watch Spring, \$7.75; Lance Tooth or Lightning Blades, \$8.25; New Century, \$9.75.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 30%.

STEEL SHEETS, BLACK

10 gauge	7 75
12 gauge	7 75
14 gauge	7 50
16 gauge	7 50
18-20 gauge	7 30

22-24 gauge	7 35
26 gauge	7 40
28 gauge	7 50

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., \$10.10 per doz.; D.H., Rd. Pt., \$10.10; L.H., Sqr. Pt., \$10.10; D.H., Rd. Pt., \$10.10; Bulldog and Jones, D.H., Rd. Pt., \$11.10; D.H. Sqr. Pt., \$11.10; L.H., Rd. Pt., \$11.10; Sqr. Pt., \$11.10; Black Cat and Crescent Scoops—No. 4, \$11.25 doz.; No. 6, \$12; No. 8, \$12.75; No. 10, \$13.55; Moose and Jones Scoops, No. 4, \$12.45; No. 6, \$13.15; No. 8, \$12.85; No. 10, \$14.55 per doz. dozen.

SOLDER. Per pound, 36 to 37c.

~PIKES

Pressed, ¼ in., \$4.65; 5-16, \$4.30; ¾, \$4.10; 7-16, \$3.95; ½, \$3.90.

STAPLES

Bright wire, per cwt., \$5.30 at Fort William, \$5.70 Winnipeg; galvanized staples, \$6.10 Fort William, \$6.50 Winnipeg.

STEEL

Sleighshoe, \$5 base per cwt.; plow, common, \$6; crucible plow, \$7; angle, \$5.10; harrow, \$5 base; east, octagon tool steel, 12½c base; square tool, 13½c base; spring \$6; machine, \$6 base; tire, \$5.10. Mild, 3-16, ¼, 5-16, \$6.50 base; other sizes, \$5 base.

STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; 1 in., \$4.35; ¾ in., \$4.25; 1 in., \$4; 1¼ in., \$4; 1½ in., \$3.75.

STEEL SQUARES

25 per cent. off list.

TACKS, Carpet, 70% off list.

TIES. Cow, 5%.

TIN AND TIN PLATE

20 x 28 I.C.	\$21 00
20 x 28 I.X.	22 50
20 x 23 I.C.	25 00
20 x 33 I.X.	26 75
Terne plates	17 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminate, gal... \$2 20

Stephens Exalite, gal. 3 00

WASHERS

Iron, small lots, 5% + 75c; full boxes, iron, 10% + 75c.

WHITE LEAD

Decorators' pure, ton lots, \$15.55; less than ton lots, \$16.20.

WIRE, BARB

Lyman, 4-point, \$4.20 f.o.b. Ft. William, \$4.50 Winnipeg; Glidden Cattle, 2-pt., \$4.05 Ft. William, \$4.35 Winnipeg; Baker 2-pt., \$4 Ft. William, \$4.30 Winnipeg; plain twist, cwt., Ft. William, \$4.25; Winnipeg, \$4.75; plain galvanized, Ft. William, No. 9, \$4.85; No. 12, \$5.10; Winnipeg, No. 9, \$5.25; No. 12, \$5.50; coil spring, Ft. William, No. 9, \$5; No. 12, \$5.25; Winnipeg, No. 9, \$5.30; No. 12, \$5.55.

Patented screen in 100-ft. rolls, \$3 per hundred sq. ft.; in 50-ft. rolls, \$3.10 per 100 sq. ft.

WIRE, PLAIN

Rale ties, 14 gauge, single loop, \$7.20 Winnipeg; \$6.80 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, \$6.45; 10, \$6.50; 12, \$6.65; 14, \$6.85; 15, \$7; 16, \$7.15 per 100 lbs.

WRINGERS

Royal Canadian, \$48.40 per doz.; Eze, \$46.90 per doz.; Bicycle, \$52.65 per doz.; Ajax, \$5.75 each.



YOU buy the same article again and again because you're satisfied.



In every line of business satisfaction is essential to repeat orders.

Stephens Paints FOR OUTSIDE SERVICE

are easily applied, cover much surface, and are remarkable in their wearing qualities.

Satisfaction is double-sure

Be a Stephens' Agent—It means an increase in sales and profit.

WRITE FOR OUR PROPOSITION



MANUFACTURED BY
G. F. STEPHENS & CO., Ltd.
PAINT AND VARNISH MAKERS
WINNIPEG, CAN.

Branch at Calgary, Alta.



If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, \$7.40 per 100 lbs.; 5 lb. packages, \$7.20 per 100 lbs.; white, 2½ lbs., \$6.80 per 100 lbs.; 5 lbs., \$6.60 per 100 lbs.

BEESWAX

Small quantities, per lb. 0 50
Larger quantities, per lb. 0 45

BLUE STONE

Montreal Toronto
Per lb. 16-20 16-22
London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. \$1 35
Weighted, 20 lbs., doz. 1 60

COATING

Cement Coating \$2 55 2 75

COLORS (DRY)

Per lb.

Raw Umber, 100 lb. keg. 5-12c
Burnt Umber, 100 lbs. 5-12c
Raw Sienna, 100 lb. kegs. 5-12c
Burnt Sienna, 100 lb. kegs. 5-12c
Imp. green, 100 lb. kegs. 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs. 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02½
Spruce ochre, 100 lb. kegs. 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL, PURE

Venetian red, 1 lb. tins. 0 15
pure 20-26
Indian red 40-45
Chrome yellow, pure 20-22
Golden ochre, pure 16-18
French spruce ochre, pure. 18-26
Chrome green, pure 0 26
French permanent green, pure 25-36
Signwriters' black, pure. 0 17
Marine black, 5-lb. irons. 0 25
Lampblack 0 25

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel, ..
Anchor Floorlustrer
O.P.W. Sunshine White ..
Jas-per-lac floor enamel ..
Jas-per-lac art enamel
Martin's Enamel
Mooramel

FILLER

Gal.

Luxeberry Enamel \$5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE

Per bbl.

Demi-johns, 50 lbs. 0 15½
\$1.10 for demi-john extra.

GLUE

Per lb.

French medal 30-35
English common sheet 0 38
English prima 0 40
White pigfoot 0 35
Cake bone, 112-lb. bags. 35-38
Hide, 112-lb. bags 45-60
Gelatin, 112 lb. bags 30-32
Ground glues, 112 lb. bags—
No. 1 30-32

GLASS

Single Double

	Thick	Thin
(Under 25)	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84	22 75	22 75
85 to 90	24 35	24 35
91 to 94	25 00	25 00
95 to 100	29 00	29 00
101 to 105	32 00	32 00
106 to 110	37 00	37 00

Toronto, London and Hamilton:
—Single or Double Thick, 10 to 15% off above; 50 cases or over, open cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10%; 35 cases and over, open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to \$75 gross list value. Orders over \$75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
C.P. Lily Pure	\$14 80	\$15 00
Anchor Pure	14 80	15 00
Crown Diamond	14 80	15 00
Green Seal	14 80	15 00
Tiger Pure	14 80	15 00
Ramsay's Pure	14 80	15 00
Moors Pure	14 80	15 00
O.P.W. Dec. Pure.	14 80	15 00
Red Seal	14 50	15 00
Decorator's Pure	14 80	15 00
O.P.W. English	14 75	15 25
Elephant Genuine.	15 40	15 30

B.B. Genuine Lead, less than tons, \$16.20 Toronto; \$15.90 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. 13 50 13 50
Genuine, 100-pound kegs, per cwt. 13 87½ 15 00
Less quantity 0 16

LEAD, ARSENATE OF

	Per 100 lbs.	Dry	Paste
1-lb. tins	\$31 50	\$22 75	
2-lb. tins		21 75	
5-lb. tins	29 50	17 50	
10-lb. tins	28 50		
25-lb. casks	28 00	16 25	
50-lb. casks	27 50	15 75	
100-lb. casks	27 00	15 25	
300-lb. casks		15 00	
600-lb. casks		14 75	

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., \$6.60. White in lb. pkgs., per 100 lbs., \$6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

Toronto, Montreal

Elephant White	\$ 3 20
Elephant Colors	2 80
B.H. English white	\$3 30
B.H. English, colors	3 05
Minerva White	3 10
Minerva Colors	2 80
Crown Diamond, white.	3 05
Crown Diamond, colors.	2 80
Fresco Tone, white	2 95
Fresco Tone, colors	2 75
Moore's House Colors	2 75
Moore's Floor Paint	2 45
Moore's Egyptian Paint.	2 20
Moore's Sani-Flat	2 35
C.P.C. Pure, white	3 30
C.P.C. Pure, colors	3 05
O.P.W. Can. Brand, white.	3 05
O.P.W. Can. Brand, colors.	2 85
O.P.W. Can. Brand, floor.	2 45
O.P.W. Flat Wall, white.	2 95
O.P.W. Flat Wall, colors.	2 75
Ramsay's Pure, white	3 15
Ramsay's Pure, colors	2 85
Martin-Senour, 100% white.	3 30
Martin-Senour, 100% colors.	2 90
Senour's Floor Paint	2 75
Senour's Porch Paint	3 05
Senour's New-Tone, white.	2 95
Senour's New-Tone, colors.	2 75
Sherwin-Williams, white	3 30
Sherwin-Williams, colors	2 05
Flat Tone, white	2 80
Flat Tone, colors	2 65
Lowe Bros. H.S., white.	3 30
Lowe Bros. H.S., colors.	3 05
Mellotone, white	2 95
Mellotone, colors	2 75
Sanitone, White	2 65

PARIS

	Mun-	C.P.	Ber-
	ro's	Co.	gers
600-lb. bbls.	\$53 75	\$54 50	
250-lb. kegs.	53 75	54 00	54 75
100-lb. drums.	54 75	55 00	55 75
50-lb. drums.	54 75	55 00	55 75
25-lb. drums.	55 00	55 25	56 00
1-lb. 100s, pks 57 00	57 25	58 00	
½-lb. 100s	59 00	59 25	60 00
1-lb. 100s, tins 58 00	58 25	59 00	

Prices f.o.b. Toronto, Hamilton London and ¼c less in Montreal.

PARIS, PLASTER

Per bbl. \$3 00

PASTE WOOD FILLER

	Pound
1 lb. cans	0 14
2 lb. cans	0 14
5 lb. cans	0 12
10 lb. cans	0 11½
25 lb. cans	0 11

Standard
Less than tons
Montreal Toronto

	3 55	3 65
Bulk, in casks		
Bulk, 100-lb. drums 4 00	4 10	
Bulk, 25-lb. drums 4 10	4 20	
Bulk, 12½-lb. irons 4 35	4 45	
Bladders, in bbls. 4 35	4 35	

Ton lots standard are 20c per hundred pounds less.

Pure Putty, \$1 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., \$3.50 to \$4.00
Pure Orange, gal., \$3.50-\$3.65.
Gum shellac: TN, 62-65c. lb.; finest orange, 70-72c.; finest white, 70-76c. lb.

PAINT AND VARNISH

REMOVER

Taxite, 1 gal. cans	2 35
Cumoff	2 40
O.P.W. Presto	2 50
Lingerwett	2 90

TURPENTINE

Montreal Toronto

See weekly report for prices.

SLATING

Gal.

Liquid Slating, B.B.

VARNISHES

Per gal cans

Gold Medal	\$ 2 05
Maritime Spar	4 25
B.-H. Stovepipe Varnish, ½ pints, per gross.	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor.	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil.	1 00
Jasperite Floor Finish.	2 25
Marble-ite Floor	2 54
Wood-var	2 54
Finest Interior	2 86
Durable Floor	2 40
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Spar-Not	3 08
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 15
Luxeberry spar	4 50
Ramsay's Universal	2 40

WATER PAINTS

Opalite, 300 lb. bbls.	0 15½
Opalite, 100 lb. kegs.	0 14
1 gal. package, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06

WASTE (POLISHING)

Cream

WASTE, WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLGR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORING WIPING

Fancy	0 16
Lion	0 14½
Standard	0 13
Popular	0 11½
Keen	0 10½

WASTE, WOOL PACKING

Arrow	25
Axle	20
Anvil	15
Anchor	11

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade discount for quantity.

WAX

	Per lb.
C. P. Floor Wax	0 35
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	44-46
Johnsons	44-46
Gold Medal	0 30
Ramsay's	0 30

WHITING

Paris white	\$3 00
Plain, in bbls.	2 50
Gilders, bolted, in bbls.	2 50

Per 100 lbs.

WOOD ALCOHOL

Per gal.

In gallons	\$1 55-1 75
Barrels	1 35-1 60

\$4 extra for barrels.

There is no other varnish that will suit the requirements
of your trade so well as

DOUGALL VARNISH

Your customers want Varnish that is easy to apply, has good covering power, looks well when applied, and will wear well.

No Varnish can give this service unless it is properly made from proper materials under correct formulas. Also it must be properly aged.

DOUGALL VARNISH IS AS NEARLY PERFECT IN EVERY RESPECT AS HUMAN SKILL AND QUALITY OF MATERIALS CAN MAKE IT.

Let us send you full particulars—No obligation

The Dougall Varnish Co., Limited
MONTREAL

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

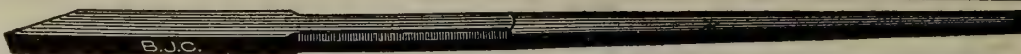
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If interested, tear out this page and keep with letters to be answered.

CROWBARS

No. 102-A—CHISEL POINT

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL



We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

TARRED FELT

SPECIFY
DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar

MONTREAL



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



C. KLOEPFER, LIMITED

EDWARD HALLORAN, General Manager

IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

It happened just the other day—

A few days ago a customer went into a hardware store, and noticing a man going out smiling, asked the manager why that man seemed so well pleased. Oh! the manager replied, I just sold him one of Still's Handles, and anyone who knows the quality of Still's Handles is always well pleased. The customer then said, "that is just what I want," so he bought

Still's Handles

and went away smiling, too.

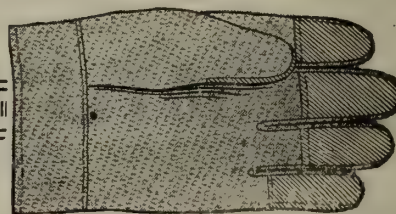
Satisfaction is the road to big business.

Specify Still's Handles when placing your order with your jobber. If he cannot supply you, write us.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

TAPATCO COTTON GLOVES

REGISTERED BRAND TRADE MARK



Sell Without Effort

These Cotton Gloves are their own salesmen and it is a delight to many dealers the way they sell. TAPATCO Cotton Gloves are serviceable gloves—made to stand wear—hard wear—at the same time their appearance is pleasing—Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Our Leatherette-faced glove is a winner—get a sample of it.

Give the TAPATCO Line prominence, it will mean profit and other sales. Order through your jobber.

The American Pad & Textile Co.
CHATHAM, ONTARIO

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia
London, Eng.



*Any kind of sweet stuff
will draw flies*

*Only Good Babbitt Metal
will draw good customers*

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ALWAYS MACLEAN'S MAGAZINE contains articles of a class you'll find in no American magazine—articles *Canadian* in theme and staging. MACLEAN'S goes in for articles, biographies and stories that make Canada and Canadians better known and better loved by its own people. This is its big and worth-while mission, and this is why it should possess *your* favor to a pre-eminent degree.

In the May issue of MACLEAN'S, in addition to the remarkable article announced above, are the following notable features:

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By Arthur Stringer, Hopkins Moorhouse and Mary Gaunt

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By Sir Gilbert Parker and James B. Hendryx

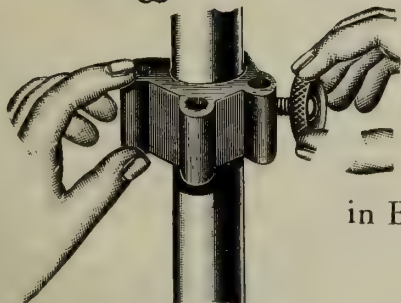
Parker's story is entitled, "Jordan is a Hard Road," and Hendryx's, "The Gun Brand." They are rousing stories told by masters of the craft of writing and story-telling.

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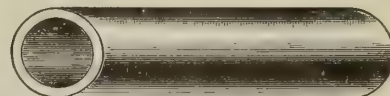
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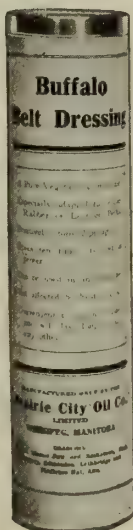
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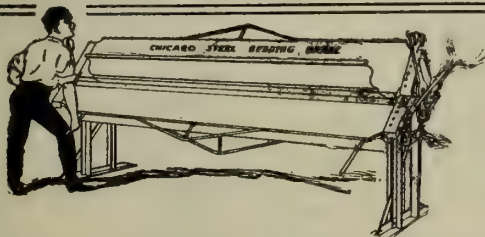
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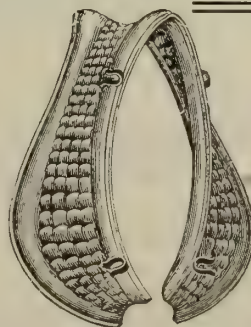
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Pease Foundry Co., Toronto.

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Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.

Winnipeg Ceiling & Roofing Co., Winnipeg.

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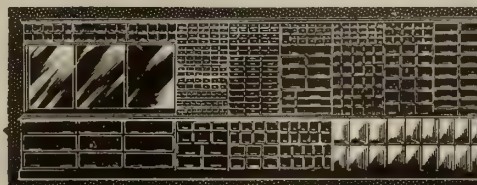
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McGregor-Barwell Fence Co., Walk-
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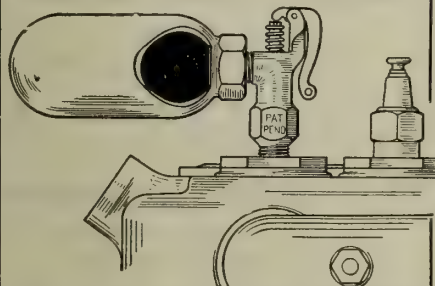
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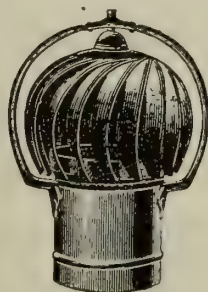
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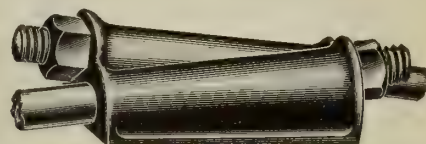
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For flat bands 2 to 6 inches.

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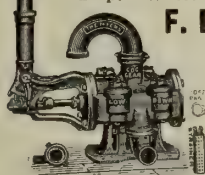
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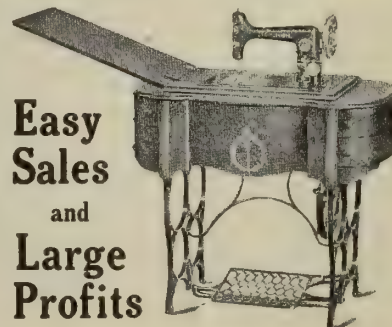
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The Eureka Line includes Garden Drills, Cultivators, Sprayers, Planters and Seeders, Sanitary Churns, Root Cutters, Combination Wagon Box and Rack Spring Seats. These goods are standard goods of a high quality and are guaranteed as represented. Ask for Catalogue.

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There will be a big demand this season for spraying outfits. The Government is stimulating the idea of greater production, and people are turning to gardening and chicken raising. Be ready for the annual demand for sprays and the regular spring business for spraying chicken coops, etc.



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Ontario Lantern & Lamp Co.,
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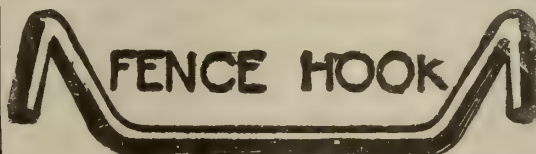
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Prompt Shipments

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We manufacture all kinds of lumber tools. Light and Durable.

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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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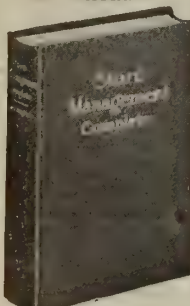
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"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

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are now ready for the greatest demand which begins in January and continues through May.

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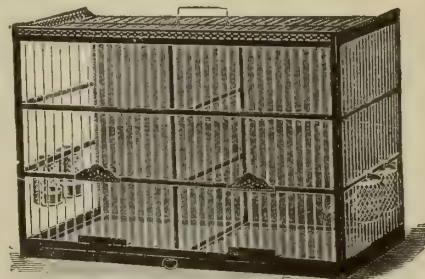
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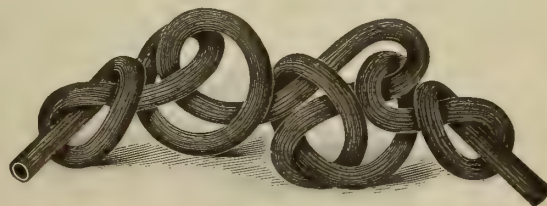
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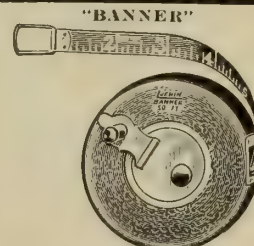
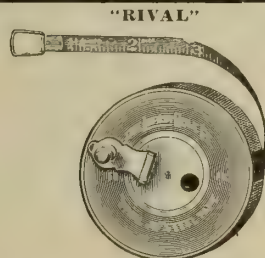
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They have been pioneers in connection with the noteworthy improvements made in tapes. They are distinctive in quality. Each style the very best of its kind.

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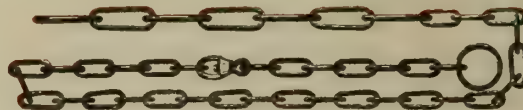
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Every Link Proof-Tested and Inspected.

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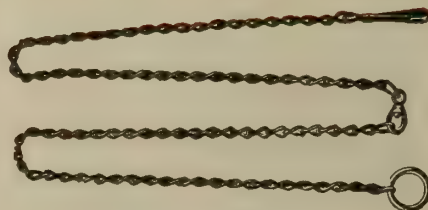
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All Styles and
Sizes



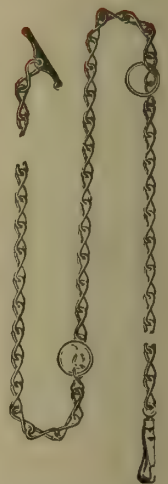
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Vol. XXIX

PUBLISHED EVERY SATURDAY SINCE 1888

May 5

No. 18

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1917

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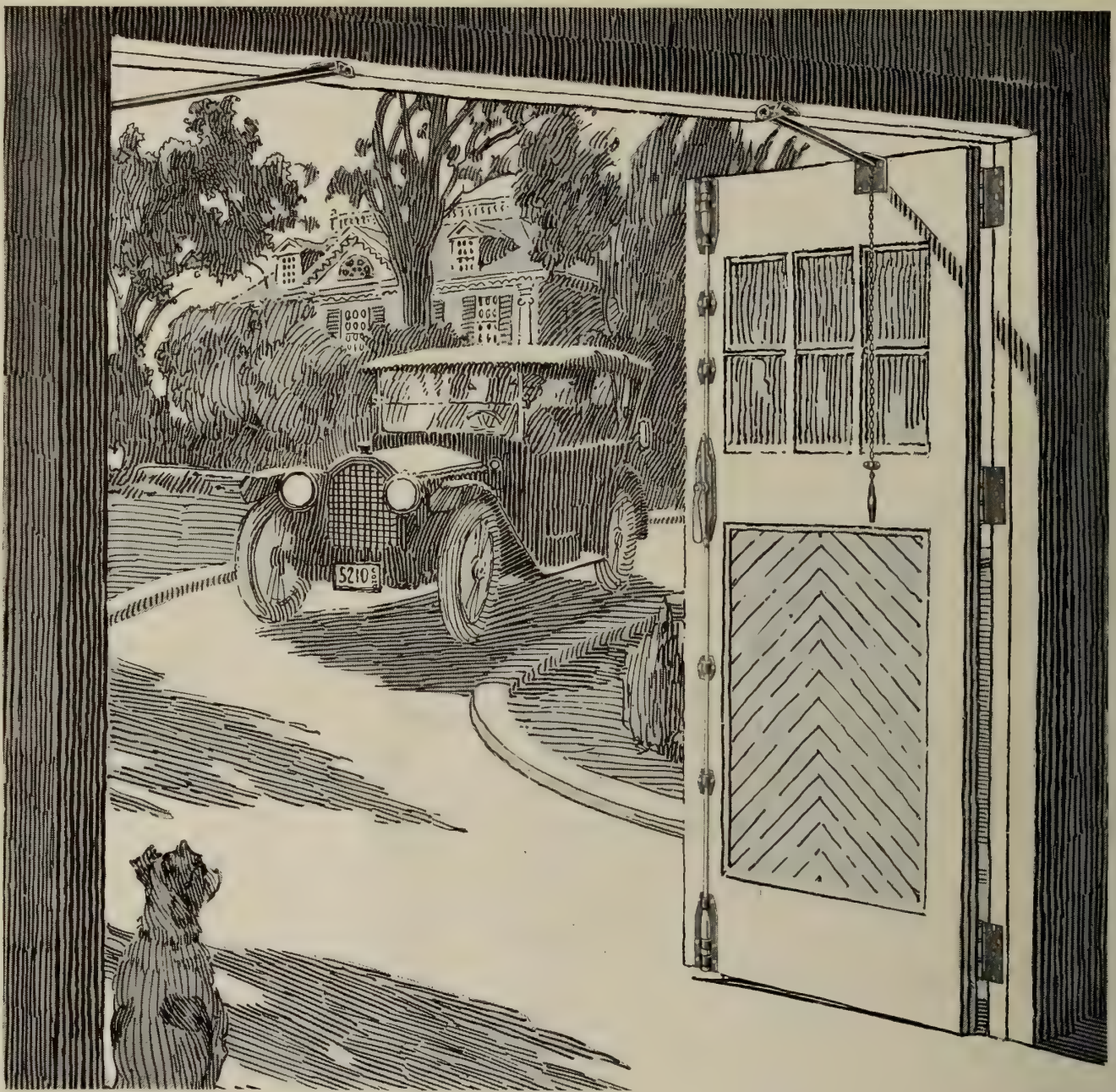
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Place your order now.

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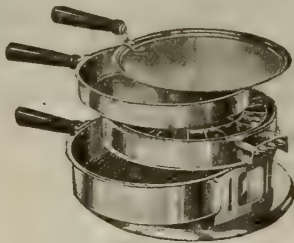
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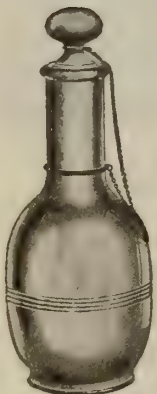
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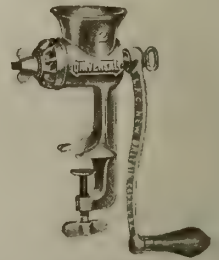
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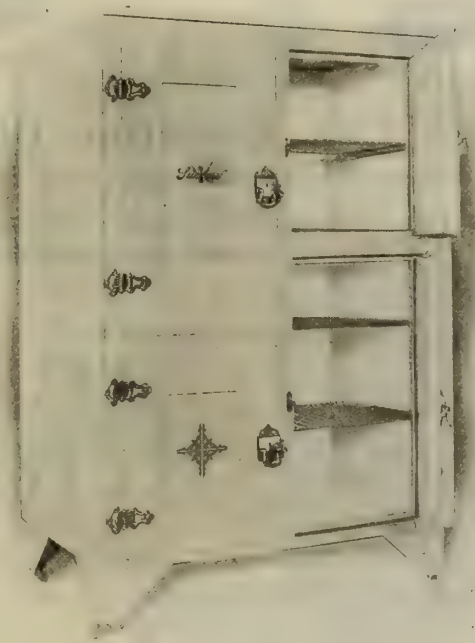
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Why not
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OF
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Absolutely Sani-
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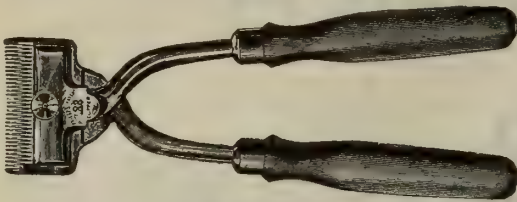
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Made by American Shearer Mfg. Co.

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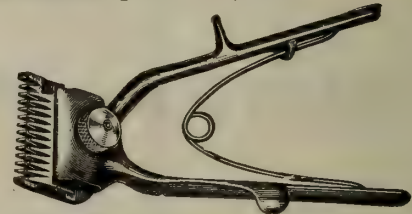


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Made entirely of Sheet Steel

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Will last a life-time

THE MOST SANITARY
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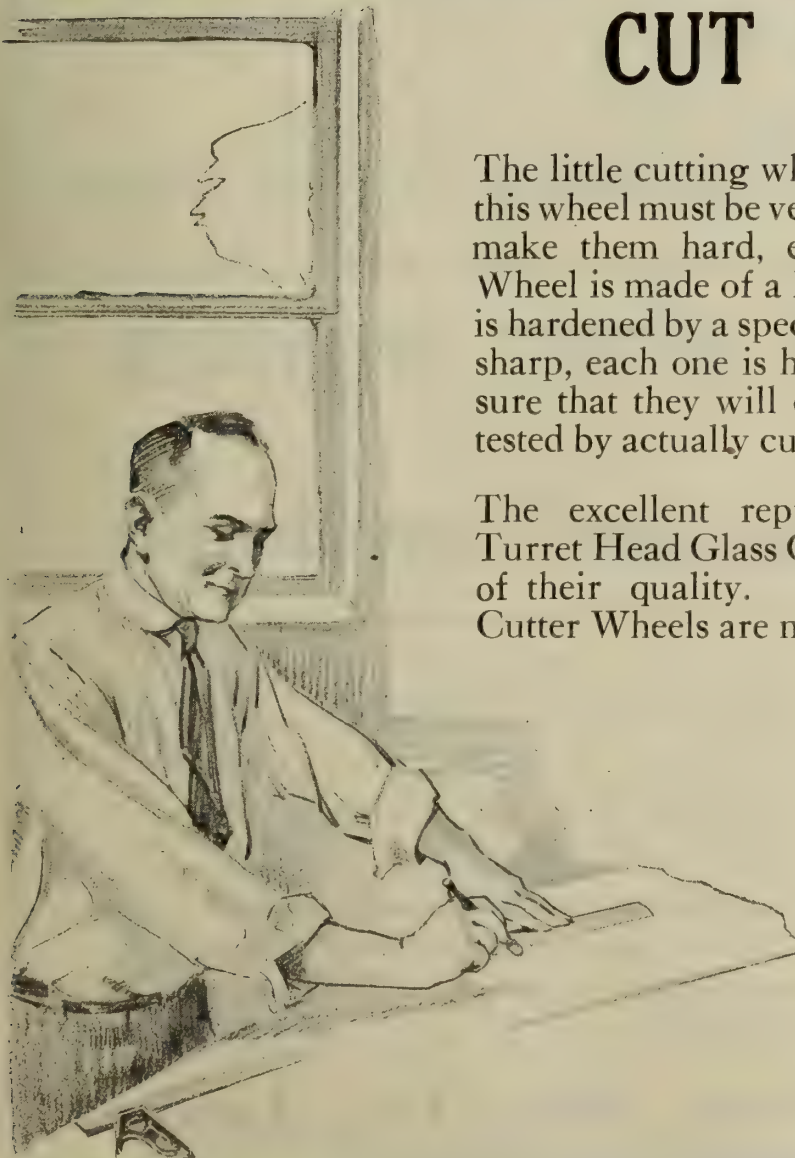
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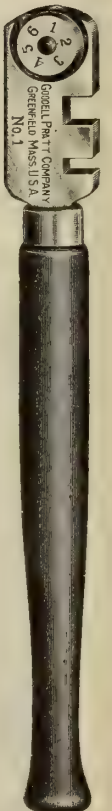
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Toolsmiths

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Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

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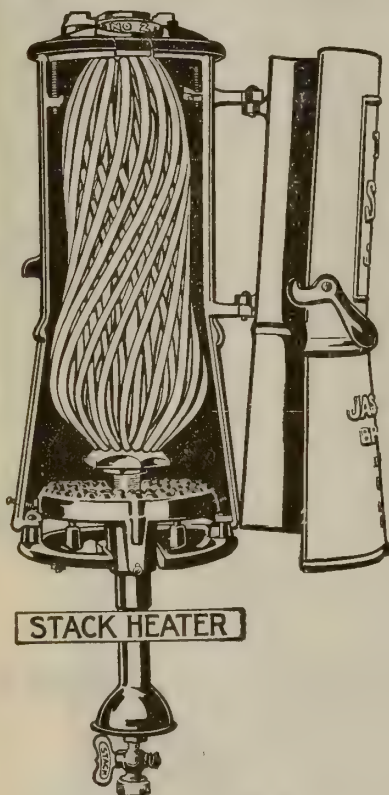
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Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada



THE SECRET OF POWER IN THE Stack Gas Water Heater

Why can the STACK produce a hot water service which is far in advance of any other tank heater? The answer is so simple and apparent as to be easily missed.

Hot water naturally rises immediately upward—not sideways, but up—straight up.

The STACK is built more nearly to allow this direct, straightway, upward movement than any other heater.

Test yourself the truth of this statement.

Write for Booklet.

EASILY SOLD

BIG PROFITS

James Morrison Brass Mfg. Co., Limited
93-97 ADELAIDE STREET WEST, TORONTO

If interested, tear out this page and keep with letters to be answered.

Selling Rope by the Foot

Dealer's Schedule for Retailing Plymouth Rope by the foot

Copyright, 1916, by Plymouth Cordage Co.



PLYMOUTH ROPE	Table 10	Table 12	Table 14	Table 15	Table 16	Table 18	Table 20	Table 22	Table 24	Table 25	Table 26	Table 28	Table 30
Size in Diameter	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet
3/16"	\$.18	\$.21	\$.24	\$.26	\$.27	\$.30	\$.33	\$.36	\$.39	\$.41	\$.42	\$.45	\$.48
1/4"	.20	.24	.27	.29	.31	.34	.38	.41	.45	.46	.48	.52	.55
5/16"	.32	.37	.43	.45	.48	.54	.59	.65	.70	.73	.76	.81	.87
3/8"	.40	.47	.54	.58	.61	.69	.76	.83	.90	.94	.97	1.05	1.12
15 10's line 3/8" Full	.48	.57	.66	.70	.74	.83	.92	1.00	1.09	1.14	1.18	1.27	1.36
7/16"	.55	.65	.76	.81	.86	.96	1.07	1.17	1.28	1.33	1.38	1.48	1.59
12 10's 7/16" Full	.67	.79	.92	.98	1.05	1.17	1.30	1.43	1.56	1.62	1.68	1.81	1.94
1/2"	.81	.97	1.12	1.20	1.28	1.43	1.58	1.74	1.89	1.97	2.05	2.20	2.36
9/16"	1.08	1.28	1.49	1.59	1.69	1.90	2.10	2.31	2.51	2.61	2.72	2.92	3.13
5/8"	1.30	1.56	1.82	1.95	2.08	2.34	2.60	2.86	3.12	3.25	3.38	3.64	3.90
3/4"	1.62	1.95	2.27	2.43	2.59	2.92	3.24	3.56	3.89	4.05	4.21	4.54	4.86
13/16"	1.92	2.31	2.69	2.88	3.07	3.46	3.84	4.23	4.61	4.80	4.99	5.38	5.76
7/8"	2.18	2.61	3.05	3.26	3.48	3.92	4.35	4.79	5.22	5.44	5.66	6.09	6.53
1"	2.62	3.15	3.67	3.93	4.20	4.72	5.24	5.77	6.29	6.55	6.82	7.34	7.87
1 1/8"	3.05	3.66	4.26	4.57	4.87	5.48	6.09	6.70	7.31	7.62	7.92	8.53	9.14
1 1/8"	3.45	4.14	4.83	5.18	5.52	6.21	6.90	7.59	8.28	8.63	8.97	9.66	10.35
1 1/4"	4.18	5.01	5.85	6.26	6.66	7.52	8.35	9.19	10.02	10.44	10.86	11.69	12.53
1 5/16"	4.75	5.70	6.65	7.13	7.60	8.65	9.50	10.45	11.40	11.88	12.35	13.30	14.25
1 3/8"	5.30	6.36	7.42	7.95	8.48	9.54	10.60	11.66	12.72	13.25	13.78	14.84	15.90
1 1/2"	5.87	7.04	8.21	8.80	9.39	10.66	11.73	12.91	14.08	14.67	15.25	16.43	17.60
1 9/16"	6.49	7.78	9.08	9.73	10.38	11.67	12.97	14.27	15.56	16.21	16.86	18.16	19.46
1 5/8"	7.36	8.83	10.30	11.04	11.77	13.24	14.72	16.19	17.66	18.40	19.13	20.60	22.07
1 3/4"	8.75	10.50	12.24	13.12	13.99	15.74	17.49	19.24	20.99	21.86	22.73	24.48	26.23
2"	10.60	12.72	14.84	15.90	16.96	19.08	21.20	23.32	25.44	26.50	27.56	29.68	31.80

NOTE: Above prices as figured under the several Tables indicated are for 100 feet of 3-strand Plymouth Manila Rope.
For variations such as 4-strand Rope and for Lariat use a Table sufficiently higher to cover the advance over basic.
THESE FIGURES APPLY TO PLYMOUTH ROPE ONLY. DO NOT ATTEMPT TO USE THEM FOR ANY OTHER ROPE

The above is a reduced reproduction of our Dealer's Schedule Card for retailing Plymouth Rope by the foot. The card for store use is 8" x 10" in size and will be sent with full instructions for use to any Plymouth Rope dealer on request.

Within a comparatively short time this retailing suggestion has been adopted by upwards of 4000 dealers throughout the country. The plan has become known as the Plymouth Method, and through the use of our Dealer's Schedule Card Plymouth Rope is now being sold with increased satisfaction and profit.

If you retail Plymouth Rope this plan will enable you to successfully meet competition, and will show you a better profit on your sales. Selling rope by the foot is the logical way—think of the advantage of being able to quote a definite price on any length and size of rope! Our Dealer's Schedule Card enables you to do this quickly and easily. Use of Coupon below will bring complete information.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CANADA
INDEPENDENT CORDAGE COMPANY
TORONTO, CANADA CANADIAN SALES AGENTS

Plymouth Cordage Company, North Plymouth, Mass.

Please send us complete plan and schedule for retailing Plymouth Rope by the foot, together with instruction sheet. We buy Plymouth Rope from.....
(This information must be given)

Name.....

Address.....

If interested, tear out this page age and keep with letters to be answered.

Starrett

TRADE MARK

Tools

REG. U.S. PAT. OFF.



Cultivating The Machinist

When old customers come into the store, your clerks are always on the jump trying to please them, for they know that such men are an asset to your business. How is it when a machinist comes in to buy Starrett Tools? Do your clerks cultivate him in the same manner? If they do, they are making a most valuable customer, for the machinist will not only buy Starrett Tools, but because the dealer carries these fine measuring instruments, he will have confidence in him and purchase many other commodities. He will also advertise you to other mechanics who will be interested in Starrett Tools. Therefore, carry Starrett Tools to get the machinist into your store. Then have your salesman cultivate him and you will make a live customer.

Have you a good supply of Starrett catalogs No. 21MA on hand? If not, write to-day for a supply.

The L. S. STARRETT Co., Athol, Mass.

The World's Greatest Tool Makers

NEW YORK

LONDON


CHICAGO

42-655



NEW YORK U.S.A.

If interested, tear out this page and keep with letters to be answered.



Quality Service

INDISPENSABLE LINKS
In the Successful Business Chain

Throughout our entire organization, we recognize and adhere to the highest standards of **QUALITY** and **SERVICE**. And upon this—in the future as in the past—the expansion and prosperity of our business depend.

IN OUR MILLS AND FACTORIES

Quality

IN OUR SALES DEPARTMENTS

Service

Believing **QUALITY** and **SERVICE** are the indispensable links between producer and consumer, we employ their combined strength to conserve and complete our relationship with all users of Steel and Iron products.

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON

- -

MONTREAL

If interested, tear out this page age and keep with letters to be answered.

Time Now to Sell the Farmer this Carborundum Farm Grinder



WITH the double bevel Carborundum Wheel and the special grinding device the machine becomes a most practical, efficient mower section grinder—it will grind every tooth in the section quickly, accurately.

By simply attaching the extra wheel on the shaft the machine becomes a handy tool and general purpose grinder.

The Carborundum "D" Grinder will grind any edge tool on the farm from a mower section to a cold chisel.

Simple, serviceable, compact, the machine is nicely balanced, easy running, attractively finished in black. Made complete in our own plant.

And, of course, it's fitted with Carborundum Wheels—two of them.

Your farmer customers will want it; it will sell in a jiffy, bringing you quick profits.

*Complete, the machine is
made to retail for \$6.00
—even the price is right*

This is just one of the many Carborundum products you should carry in stock. Have you the complete catalog?



THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.



Sell PYREX

The New Transparent Oven Ware
WILL NOT BREAK IN OVEN USE

DURABLE, SANITARY, EASILY CLEANED

Pyrex is the first transparent baking ware on the market. It has a hard polished surface which will not crack, craze, bend, chip or discolor. Pyrex transmits heat evenly and quickly so that the food cooked in this ware is baked thoroughly.

It is a double purpose ware—food is served from the same dish in which it is baked.

Every housekeeper is a probable purchaser of Pyrex. Every Hospital, Hotel and Public Institution.

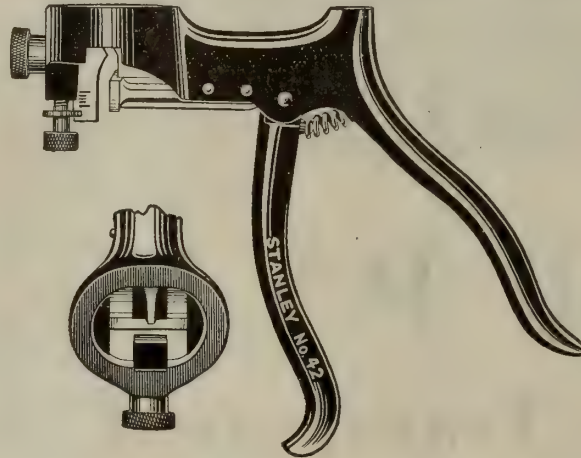
Pyrex is extensively advertised in the Housekeepers' Magazines.

Sell a woman a Pyrex Pie Plate or Baking Dish and you've made a repeat customer—for when a woman starts to Pyrex her kitchen she is never content till she has a full equipment.

Wholesale Distributors

CAVERHILL, LEARMONT & CO.
MONTREAL

Stanley Tools



STANLEY "PISTOL GRIP" ADJUSTABLE SAW SET No. 42

This Saw Set embodies several unique and important features not heretofore seen in tools of this description.

The shape of the Body and Handle enables the user to operate the tool with great ease and with the least possible exertion, and the saw is held firmly against the gauge while the tooth is being set.

It can be readily adjusted by means of the knurled thumb screw to give a greater or less set to the teeth of the saw, according as the saw is to be used for coarse or fine work. As the anvil or part against which the plunger works is graduated, the same adjustment can be easily obtained for duplicate work.

The tool is so designed that the saw teeth are in plain view which enables the user to quickly adjust the tool to the tooth to be set.

The plunger and anvil are made of tool steel—hardened and tempered. All parts are carefully machined and are interchangeable.

The tool is given a fine black finish.

SEND FOR SPECIAL CIRCULAR

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

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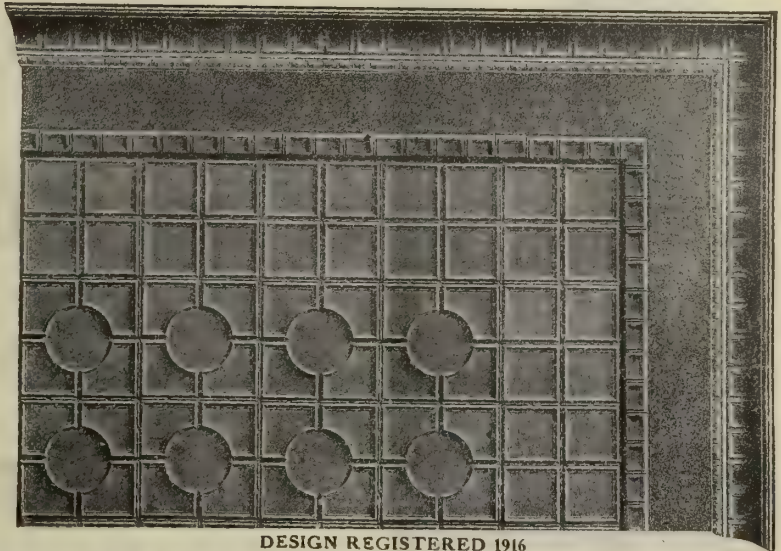
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

The Modern Interior Finish

For the up-to-date store, home and public building use "M-R Co." Ceilings and Wall-plates. Our range is the handsomest and most varied in Canada and we help you get the business. Many beautiful combinations of plate and cornice can be worked out.

Send for illustrated selling helps—today



DESIGN REGISTERED 1916

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Appearance plus service—

The two great essentials to quick and easy sales are combined in

Still's Handles

They are made of the best hickory and nicely finished.

We are the largest manufacturers of Axe, Pick, Sledge and Fork Handles, etc., in Canada to-day.

The favorite Brands are: **Empire, Imperial, Peerless and Champion.**

If your jobber cannot supply them, write us—we will be pleased to quote you.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

If interested, tear out this page and keep with letters to be answered.



"MADE IN CANADA"

The King's Plate

Ware to Be Proud of

Canadians, and Canadian jewelers in particular, may well be proud of the King's Plate—superfine silverware entirely made in Canada. In quality, design and price it challenges the finest imported lines.

The Niagara Pattern

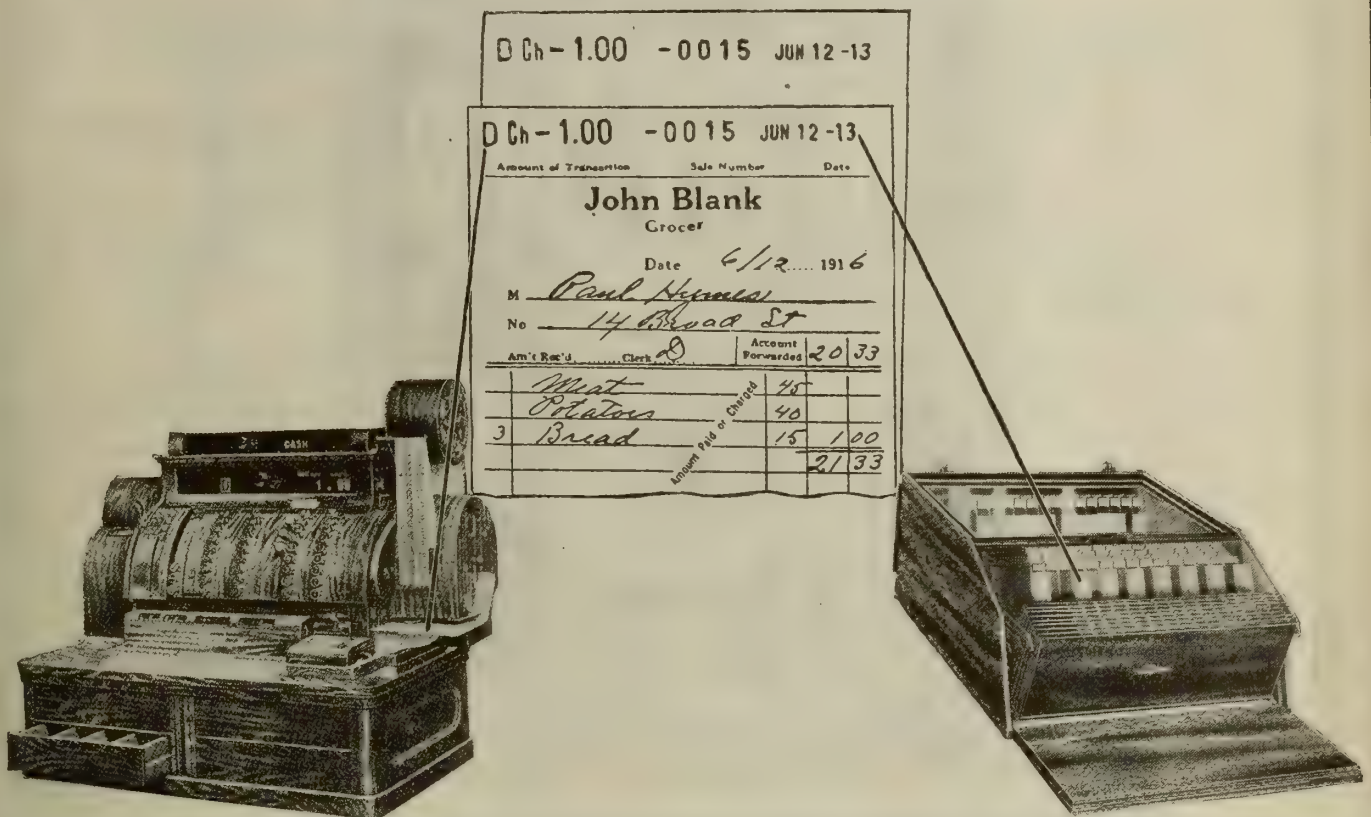
The Niagara Pattern, illustrated here, is a deservedly popular design of the King's Plate — guaranteed plated on an 18 per cent. base, reinforced in parts most exposed to wear. An exquisite design in a superior quality at a moderate price.

McGlashan, Clarke Co., Ltd.

Niagara Falls, Ontario

If interested, tear out this page and keep with letters to be answered.

A simple, complete system for retail stores



The electrically operated National Cash Register

Does 25 necessary things in three seconds. Simple to operate—saves time. Forces accuracy—gives quick service.

The new National Credit File

Cuts out all book-keeping of customers accounts. No blotter—no daybook—no customers' ledger. Every customers' account balanced to the minute.

Stops leaks, satisfies customers Increases profits in stores

Our new model cash registers do more effectively and more quickly all the necessary operations in the handling of money. They save time, stop losses, prevent mistakes due to carelessness or inaccuracy. They safeguard your profits. They are indispensable to the efficient management of the modern store.

The credit file is a new N. C. R. invention as important to you as your telephone or cash

register. It is so simple that anyone can operate. It is speedy and convenient. It is so complete that a record of the whole credit business is always available. It is safe, records being in sight, but locked away from all tampering. There is nothing else like it.

Information about National Cash Registers and National Credit Files can be obtained easily from any N.C.R. office or from us.

The National Cash Register Co. of Canada, Limited

Christie Street

TORONTO

If interested, tear out this page and keep with letters to be answered.

Keep your
rooms warm
and your
tempers cool

—
AVOID DRAFTS
—

You can rely
upon the

"BRITON"

to keep them
out

—
"Britons"
keep the door
of the world

Made only by

**WM. NEWMAN
& SONS, LTD.**

BIRMINGHAM



The reliance
that can be
placed in a

"BRITON"

should be your
reason for
recommend-
ation

—
Particulars of
this and of our
other Door
Checks of all
kinds from

**FREDERIC SARA
& COMPANY**

326 Ninth Ave. West
CALGARY, ALTA.



*Any kind of sweet stuff
will draw flies*

*Only Good Babbitt Metal
will draw good customers*

Nearly every large hardware store has what it calls selling attractions, that is articles which draw customers to the store, and who buy other goods when they get there. If you sell Harris Heavy Pressure to your customer, he will make a practice of coming to your store for all his other supplies.

Manufactured and Guaranteed by

THE CANADA METAL CO., LTD.

HAMILTON TORONTO MONTREAL
WINNIPEG VANCOUVER

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SOLD WITH CONFIDENCE

Why experienced hardware dealers prefer to handle oils sold in these familiar cans

EXPERIENCED automobilists want the correct oil for their engines. They have learned that the grade of Gargoyl Mobiloils specified for their cars in the Chart of Recommendations supplies them with scientifically correct lubrication.

Well-posted owners of Overlands, for instance, want Gargoyl Mobiloil "Arctic."

Experienced Ford owners want Gargoyl Mobiloil "E."

They know that these oils are scientifically correct. They have found by experience that the correct grade of Gargoyl Mobiloils means better lubrication, more power, lower fuel consumption and adds years to the life of their engines.

A vast majority of motorcyclists also insist upon Gargoyl Mobiloils. Usually they ask for Gargoyl Mobiloil "B" as specified by the Chart or go on to some dealer who has.

Hardware dealers who are located in farming communities will find tractor owners

calling for Gargoyl Mobiloils.

Among Gargoyl Mobiloils users the red Gargoyl trade-mark has come to mean so much that they insist on buying Gargoyl Mobiloils in original containers.

Displayed in connection with the Chart, these oils mean ready sale and quick profit to the hardware dealer.

For the dealer who wishes to build up a strong local trade we have valuable store helps.

Full details of these helps will be furnished any dealer on request. Address us at Room 704, 56 Church Street, Toronto.

The four grades of Gargoyl Mobiloils, for

engine lubrication purified to remove free carbon are:

Gargoyl Mobiloil "A"

Gargoyl Mobiloil "B"

Gargoyl Mobiloil "E"

Gargoyl Mobiloil "Arctic"



A grade for each type of motor

The IMPERIAL OIL COMPANY Limited
BRANCHES IN ALL CITIES

Extra Profit

on all

 **Champion**
Toledo

Dependable Spark Plugs

We fully realize that you, as a dealer, play a very important part in the sale of Champion Spark Plugs.

As evidence of that fact, we are not only going to advertise Champion Spark Plugs to your customers in a way that Spark Plugs have never been advertised before in Canada, but our Profit Sharing Agreement allows you to participate in the profits of the increased business that will be created.

If you have been handling Champions, you have something better ahead of you for 1917. You are to be a REAL participant in our success.

If you have not handled Champions, now is the time to begin, so that your share of the profits will bring you as big a cheque as possible at the end of the year.

Your jobber can supply you with the profit sharing agreement, or we will be more than glad to have you write us direct for more detailed information.

To take care of the requirements of your customers, we would recommend that you carry in stock the plugs listed below. Your jobber can supply you.

				
List Price \$.75 Champion X for Ford Cars.	List Price \$1.00. Champion Regular Long $\frac{7}{8}$ -18 for McLaughlin Cars	List Price \$1.00. Champion "O" for Overland Cars.	List Price \$1.00. Champion Regular for Maxwell Cars.	List Price \$1.00. Champion Conical for Studebaker Cars.

Champion Spark Plug Company
of Canada, Limited

14 Sandwich Street West

Windsor, Ontario

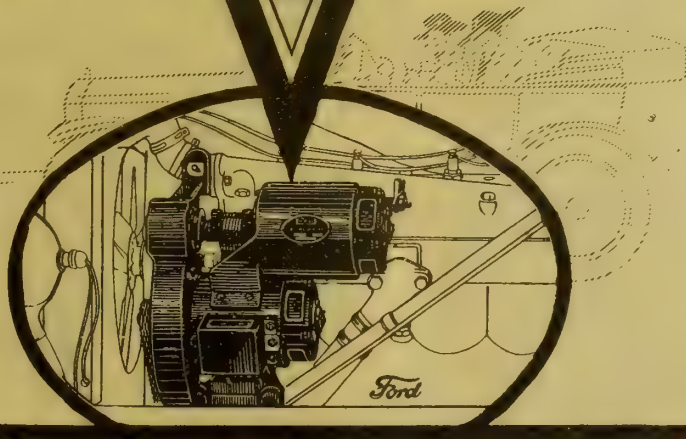
Automobile Accessories

Success in selling Automobile Accessories can only be secured by having due regards for the stock carried.

A well assorted line of the best sellers will put money in your pocket. The demand is ever increasing and you should start now to become known as the Auto Accessory dealer in your vicinity.

Our catalog No. 57 contains the result of several years experience in selecting the best sellers.

Fairbanks-Morse Auto Accessories



Send for Catalog 57

The Canadian Fairbanks-Morse Co., Limited

Canada's Largest Auto Supply Jobbers

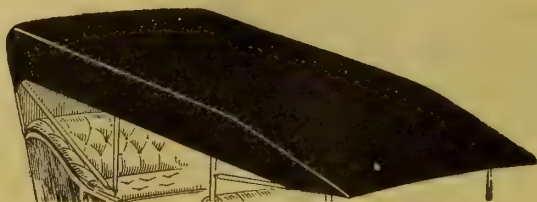
St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg,
Saskatoon, Calgary, Vancouver, Victoria



If interested, tear out this page and keep with letters to be answered.

Auto Tops Made NEW

For \$2.50 Instead of \$50.00



\$1.85 worth of Rub-R-Tite made this three-year-old top as good looking and as waterproof as new—saving the cost, to say nothing of the bother and inconvenience of putting on a new top.

A season's wear usually makes an auto's top shabby and somewhat porous if not leaky. That condition can be remedied and the top re-waterproofed and refinished—whether mohair, pantasote, rubber or imitation rubber.

RUB-R-TITE

Auto Top

Waterproofing and Dressing

is a pliable, waterproof preservative for any auto top, new or old.

It is the best kind of first-aid to neglected or leaky tops, renew-

ing the appearance and durability of the material. It is quickly and efficiently applied by anyone and its low cost means a new top at a 95% saving.

Jobbers—Dealers

To get the full story of this meritorious product and learn how it satisfies an active demand among auto owners, write for full information and discounts to

Made
in
Canada



Retails for—

Pints, 60c.; Quarts, \$1.00
Half-Gals., \$1.85; Gals., \$3.35

AUTO PRODUCTS MFG. CO., Inc.

FORT ERIE, ONTARIO, CANADA

If interested, tear out this page and keep with letters to be answered.

**They Sell
On Sight**



**MOTOR
LAMPS**

**In Producing
Automobile Lamp Equipment
We Lead**

Do you know that 90 out of every 100 cars you see lighting their way through darkness of the night use CLASCO MOTOR LAMPS.

Clasco Lamps are made with an eye to stability, appearance and matchless service.

They have won the field against all competition — the demand for them is supreme, and no dealer can afford to be without them. An immense asset to the hardware dealer. INVESTIGATE!

Made in Canada. Secure catalog now!

**The Canadian Lamp and
Stamping Co., Limited**

FORD, ONTARIO

**They
Sell Right**

Sold by the following jobbers

John Millen & Sons, Ltd., Montreal; Hyslop Bros., Ltd., Toronto; Cutler & Foster, Ltd., Toronto; Northern Electric Co., Ltd., Montreal and branches; Canadian Fairbanks-Morse Co., Ltd., Montreal and branches; Wood, Vallance & Leggatt, Vancouver; Motor Car Supply Co., Calgary; Automobile Equipment Co.; Marshall Wells Co., Winnipeg.

Order from the nearest one.

DURABILITY

Short Reach

Types

\$1.00

(Retail)



Long Reach

Types

\$1.25

(Retail)

Are Spark Plugs "MADE IN ENGLAND" suitable for Cars "MADE IN U.S.A."?

Read the following unsolicited testimonial:

Mr. I. H. Tyers, 52, Dronfield Street, Leicester, in a letter dated 13th January, 1917, says:—
"It may interest you to know that I have taken out four of your Spark plugs from a five-ton Truck (Packard) after running 14,700 miles—the original plugs (American) I had to discard after 840 miles—which I think is a very good record, more so, as the Truck in question runs daily between Leicester and Bradford, a distance of 107 miles, and in the majority of cases makes a non-stop run fully loaded, five tons. I may add that during the 14,700 miles the plugs have never been taken out to be cleaned."

SPHINX

—ENGLAND'S MOST DURABLE PLUG

The Hardware Trade are invited to stock "Sphinx," they are good, there are none better, they are easy to sell—and profitable. It means Plug prestige for you and satisfaction always for your customers. Particulars of liberal trade discounts on application.

Canadian Representative: W. T. EVANS, 1684 St. Urbain Street, Montreal

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS CO

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply

Harrington & Richardson Arms Company

715 Park Avenue

Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

If interested, tear out this page and keep with letters to be answered.



Get Going on This:

It's time *now* to sell to your car-owning customers the one article that will save them 90% of sloppy, tiresome car washing, and that will repeat for you straight through the season.

AUTO LIQUID VENEER

The spray method of applying Liquid Veneer is taking like wildfire. It practically eliminates the necessity of car washing except when the finish is heavily caked with mud.

Just think! In 10 minutes' time a dirty, streaky, oil-spattered automobile can be transformed into a brilliantly clean and glossy car without messy, sloppy work, and at a cost of only 5 cents. Compare this with washing.

Moreover, Liquid Veneer *protects* and *preserves* the finish. Washing dulls and ruins it. And Liquid Veneer, unlike other polishes, leaves no oily film.

There's a tremendous future for this article. Your profit is large and there is a big advertising campaign now in progress to help you. The Outfit consists of a 50c L-V Sprayer and a \$1.00, 32-ounce bottle of Liquid Veneer, and retails for \$1.50.

Don't lose any time! Send the coupon now.

Buffalo Specialty Company

Buffalo, N.Y.

U.S.A.

Bridgeburg, Ont.

CANADA

**BUFFALO SPECIALTY COMPANY,
Buffalo, N.Y.**

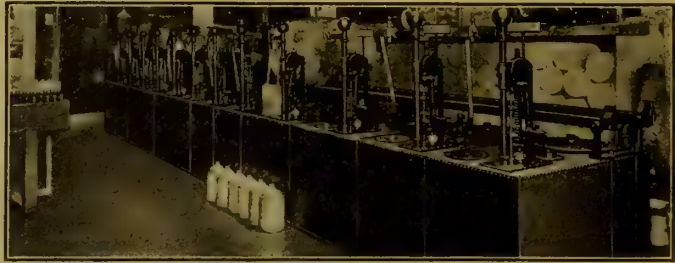
Send me full particulars and prices on Auto Liquid Veneer as per your ad. in Hardware and Metal.

Name
Street
Town
Province

If interested, tear out this page and keep with letters to be answered.

The Spring Clean-up Will Soon Be Here!

Let **BOWSER** Help



When you get your paint room cleaned up the Bowser way, the job will be finished for a long, long while.

The Bowser Self-Measuring Paint Oil Storage System

prevents all loss due to spillage, evaporation, "foots" and "fats," and over-measure.

They are air-tight, fire-proof; deliver an accurate pint, quart, half-gallon or gallon at a stroke; and the biggest time-savers you ever saw.

Write for
Booklet
Now.

S. F. BOWSER & CO., Inc.

66-68 FRASER AVENUE - TORONTO, ONT.

Start the
Clean-up
To-day.

SALES OFFICES IN ALL CENTRES.

REPRESENTATIVES EVERYWHERE

BE READY

MOTORISTS WILL WANT THE
NORTH STAR No. 6 IGNITION
BATTERY.

With the passing of winter comes the motor car activity. Motorists everywhere are preparing for the out-of-door season—they will need Ignition Batteries, and of course they will want the "North Star No. 6."

Be ready with the supply. North Star Dry Battery is safe to sell—always dependable—full powered—super-excellent—the battery that breeds satisfaction.

Get a supply from your jobber now. Reputation behind the goods—long service ahead of them.

CANADA DRY CELLS, LIMITED. WINNIPEG, CANADA



HIGHEST AWARD

GOLD MEDAL

At the Panama-Pacific Exposition

Flashlights

Are now universally recognized as supreme in quality and service.

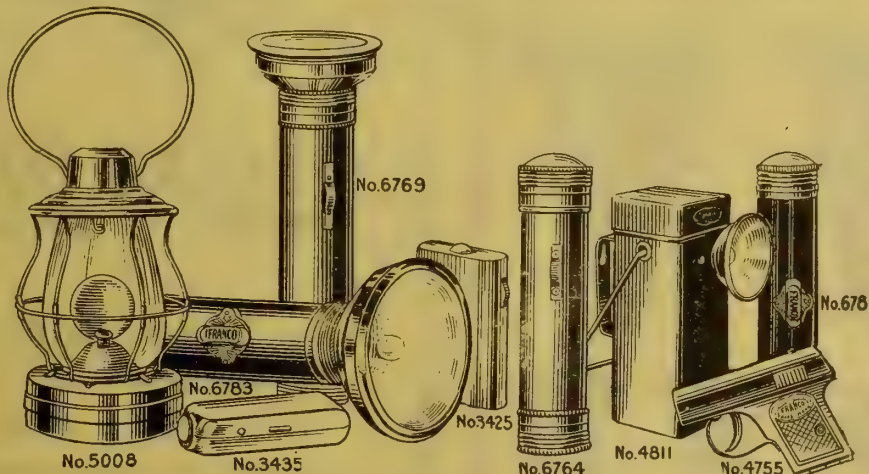
Get your share of the big and steadily increasing demand for quality flashlights. Franco "Gold Medal" Flashlights are absolutely guaranteed to give your customers real satisfaction. Every part is made in our own factories by skilled and experienced workmen. Better flashlights *can not* be made.

The need for renewal batteries and bulbs always keeps customers coming into your store.

Prices are reasonable—profits are large and steady. Get in a stock of these "Gold Medal" Flashlights now. You'll find them quick sellers.



**Radio
Batteries
and
Radio Lamps
are
Standard**



**Flashlights
are
Standard**

FRANCO PRODUCTS SOLD THROUGH VARIOUS DISTRIBUTORS
AT CONVENIENT LOCATIONS TO ENSURE PROMPT DELIVERIES

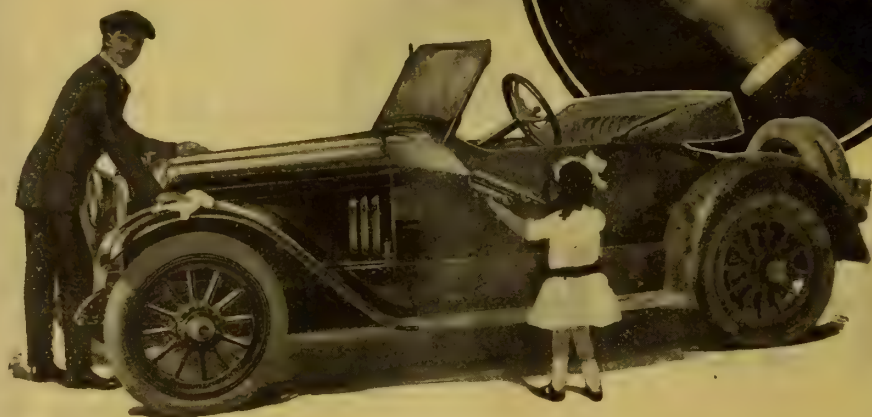
Interstate Electric Novelty Company of Canada, Limited

220 King Street West, Toronto, Ontario

Most Progressive Flashlight Manufacturers in the Dominion

If interested, tear out this page and keep with letters to be answered.

MISTOKLEEN



Mistokleen

cleans and polishes the car thoroughly, safely, quickly and economically. It leaves the finish smooth and lustrous.

MISTOKLEEN cannot streak or spot, because the proper amount is determined by the patent sprayer.

The fine products which constitute MISTOKLEEN feed the varnish, make it flexible, give it new life and resistance to wear.

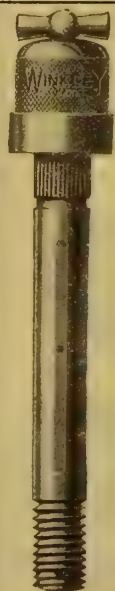
The MISTOKLEEN outfit is furnished complete with sprayer, filled container and Mistokloths.

HARDWARE DEALERS — This is a line which you should handle. It is a well paying, sure selling outfit.

Send for complete Catalogue of Automobile Accessories.

HYSLOP BROTHERS, Limited, Shuter and Victoria Streets **Toronto**

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins



"Oil Cup"



"Ratchet"



"Plain"



"D"



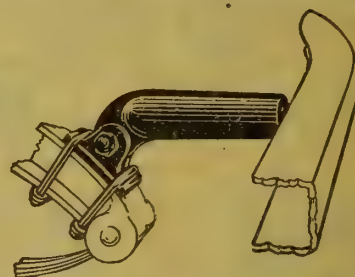
"N"



"M"

Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.



NIAGARA BUMPERS

ALL KINDS FOR ALL CARS

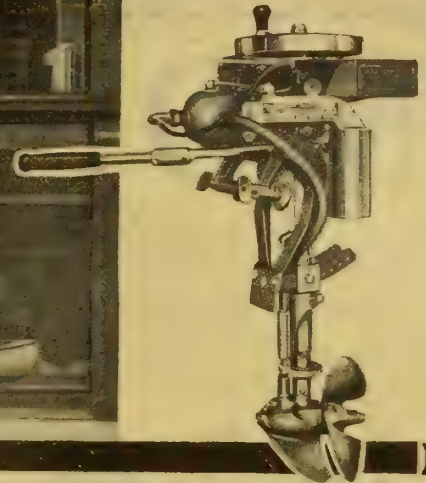
Give Great Satisfaction

DEALERS: — Write us for names of the nearest Jobbers carrying our lines.



**WHAT WE MAKE
WE GUARANTEE**
KINZINGER, BRUCE & CO. LIMITED
NIAGARA FALLS, CANADA.

If interested, tear out this page and keep with letters to be answered.



"Ready Sales," says Schlafer Hdwe. Co.

"The Evinrude is one of the best lines to handle. It meets with a ready sale among rowboat owners, canoeists, summer-home owners and resorters and is, of course, especially popular with fishermen and hunters—a good class to build trade with." The Schlafer Hdwe. Co., Appleton, Wisconsin, has found the

EVINRUDE DETACHABLE ROWBOAT & CANOE MOTOR

a profitable product to handle—one of their best sellers. And because it's a product that will make good in a big way for every live dealer, they are glad to endorse it. The months of big sales for the Evinrude are right ahead of you. Get an Evinrude on your floor now. We'll send you demonstrating helps, folders, movie slides, display cards, electros, etc., all for the asking. The Evinrude sales plan makes things move. Let us tell you all about it and also about our attractive proposition to dealers. Tear out this ad, write your name on the margin and mail to-day.

EVINRUDE MOTOR COMPANY

651 Evinrude Block

Milwaukee, Wisconsin

Over 80,000 sold—Used by 25 Governments. Also manufacturers of 2 and 5 h.p., 2-cycle Inboard Motors for launches, canoes, dinghies, tenders.

Distributors: E. Drolet, Montreal. A. R. Williams Machinery Co., Toronto. Capt. A. A. Sears, Victoria, B.C.

Evinrude Magneto—
Built-In Flywheel
Type — Automatic
Reverse — New 1917
refinements. More
speed and power.



Johns-Manville Fire Extinguisher

TALK plain fire extinguisher to a man and your words may go in one ear and out the other. But talk protection and he'll show immediate interest. He'll buy protection when he won't buy just an accessory.

Take the man with a \$1500 car. It requires no argument to convince him that \$8.00 invested in a J-M Fire Extinguisher is mighty inexpensive protection for his original investment.

When you reach this point—the extinguisher sold—then you clinch it by showing him the two-way method of operation, an exclusive J-M feature. The

J-M Fire extinguisher can be discharged while you pump, or a few quick strokes store enough pressure to discharge its contents in tight places where there is no room to pump.

Our policy of strict trade protection and generous, uniform discounts regardless of the quantity you buy, assures you a liberal margin of profit. Write our branch nearest you—TO-DAY—for details.

The J-M Fire Extinguisher has been approved by the Canadian Underwriters Association. This entitles motorists who carry the J-M to a 15% reduction from all insurance companies in the Dominion who are members of this association.

Price, brass or nickel finish, bracket included, \$8.00.

THE CANADIAN H. W. JOHNS-MANVILLE CO.
LIMITED

Toronto Winnipeg Montreal Vancouver



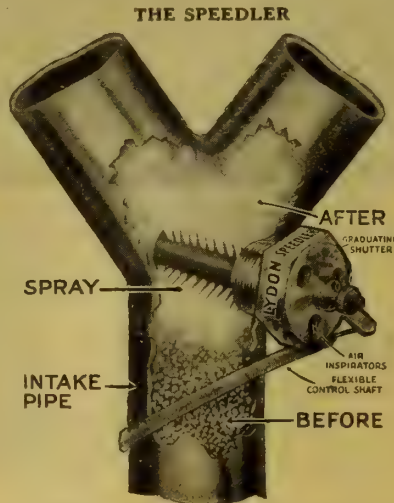
If interested, tear out this page and keep with letters to be answered.

MONEY IN THESE TWO LINES

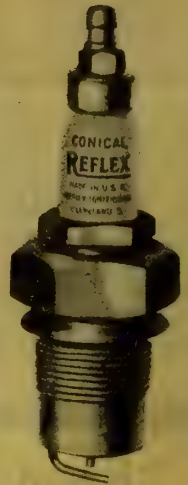
Genuine auto accessories are the easiest things in the world to sell. Here are two live, genuine accessories that will reap you a harvest of dollars. They are doing it for others and will do the same for you.

The SPEEDLER Gas Saver

It's a fact that the "Speedler" will save up to FORTY PER CENT. of Gasoline consumption, give more mileage, increase engine power and act as a decarbonizer. Bring this to your customer's attention when he is buying gasoline—demonstrate it, prove it, convince him, we'll show you how. Hundreds of sales in every community. A big profit for you—investigate. Write now.



The REFLEX Spark Plugs



Carry these spark plugs and you need not miss a sale. The Reflex line is so comprehensive that it meets every motor requirement. Every plug carries a guarantee. Little effort is required to sell them. Dealers everywhere are coining money on the Reflex. Get in while the selling is good—that's now. Don't delay—write for proposition.

Great West Electric Co., Limited
WINNIPEG, MANITOBA

The Hardware Merchant Dealing in Automobile Accessories

Car
Owners
are
looking
for
Tire

preservative

RAMSAY'S

Automobile

TIRE PAINT

WHITE

MANUFACTURED BY
A. RAMSAY & SON CO.

MONTREAL.

BRANCHES.
TORONTO, VANCOUVER.
ESTABLISHED 1842

Ramsay's
Tire
Paint
Preserves
and
Beautifies

A. RAMSAY & SON CO. - Established 1842 - **MONTREAL**

If interested, tear out this page and keep with letters to be answered.

Hyslop Highest Quality Motor Oil BEST BY TEST

Eliminates Friction

Reduces Carbon

Insures Smooth Running Motor

Increases Power



Super-Refined

Pure Orange Color

Most Economical

Suitable for All Makes of Cars



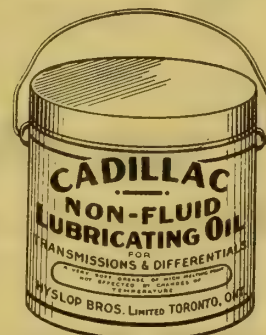
Hyslop's Transmission Grease

FOR FORD CARS

Properly lubricates transmission and rear axle assembly, causing parts to run smoothly and prolonging the life of the car.

Hyslop's Non-Fluid Oil

The ideal lubricant (of the consistency of vaseline) for sliding gear transmissions and rear axle, where hard greases are not required. Makes gear shifting easy.

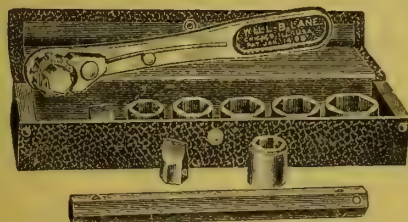


Live **HARDWARE DEALERS** Carry Hyslop Motor Oils and Greases. Automobile Accessories.

Send for Catalog of Complete

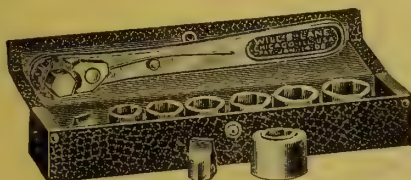
HYSLOP BROTHERS, Limited

Shuter and Victoria Streets
TORONTO



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from $\frac{1}{4}$ to $\frac{1}{2}$ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to $\frac{5}{8}$ in.

LANE'S UNIQUE RATCHET WRENCH

The sales of Lane's Ratchet Wrench Sets are constantly increasing in velocity. They are unequalled for close work and are becoming favorites with mechanics.

Machine-made throughout. Made of the best material obtainable. The Sockets in both the Standard and Ford Sets are turned from Bessemer Steel and case hardened. Warranted not to break or spread. Write for prices.

CANADIAN DISTRIBUTORS:

BRITISH COLUMBIA:		ONTARIO:	
Millen & Son, Ltd.	Vancouver	Hobbs Hardware Co.	London
Wood-Vallance & Legatt, Ltd.	Vancouver	D. H. Howden & Co., Ltd.	London
Brown, Fraser & Co., Limited	Vancouver	London Engine Supplies Co.	London
ALBERTA:		Wood-Vallance & Co.	Hamilton
Marshall-Wells Alberta Company	Edmonton	Lyons & Marks	Toronto
Wood-Vallance & Adams	Calgary	Aikenhead Hardware, Limited	Toronto
Merchants Hardware Specialties, Ltd.	Calgary	Rice Lewis & Son, Ltd.	Toronto
SASKATCHEWAN:		Millen & Son, Ltd.	Toronto
J. H. Ashdown Hardware Co., Ltd.	Saskatoon	A. Chown & Co.	Kingston
W. W. Cooper Co.	Swift Current	Edwin Chown & Son	Kingston
MANITOBA:		W. B. Dalton & Sons, Ltd.	Kingston
J. H. Ashdown Hardware Co., Ltd.	Winnipeg	Thomas Birkett & Son Co., Ltd.	Ottawa
Marshall-Wells Hardware Co., Ltd.	Winnipeg	QUEBEC:	
Wood-Vallance & Co., Ltd.	Winnipeg	Caverhill, Learmont & Co.	Montreal
Millen & Son, Ltd.	Winnipeg	Lewis Bros., Limited	Montreal
Merrick-Anderson Co., Ltd.	Winnipeg	Millen & Son, Ltd.	Montreal
Miller-Morse Hardware Co., Ltd.	Winnipeg	Mechanics Supply Co.	Quebec
		J. S. Mitchell & Co.	Sherbrooke

WILL B. LANE, 180 North Dearborn Street, Chicago., Ill.

If interested, tear out this page and keep with letters to be answered.

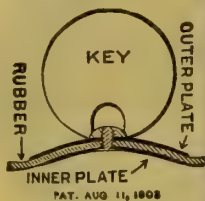
Angle For The Fisherman's Business Now Here's "Bait" That Gets The Sale



They'll be going to camps soon—thousands of outdoor fans—but even now they're going fishing. Stock up on these fishermen's and campers' needs—they'll put them in their kit-boxes if YOU'LL put them on display where they can be tempted to buy. See your jobber TO-DAY. Write us for catalog of 60 fast-selling Marble Specialties. PRICES HERE ARE LIST—dealers get generous discount.

Marble's Clincher Gaff

One hand does all the work. Nothing to set—no danger to hand. Fish CAN'T escape, tear nor bruise. Catches 'em ½ to 20 pounds. Speedier than a landing net—SURE. LIST PRICE—\$1.00.



Marble's Ezy-Quick Repairers

FOR BOOTS, BOATS AND BAGS.

Instantly mends punctures in rubber or leather shoes, waders, canvas boats, auto tires and rubber bags. One minute's work—job absolutely waterproof and air-tight. Can't come off. 3 sizes—LIST PRICE, each, 10c, 15c, 20c.



Marble's Safety Fish Knife

Does everything needed to get fish ready for frying—pan—cuts, rips, scales. Safe—blade locks when in use—folds into handle when not in use. LIST PRICE—\$1.25.

Marble's Waterproof Match-box

Water or moisture positively cannot enter. Looks like a 10-gauge shell—very popular with men. Holds several matches. LIST PRICE—50 cents.

See your Jobber to-day. Write us for Catalog.

The Marble Arms & Mfg. Company

5350 Delta Ave., Gladstone, Mich., U.S.A.



OUR PENDANT SNAP AND FLUSH SWITCHES Are Staple Lines

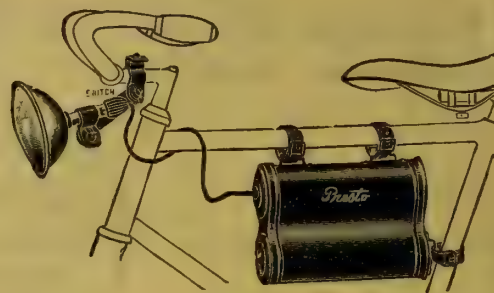


Described in Section B of our catalogue.

Write for copy.

FACTORY PRODUCTS LTD.

220 King Street West : Toronto, Ontario



No. 1082—Presto Electric Bicycle Lamp, 4-inch bull's eye lens. Equipped with double cell battery container.

THE Presto line of superior Electric Bicycle Lamps offers you individual, exclusive features that assure you biggest sales and profits.

Presto Electric Lamps are thoroughly perfected in construction and have created an endless chain of satisfaction.

They operate economically and perform faultlessly.

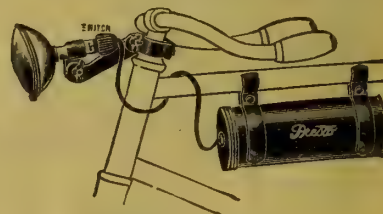
This well-known line includes eight different styles of electric headlights and tail lights for bicycles, also speedometer lights for motorcycles, side lights for wagons and carriages—in fact over a dozen articles that help make night riding more pleasant.

Then there are over 100 Presto Electric articles for motor cars.

Write for complete information to-day.

Metal Specialties Mfg. Co.

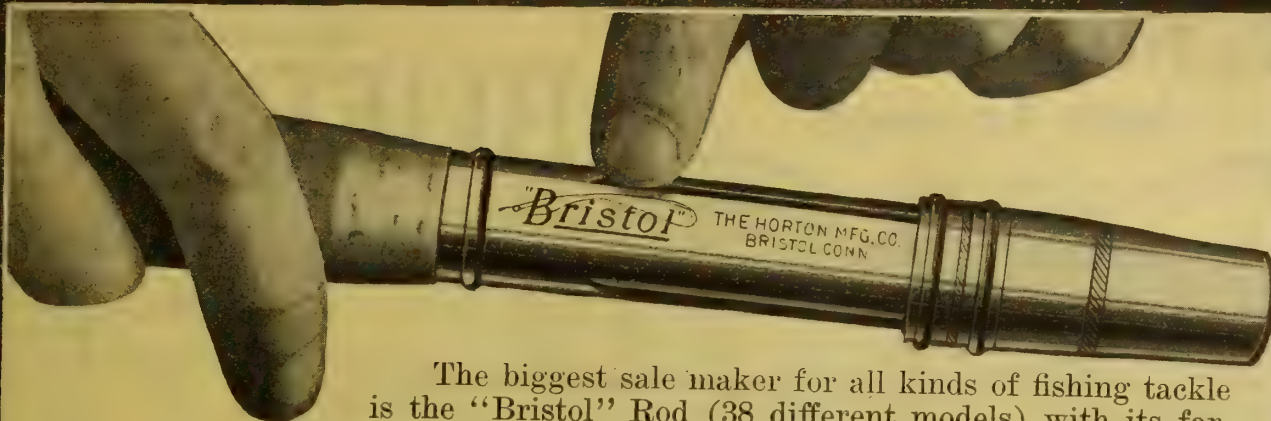
734-738 W. Monroe St., Chicago, Ill.



No. 1070—Presto Electric Bicycle Lamp, equipped with 3-inch bull's eye lens, with single cell battery container.

Presto

Electric Bicycle Lamps



The biggest sale maker for all kinds of fishing tackle is the "Bristol" Rod (38 different models) with its far-reaching national advertising. The advertising occupies the frontispiece page of every big sporting journal in the United States and Canada. Show your customers the "Bristol" trade-mark on the reel seat of the rod and you will find them already two-thirds sold by the "Bristol" advertising.

We are making the sale for the rod which makes the sale for your whole storeful of fishing tackle. Let us pull together.

We now make the celebrated Meek and Blue Grass Reels in our factory at Bristol which represents the AAA mark of efficiency in every detail of scientific manufacture.

Every "Bristol" Rod is guaranteed three years. Make it strong to your customers. For terms, dealer helps, etc., write to

The Horton Manufacturing Co., 302 Horton St., Bristol, Conn.

Also manufacturers of the famous Meek and Blue Grass Reels

Pacific Coast Branch—Phil. B. Bekeart Co., 717 Market St., San Francisco, California



We also manufacture and sell the famous Tuec Stationary Cleaners more of which are installed than all other types combined.

A Deep-cleaning Vacuum Cleaner



IT SELLS IT SATISFIES

You'll like our dealer proposition and we stand behind every machine we sell.

The OHIO is a deep-cleaning machine that picks up all dirt, litter and threads, and in addition it takes fine dust right out of rugs, wall coverings, upholsteries and tapestries—a feature that housewives will appreciate.

"OHIO" cleaners are made of the very best obtainable materials so that you are not called upon to continually replace defective parts.

When you sell the OHIO you sell service and satisfaction—and there is profit for yourself.

Let us tell you about our dealer's proposition.

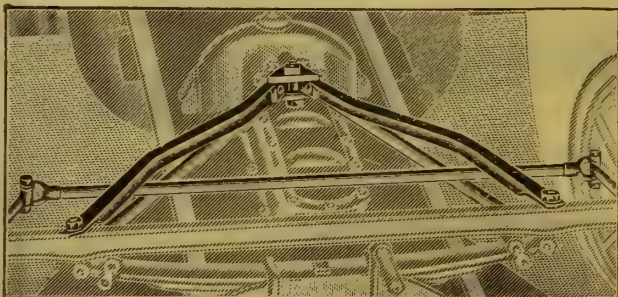
WRITE

The United Electric Co.

Canton, Ohio., U.S.A.

TORONTO: 159 Richmond St., W.

Big Profits Handling this Auto Accessory



RUNNING BOARD TRUSS—Stiffens running bars and fenders. Made of channel steel in one piece. No extra bolts or machine work required.

SUB-RADIUS ROD—Stops vibration of front axle, giving steadiness to steering wheel and makes cars run straighter and easier. Prevents rods from breaking, eliminating cause of many accidents. Simple, dependable, durable.

Indispensable accessory to car owners where roads are uncertain and rough. A big line for Western Canada dealers. Write to manufacturer or ask your jobber for the details.

Line, Hansen & Kimball Co.

Manufacturers of Auto Accessories

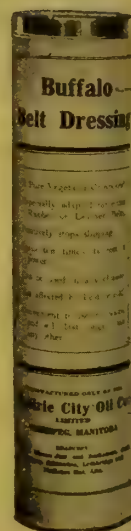
Moose Jaw

Saskatchewan

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited

WINNIPEG, MANITOBA

VITAGAS

TRADE MARK

—“a wonder in the Automobile World”

ONCE TRIED—ALWAYS USED. 50% MORE POWER

Gives a big increase in mileage from gasoline and removes carbon troubles and the wear and tear in the operation of having carbon removed.

Vitagas has been endorsed by the most critical, so much so that one of Pittsburgh's automobile experts has pronounced it to be “a wonder in the automobile world.”

A Gasoline Tonic.

Just as a tonic will build up and strengthen the blood of man, so Vitagas purifies and strengthens the elements of gasoline, giving it 25% to 75% MORE EFFICIENCY.

Add this live seller to your auto accessory department. The profit is big, and satisfaction double-sure.

Drop us a card for full particulars.

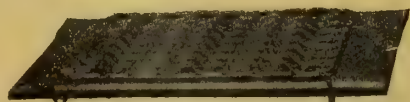
THE HOWARD-VAUGHAN CO., Niagara Falls, Ont.



Where to Buy

Running Board STEEL MAT

Spring Attachment



Ready for Use

There is only one place, at

Acme Steel Goods Co. of Canada, Limited
20 St. Nicholas St., MONTREAL, Quebec

WILKINSON & KOMPASS

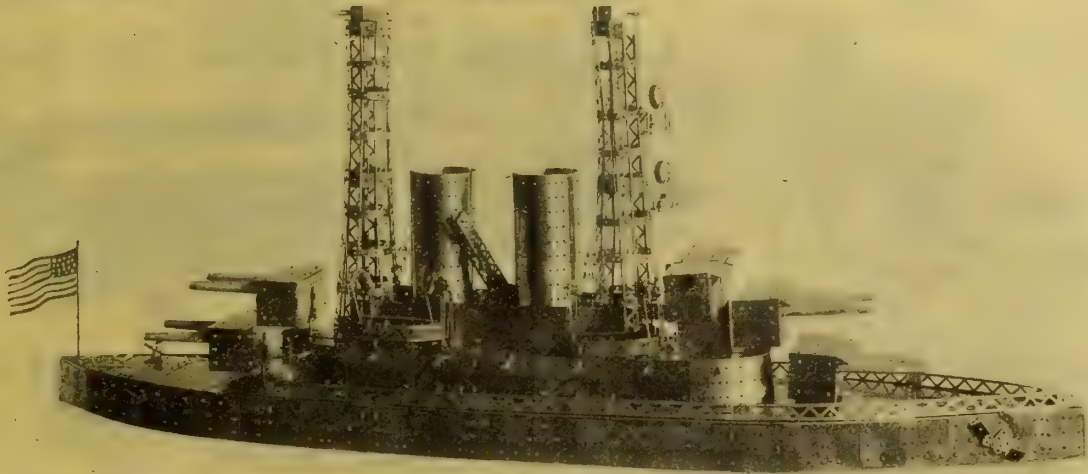
TORONTO HAMILTON WINNIPEG

IRON AND STEEL HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY



Boys Know **ERECTOR** Builds The Finest Models

There are more sets of Erector sold annually than all other construction sets combined—striking proof of the fact that the average boy prefers Erector.

Knowing, as he does, that

GILBERT **ERECTOR**

"The Toy Like Structural Steel"

builds the biggest, finest, strongest and greatest number of models, he passes the store of the dealer who doesn't sell Erector and goes into the store of the dealer who does.

Erector again will be backed this year with a sensationally big advertising campaign in publications that are read by more than 20,000,000 persons—*The Saturday Evening Post*, *Collier's Weekly*, *American Boy*, *Youth's Companion*, and a great many other publications.

Sell Erector this year—the construction toy that sells the fastest!

DISTRIBUTORS:

MENZIES & COMPANY, Limited

FOR

THE A. C. GILBERT CO., New Haven, Conn., U.S.A.

GILBERT TOYS

"Year Round Favorites"

Gilbert Briktor—Enables boy to complete construction toy models with steel bricks in beautiful color combinations.

Gilbert Electrical Sets — Great fun for boys. Teaches fundamentals of electricity.

Gilbert Wireless Outfits — Boys can send and receive messages from house to house. Does not interfere with recent Government restrictions.

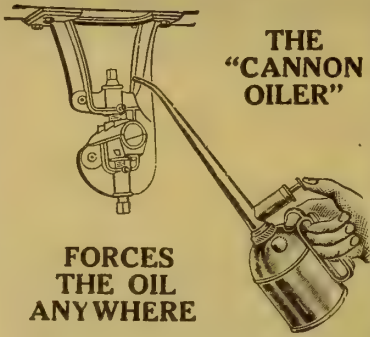
Gilbert Chemistry Outfit—Teaches boys the chemistry of everyday things.

Gilbert Mysto Magic — Makes every boy a magician.

Gilbert Puzzle Parties—Appeals to all who like puzzles.

Gilbert Tot Trot—A horse that actually trots.

If interested, tear out this page and keep with letters to be answered.



Easy Seller Because —

It is exceptionally convenient, quick-acting and an oil saver.

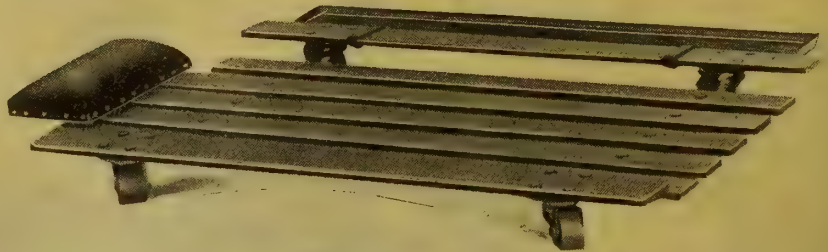
Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.

A sure good sale and splendid profit. Order it now.

THE CANNON OILER CO.
KEITHSBURG, ILL.

Wagner Auto Creeper

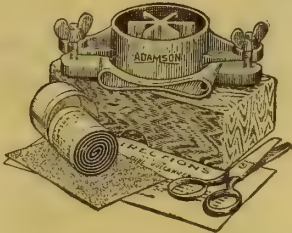
Complete with Metal Tool Rack



Cushman Motor Works of Canada, Limited
Dept. H.M., Whyte Ave. & Vine St. WINNIPEG, CANADA
Selling Agents for Wagner Door Hangers and Track for House, Barn, and Garage.

Kindly mention this paper when writing Advertiser.

ADAMSON Model "M"



Especially adapted for repairing Motor-cycle, Bicycle, Ford and Cycle-car Tubes.

This vulcanizer operates the same as Model "T," but is smaller. It is designed for repairing 3½ in. tubes and under.

IT'S QUICK.

A complete outfit with repair gum, ready for instant use.

Model "M" — Mailing weight 2 lbs. \$1.50

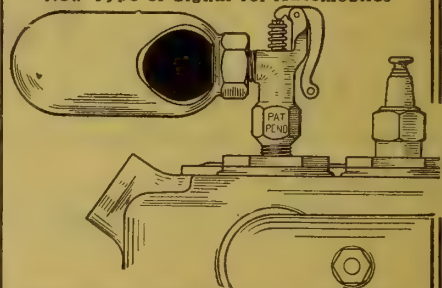
Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA!

EXPLOSION WHISTLE

New Type of Signal for Automobiles



Made in two styles—single tone and chimes. Fits any car; special spark plug for Fords. Screws in place of priming cup. Blown by explosion direct. Extremely powerful or moderate as desired. Absolutely certain in operation. For sale by all Winnipeg jobbers, or write to C. C. Cartwright, 85 Water Street, Winnipeg.

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

YOUR WANTS are many here below. Use the want ad. page and get rid of a few of them.

TOMORROW YOUR CAR MAY BE STOLEN

Auto Thieves

CAN'T STEAL
CAN'T DRIVE
CAN'T TOW

YOUR CAR AWAY—IF IT IS

"PERRY" LOCKED

No Two Keys Alike.

5,000,000 Different Combinations

Why take out other kinds of insurance—accident and fire—and park your valuable car where it can be easily stolen?

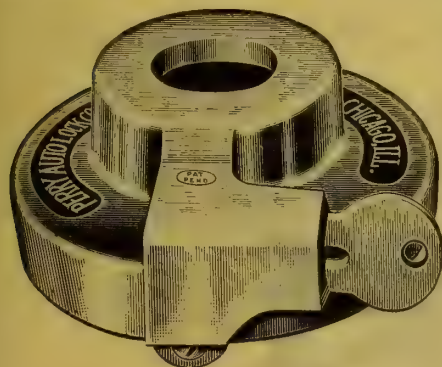
The "Perry" Auto Lock can be attached to any make of car in 15 minutes—it does not interfere with nor change any of the standard parts of the Steering Gear—your car is absolutely safe to drive at all times. It's impossible to drive or tow away a "Perry" locked car, because when locked the Steering Wheel has no connection with the Steering Post—the front wheels of the car are wild.

The "Perry" is right at your finger tips on the Steering Wheel—no bending and stooping—nothing to get out of order—lasts a lifetime—can be changed to any car you may buy in the future.

There are eight tumblers which cannot be picked—endorsed by Insurance Companies—approved by the Underwriters Laboratory, police departments, automobile engineers and owners. A Fire Insurance Policy and a "Perry" will save you 70% on your insurance.

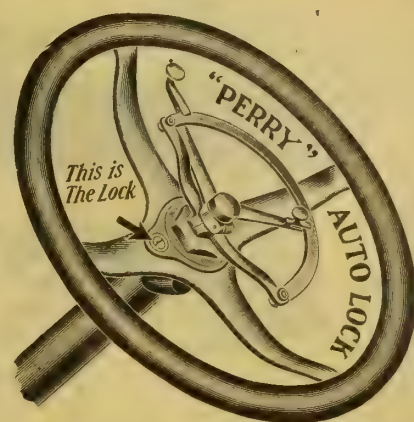
FORD OWNERS

"Perry" Lock your Ford—the standard Ford Cap under steering wheel is replaced by the "Perry"—you can do it in 15 minutes. At least investigate.



\$ **7.50**

for FORD Owners



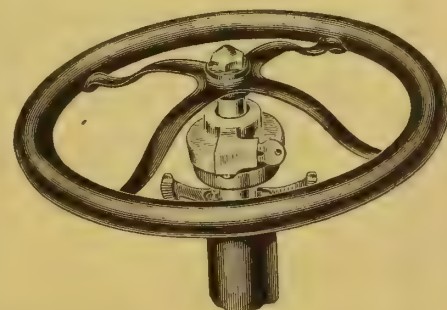
\$21.50—ALL MAKES OF CARS
When locked "It spins like a top"

DEALERS Get this

No matter what your experience may have been with so-called "Auto-Locks"—here is something DIFFERENT, there is no other lock so safe and sure—the "Perry" never fails.

The largest Ford Accessory distributor in the United States says the "Perry" is the quickest selling, the most satisfactory and profitable device he ever handled—name upon request.

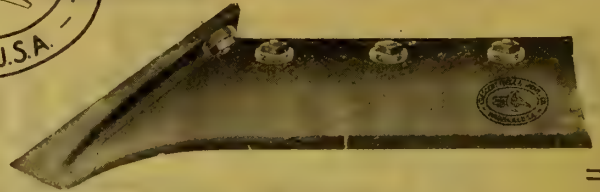
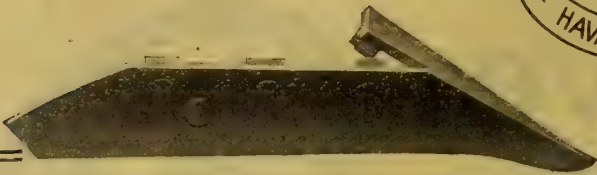
A "Perry" stays sold—each one sells another—write or wire for our liberal contract—RIGHT NOW is your profit opportunity.



PERRY AUTO LOCK SALES CO.

117 BAY ST., TORONTO
Main 4394

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HAVANA, ILLINOIS, U.S.A.

Sold in Canada by D. ACKLAND & SON, Ltd. WINNIPEG
MANITOBA;

Give your other customers the benefit of the mechanics' judgment

DISSTON SAWS

A recent canvass of hardware stores in more than a third of the States in the Union again verified the fact that the vast majority of mechanics demand the Disston Brand when purchasing saws. The conclusion is obvious.

Progressive hardware dealers are making an asset of this unimpeachable endorsement of quality by recommending, when the choice is put up to them by their other customers, the brand accepted as best by the mechanics.

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Then, again, the dealer needs Disston Saws for his mechanic trade. If he serves the rest of his trade with Disstons, too, he does not need to carry a limited assortment of several brands, but can have a **much wider variety of one brand**. All dealers are familiar with the diversity of demands regarding teeth, length, etc., and the advantage of the broader assortment will be readily appreciated.

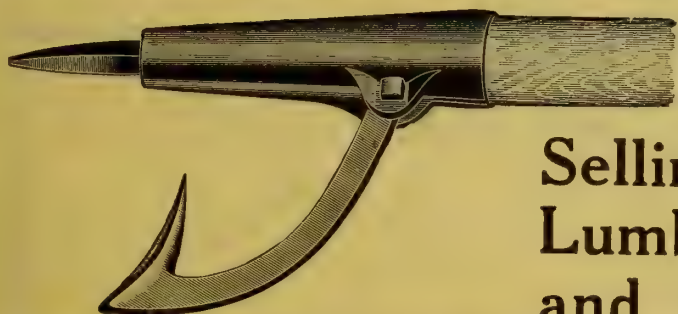
Profit by the mechanics' preference for Disston Saws. Send for our Booklet of Sales Helps, which shows a few of the ways in which we help the dealers in their sales of Disston Saws and Tools.



Henry Disston & Sons, Ltd., 2-20 Fraser Ave., Toronto, Can.



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During the Spring and early Summer season, stocks frequently become depleted and rush Sorting Orders are sent to manufacturers. That is where our unequalled facilities for a quick delivery service prove very helpful to the trade. Our twenty-eight service branches make the quickest kind of service possible. If you have not proved that fact, put us to the test for anything you need in rubber.

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Garden Hose	Solid Rubber Bumpers	Fruit Jar Rings

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Head Office - - - Montreal

Service Branches: Halifax, St. John, Moncton, Quebec, Ottawa, Toronto, Hamilton, Brantford, London, Kitchener, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Edmonton, Vancouver, Victoria.

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX.

TORONTO, MAY 5, 1917

No. 18

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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J. G. LORRIMAN, Manager.
H. M. REID, Eastern Manager.
R. L. NETHERBY, Ontario Representative.
J. C. EDWARDS, Toronto Representative.
C. W. BYERS, Western Representative.

GEO. D. DAVIS, Editor.
J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St. Phone Main 1255. Toronto, 143-153 University Ave., Telephone Main 7324. Winnipeg, 22 Royal Bank Building, Telephone Garry 2313.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway, Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234.

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 Tissue Packed.

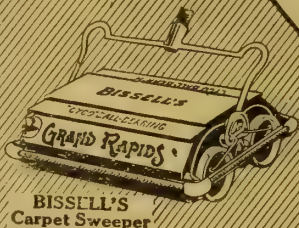
Specify "DOMINION CROWN"
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A. C. LESLIE & CO., LIMITED
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"Cash In" NOW On Bissell's Prestige

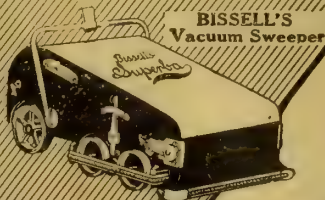
Mention carpet sweeper to almost *any* woman and she immediately thinks of the Bissell. It is one of the most important articles of daily use in thousands of households. And it is only a question of time until *every* home in the land will be relieved of the irksomeness of sweeping, through the use of a Bissell Sweeper.

Right at this time of the year, people are straightening up after months of dirty winter weather. There is much cleaning to be done. Housewives know that this means heavy work. And they need only to be *reminded* that a



BISSELL

CARPET SWEEPER OR VACUUM SWEEPER



will take much of the drudgery of cleaning off their shoulders, in order to immediately start them out looking for a merchant who will *take their order* for a Bissell Sweeper.

Bissell advertising which is appearing regularly in practically all the best magazines, is *reminding* housewives of the labor-saving qualities of Bissell's Sweepers.

And for over 40 years we have thus

educated the women in American homes.

But it's up to *YOU* to "cash in" on this Bissell prestige—this Bissell trade—by carrying a full Bissell line which provides an assortment of cleaning devices that sell steadily at all seasons

Important Notice

You should know about the money-making possibilities of the Bissell line. Write to-day.

Bissell Carpet Sweeper Co. of Canada, Limited, Niagara Falls, Ontario
Grand Rapids, Mich.
 Oldest and Largest
 Sweeper Makers

Selling Motor Cars with Accessories

Moore Bros., of Uxbridge, Ont., Add Car Agency to Co-operate With Sundries —
Getting Farmers' Wives Interested — Successful in Competition With
Two Garages—Bicycles and Sundries.

THERE were at least three new arrivals of some importance in the town of Uxbridge, Ont., on a Monday morning early in April. Three large motor cars came for the hardware store of Moore Bros., and were installed in a brick home at the rear of the store, opening on a side street. The following week the store began advertising that it held the agency for this car for the Uxbridge district.

This is a significant fact for hardware merchants. The taking out of the agency for this particular make of car was not done without a careful investigation of the possibilities that lie before it. Moore Bros. are in a position to be in close touch with the automobile needs of the district. They have built up a big business in auto accessories and have become one of the leading gasoline supply "stations." Moreover, the decision to sell cars was made deliberately in spite of the fact that there are already two agencies for well known makes of cars in the town, and on the same street. This point it is well for merchants to bear in mind, who have been deterred at the outset by the presence of competition, either in car agencies, or in garages where auto accessories are for sale.

Indeed, it was the very presence of this competition in the accessories that induced the firm to stock cars as well. They found that the hardware store could compete successfully with the garage and car agency combined, so successfully, in fact, that the store does a larger business, and keeps a larger stock of the accessories than either of the garages. The larger stock is partly the result of the larger business, but quite as much the cause of it.

Would Help Sale of Accessories

The head of the store, R. J. Moore, told **HARDWARE AND METAL** that one of his ideas in accepting the agency for a well-known make of car was that this would prove an advantage in increasing the sale of auto accessories, just as the handling of the latter would open up opportunities for introducing the car for sale. There would be a close co-operation, in his opinion, between the two departments. In fact, the one did

not seem to him to be complete without the addition of the other.

Information on Operating Car

He starts off, he thinks, with a strong talking point from a personal element, the fact that he bought one of the same cars last year and it stood up splendidly in the rather difficult conditions under which motor cars have to operate in this vicinity. He believes that if he can show the farmer that the car he bought last year and still uses all over the country, is in good shape, that the repairs did not cost more than such and such a sum, that he drove such a number of miles at a cost of so much for gasoline and so much for other expenses, averaging so much a mile, or a week or month, as it may be, will give them confidence in deciding to take the "plunge." For the merchant who is not in such a position, this information as worked out by other owners should be secured, as the operating cost is always one of the points that the prospective purchaser is rather shy about, and often is willing to concede the point of the original cost that he will dismiss as a

"capital" expenditure, if he can be shown that the operating cost will not be excessive.

Demonstrations in the Country

Many theories are held by Mr. Moore in regard to the methods by which cars should be sold. He is planning to give demonstrations right out in the country to a number of prospects or those considered prospects among the farmers, and this will be done not only by himself and his brother, but also by one or two others of the clerks in the store



View of front of Moore Bros. hardware at Uxbridge, Ont

who are to be taught to take charge of a car.

Mr. Moore, by the way, believes thoroughly in women's power in buying, and is going to make an effort to interest the women, and also the children in the pleasure which can be derived from having a car of their own. He feels that this will readily become his strongest argument in selling a car to the farmer. So he will see to it that the members of the family go for at least one trip in his new demonstration car.

Pump Outside Sells Gasoline

As has been said, the car agency is as yet only in embryo and the real live part of the auto business with this firm is drawn from the accessories. For several years past they have carried a fairly extensive line of motor car sundries. The photograph of the store which is shown in connection with this article, was taken when an automobile was outside, being supplied with gasoline from the tank in front of the store. This is what might be called an "action" picture of the Uxbridge place of business. This prominent location for the pump is a point that **HARDWARE AND METAL** would like to urge on all merchants who are aiming at a big business in the sale of gasoline. It has been the general experience among dealers that a pump at the front, where possible along the main street, and in full view of the motorist as he spins along, is one of the most effective advertisements he could have, a daily one in fact, that brings in trade as well from the regular motorists of your town as from the troubled transients who are "dry" and often are searching with as eager an eye for such a tank as a stranger in town for the tricolored post of the barber, or Robinson Crusoe for the rescuing sail. Many dealers will tell you that the pump at the front of the store has increased their sales by 100 to 200 per cent.

Tires on Frame at Entrance

As one enters the door on the left hand side is a stand with wooden arms, displaying a number of automobile tires representing the makes of two well-known firms. On the stand also is hung up the price list of each of these firms, which went into effect about the beginning of the year.

A little further down in the store is a show case containing auto accessories, such as wrenches, pumps, spark plugs, flash lights, chains, batteries, etc., while near by are lubricating oils.

Moore Bros. do not limit the display of accessories and the publicity, to the store itself. They show the tires and other auto requirements in the window from time to time, and advertising is carried frequently in his newspaper notices. The firm is competing with two local garages, but keeps a larger stock of tires than either of the others, and the same with tools, etc. In this way, the firm gets a reputation throughout the district for having stock from which any one can be supplied, and so a position of trade is made up of the trade of



Interior view of Moore Bros.' Hardware, Uxbridge, Ont. The store is an exceptionally long one, and much larger than you would judge it to be from above illustration. Note attractive displays in silent salesmen.

customers who have been influenced to go there by their friends.

Where Population is Not Growing

The motor accessory business, it should be noted, is one of the most satisfactory lines before the merchant who lives in a town that cannot hope for much growth in population, and in a country district that is in a similar position. In

often not taken into account by the dealer in surveying the possibilities before him in venturing into carrying accessories in his store.

Better for Bicycle Sundries

Closely allied to the auto accessory business may be said to be that of bicycle accessories. Merchants will have noticed a plentiful amount of advertising in the papers during the early part of April and there are indications of a "boom" in the bicycle trade. Moore Bros. stated to **HARDWARE AND METAL** that they had kept these lines for the last three years and that last year there was a distinct improvement in the sale of bicycle sundries and of wheels. They are the agents for a well known make of wheel and inquiries so far are very promising.

In the store close beside the auto accessories are bicycle tires, wheels, cement, headlights, etc. The regular advertising space of the firm is used frequently for giving publicity to these bicycle lines as well as special ads. in which the manufacturers co-operate to a certain extent.

Case of Compound Interest

As in the case of the automobiles—and insurance—the steady sale of machines, as of policies, means a gradual increase in the demand for the accessories required by the increasing number of owners of the wheels. Business in both these lines grows for the dealer like compound interest.

INDUSTRIAL

Sudbury, Ont.—The British American Nickel Co. will build two complete units of the plant near here, and will produce 10,000 tons of nickel a year instead of 5,000, as originally intended.

Windsor, Ont.—The Canadian Lamp & Stamping Co. is having plans prepared by Architect Gilbert Jacques, for an addition to its plant to be one storey, 60 x 210 feet, brick and steel construction to cost \$25,000.

Saves Over \$40 on Insurance

Increased sales of gasoline are not the only advantage accruing from the erection of a gasoline tank in front of a hardware store to catch the eye and serve the convenience of the motorist. The merchant should count also the saving in insurance. Moore Bros. of Uxbridge, state that by far the greater part of a saving of over \$40 a year on their insurance rates is due to the removal of the handling of gasoline from the interior of the store.

other words, where trade cannot be developed as a result of new fields that open up from incoming population, the merchant should exploit those fields where "consumption" will increase from the existing population. Automobile accessories and motor car agencies are one of the most promising in this respect. In the Uxbridge store the business has grown year by year, not through new people coming into the neighborhood, but from the increase in the number of cars owned and the resulting need for the accessories. This condition will, of course, apply to practically every place in Canada, the West equally with the East, and often more so. The strong point with the car business is that it is a factor in the country quite as much as in the city. These statements are truisms, it may be said, but they are at the basis of most of the increasing business of the hardware merchants and are too

Accessory Line Pronounced Success

Toronto Suburban Hardware Merchant Has Been Selling Auto Accessories For a Year
—Finds the Line a profitable One—About 300 Cars in District Served.

ABOUT a year ago a **HARDWARE AND METAL** representative, attracted by a window display of auto accessories, stopped in front of the hardware store of C. G. Bailey, 1958 Queen St. East, Toronto. The display was a very creditable one. The **HARDWARE AND METAL** man entered the store and was greeted by Mr. Bailey, who said, "Well, I've taken the plunge; you fellows got me into this. I've been reading a great many articles in your paper about this auto accessory business." Asked what he thought of the line, Mr. Bailey stated that he had only just put in the stock a few days previously and was not in a position to pass judgment on it.

This week Mr. Bailey was asked what he thought of auto accessories as a hardware line, after having had a year's experience in the game. He replied that his success with the line had been even greater than he had anticipated.

Mr. Bailey's establishment is right near where the breezes from Lake Ontario blow in across Balmy Beach, which, if you happen to know Toronto, you will realize is a long distance from the corner of Queen and Yonge. But, as a matter of fact, in Toronto, as well as in most other growing centres, the vast majority of the population live at a very considerable distance from the central street intersections. Mr. Bailey, while quite a way out, is surrounded by a community as large as the average large town, and who represent a very comfortable amount of prosperity. Consequently, of course, he is surrounded by a community of car owners that are a pretty good evidence that there is a market for automobile accessories.

It looked like that about a year ago when he took the initial plunge, and had a gasoline pump set up to decorate the front sidewalk, where every passing motorist had to look it in the face.

Along the Gasoline Sahara

Along this gasoline Sahara all the cars must pass. Is it a wonder, then, that they hesitate, as a kind of suggestion of a drink every time they pass that gay tank that graces the sidewalk in front of the Bailey store?

"Has it proved a success?" Mr. Bailey was asked. "Why, yes; we are very well satisfied with it," he stated. "It keeps some business coming in most of the time. Of course, it means a considerable initial outlay in the matter of stock requirement, but then it is stock that moves rapidly, and owing to the rapid turnovers, it shows a comfortable profit.

"Now, there, for instance," he continued, pointing to a bulky pair of tires, "is a sale I made to-day. Of course, I do not sell a set of tires like that every day, but as far as to-day goes, if I didn't

do another thing, I've got my rent paid anyway by that sale."

Do Accessories Help the Hardware, and Vice Versa?

"Does the handling of those goods bring any extra trade to the hardware end of the store?"

"Yes, I suppose it does," stated Mr. Bailey. "I know I have a lot of customers that I never saw till I put in this line. Mostly for these goods, but I fancy if I took time to figure the matter out, that there would be a good deal of business coming from this source to the hardware end. One thing I am sure is that the hardware business has been a big drawing card for the auto accessories they need. They sometimes ask for things that I do not carry, for I only stock a general line of accessories, but I find that they usually say, 'Well, get it for me, will you?' I find I can do a very nice accessory business even in things that I do not regularly stock.

"Of course, I go after this business. I am sending out now 300 circulars to car

the profit only amounted to about twenty cents. I sent it out. Of course, it cost me almost twenty cents to do it. This, of course, was an unusual case. But some day that fellow is going to need a new set of tires, and some day when he is coming out of that front gate he is going to remember that it was a sort of decent thing for that hardwareman to hurry out here with five gallons of gas, and the chances are that I'll get a chance to supply those tires. That is my idea, anyway. I look after these people who need a little service, and I guess that it has paid me and will go on paying me."

Keeping the Line Before the Public

Mr. Bailey displays accessories in a silent salesman that has a prominent place in his store. A customer entering the store is immediately confronted with these goods, and if customers are car owners they are pretty sure to be interested. They may not buy at the time. But it has been Mr. Bailey's experience that they will often phone in for something they have seen in the store at some time.



Exterior view of hardware store of C. G. Bailey, 1958 Queen St. E., Toronto.

users in this section, calling their attention to the accessory department of the store. The list is drawn from the Government list of car owners right in this section, so it is live material to work with, and we have found in the past that these circulars actually do bring results."

Service That Should and Does Pay

"Another thing we try to give is a service that will make friends for the store. For instance, the other day I got a call from a man out about two miles. His car had stuck going out the front gate, dry as a last year's acorn; nobody else would take the stuff out to him, because

The line is in this way kept constantly before the customer. Accessories are frequently displayed in the show window. It is moreover kept fairly prominently before the passing motorist. On the top of the brightly painted gasoline pump is a vigorous little weather vane arrow, that is inscribed with the word "Accessories." On the side of the store is a large painted sign advertising the fact that auto accessories are carried.

"Yes, there is a market for accessories in a hardware store," stated Mr. Bailey, "and a pretty good market in the 300 car owners that reside in the district about this store."

Something New for the Cardwriter

A Series That Will Give Ideas and Instructions for the Cardwriter Who Has Already Mastered the Rudiments of the Work.

By R. T. D. Edwards

THE main feature of this new card-writing series is to give the cardwriter, experienced or inexperienced, new types of letter formations, and, while these lessons are of an advanced nature, we are endeavoring to make them as beneficial to the beginner as possible. The formations of these alphabets are new to all readers, but with diligent practice can be formed just as readily as the simpler ones of last year's lessons.

The construction of these alphabets is of the most practical nature, one stroke of the pen or brush being all that is necessary for their formation, and they are of the most readable and artistic types.

The chart of this lesson shows one of the most practical types for a good class of show card, though, of course, this formation is not to be used for sale purposes when a plainer formation is required.

The alphabet has no particular name, but is partly script and partly an italicized Roman alphabet. This will be noticed by a close study of the chart.

Before starting to practise this letter formation, one should study it thoroughly. There are many features and characteristics which appear and reappear throughout the whole alphabet, and when these have been recognized and carefully studied, it will assist one materially in the execution of the lesson. One feature of this alphabet which appears throughout the whole series is the upturned points of the lower ends of the down strokes (note the chart). This is really the feature of the alphabet, and is one which adds quiet speed to its execution, as it eliminates the finishing off of the ends of a stroke that is brought down even with the guide line. Another notable feature is that many of the strokes commence pointed, instead of a heavy brush width, as in the previous alphabet. This also adds great speed to the work.

Practice Work

In order that the best results may be attained, it is desirable that tools and

colors be in the best of condition. Here is a little review that will probably assist the cardwriter and also be of great value to the beginner.

Cardwriters' black, or color of any kind, is inclined to settle to the bottom, so, with a small wooden ladle, this should



*Showing Correct Angle
at which to hold brush
to Form Alphabets
Illustrated*

Fig. 2.

be thoroughly mixed before using. If the color is too thick, add small portions of water until the proper flowing consistency is reached. It is best to keep all color covered to avoid evaporation. If one has been faithful in keeping brushes thoroughly clean, they should last a long time; but if the color is allowed to dry in them, it has a tendency to loosen the hair from the ferrule.

Do not dip the brush into the color deep enough to touch the ferrule; then work it back and forth on a piece of waste cardboard or glass until the brush is the desired width and the color flows from it freely. Lay out the practice work minutely with a lead pencil and ruler, as shown in Fig. 1. Rule the guide lines about two inches apart, and the middle guide line about two-thirds the distance from the bottom line. In order to get a uniform slant to all the letters, angler lines should be drawn as indicated. These should always be used at first when practising slant letters, but as

one becomes more proficient they can be discarded.

The top line of Fig. 1 shows four different sets of strokes, which appear frequently in the upper case alphabet shown in the chart. All the strokes in the alphabet should be practised in this manner as many times as is necessary to make them perfectly.

The lower line shows four strokes that appear frequently in the lower case alphabet, and which need much practice.

When all is ready for work, place the card on the slant top desk with the bottom of the card turned to the right. This assists one to make the slant letter easier. Work should be done with a free arm movement without cramping the fingers.

To get the best results in forming these letters hold the brush as indicated in Fig. 2; and keep the elbow more to the right. This turns the brush in such a position as to enable the placing of narrow and wide strokes in the desired position.

THE CHART

Upper Case

"A" shows much room for practice, as it contains four separate strokes, although strokes 2 and 4 are similar. Stroke 3 of the letter "B" will require a great deal of practice in order to make it easily.

Stroke 2 of "C" is similar to the same number in the previous letter. Practise the long sweeping stroke 1 often.

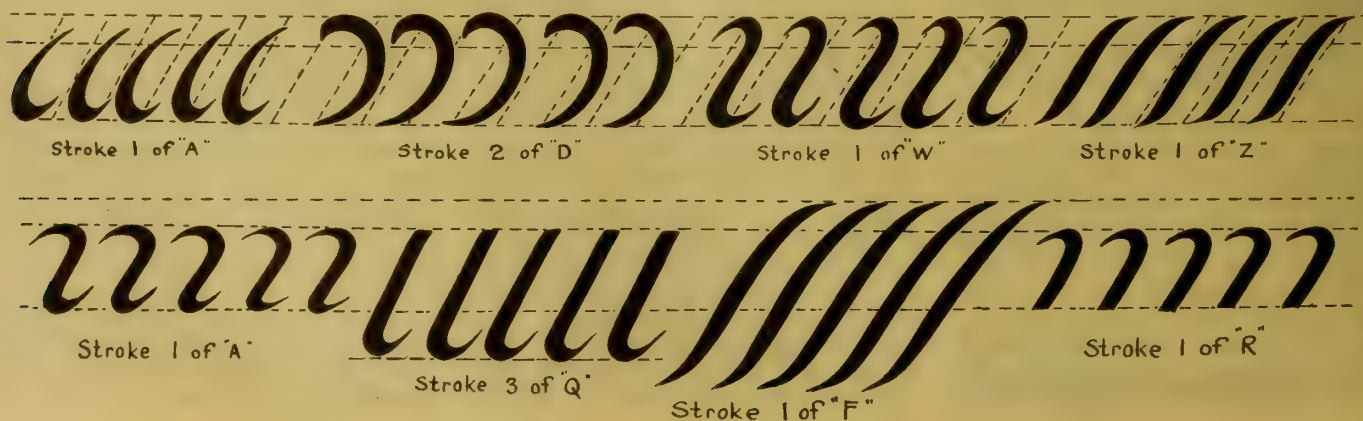
"D" shows a much different formation to any "D" we have previously shown. Stroke 2 is the hardest, and should be practised many times. It starts at the top with the full width of the brush, and gradually narrows as it comes down.

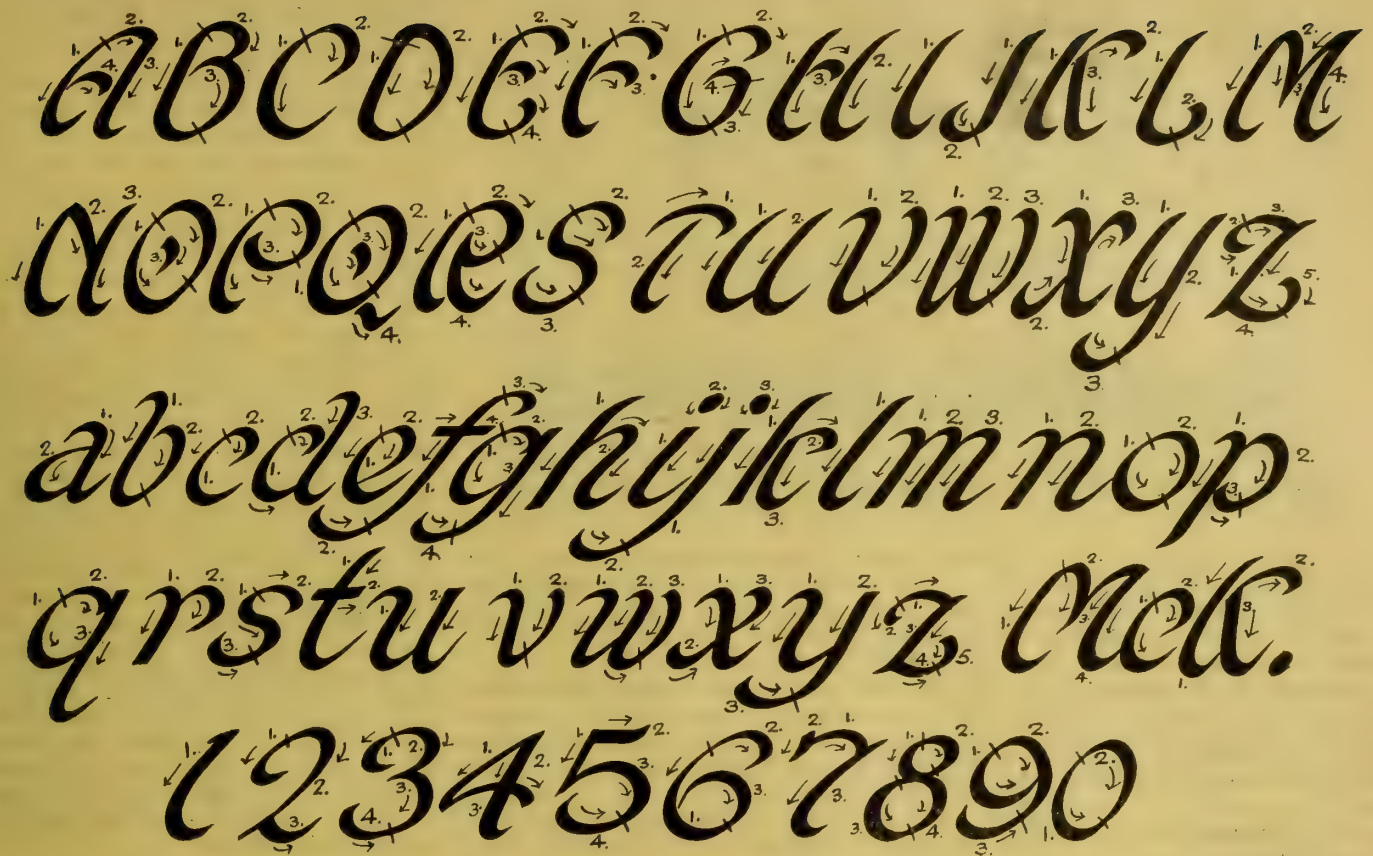
It will be found that "E" needs much practice to get the effect required.

Strokes 2, 3, and 4 must be given special attention (note the relation they bear to one another).

"F" has one less stroke than the "E." Practise stroke 1 many times.

Strokes 2 and 4 of "G" are of similar





formation. It will be found that this entire letter will need a lot of attention.

All the strokes in the "H" have been used in previous letters. Note that stroke 3 is nearer the top of the letter than the bottom.

"I"—This stroke is shown in the "H."

"J's" formation is a little different, as stroke 1 curves in the opposite direction. Much practice is required on this one.

Note that strokes 2 and 3 of "K" join stroke 1 nearer the top than the bottom. This entire letter should be practised many times.

"L" is the same formation as is found in "E." It is the 1 and 4 combination.

Strokes 1 and 4 of "M" are the same, while 2 and 3 are the wide and narrow variety. Practise many times.

"N" also shows the same two outside strokes as the "M." Both of these letters will require much attention. (Note where the narrow parts of this letter come.) This is unlike a Roman formation, where the two narrow sections come directly at the top and bottom.

Stroke 3 of "P" is the only new stroke in the letter, and it requires much practice in order to properly master its formation.

"Q" is just a repetition of the "O," with stroke 4 added. Practise often.

In "R" is shown the same letter as "P," with stroke 4 added. This combination of strokes requires a lot of practice, in order that it may be perfected.

"S" is a similar formation as we have shown in some previous alphabets, except that it is slanting to the right. Practise this letter often, as it is one

that is used frequently.

Both the "T" strokes occur in other letters, and stroke 1 makes a good practice stroke.

The two strokes which form the "U" are similar to those of the letter "H." Stroke 1 is made a little longer in order to join up with stroke 2.

Strokes 1 and 2 of "V" are entirely new ones, and need much practice, especially stroke 2.

*Newest
Styles
Latest
Models*

*Shown in our
Ready-to-wear
Dept.*

In the accompanying article several attractive show cards are illustrated. These suggestions prepared by Mr. Edwards will furnish the card writer with ideas for seasonable show cards to place along with displays of Spring goods. The method of forming the style of letters used is fully described in the accompanying article and chart.

*Gardening
Time*

*We have a
Complete Assortment
of all Requisites
for the Gardener*

Seeds

Excellent Assortment of Vegetable & Flower Seeds

"W" is the same as the "V," with stroke 1 added. Practise often.

The "X" is a three-stroke letter, stroke 1 being at a different angle to similar strokes throughout the alphabet.

Stroke 1 of "Y" appears often. For variety sake this stroke is brought down below the others, but this is not necessary. The letter can be made shorter with stroke 3 resting on the lower guide line.

"Z" shows many new lines which need a lot of practice.

The lower case alphabet shows several strokes which do not appear in the upper case formation, and which demand a lot of time in practice.

The more practice work given these the better; but as the majority of the strokes used are ones similar to those in the upper case alphabet, they do not require individual explanation.

The numerals are not difficult.

In last month's lesson we gave a good demonstration of the use of the tooth brush for decorating the show card, and this month we are continuing the work, as shown in Fig. 3. This work is known as spatter drawings, and is a quick way of obtaining a stippled effect. In all cases it is necessary to use stencils. First make the drawing on a heavy Manila paper and then cut out the portion you wish to stipple with a sharp knife. This is then a stencil and should be laid flat on the card with small weights and pins. It is important that the stencil be kept tight to the surface to insure a clean cut outline. Holding the tooth brush in the left hand with a small stick in the other, dip the stick in your pen ink and draw it gently over the ends of the bristles of the tooth brush, making sure to hold the brush close to the card. Repeat this operation until the drawing is complete.

In Fig. 3 are shown a few illustrations which will assist in doing this work.

"A" shows the word "styles." This was done in the usual way with black ink and afterwards shaded with a black pen stroke. There are many other color combinations which can be used with good effect, such as blue ink with a black or dark blue shading, brown ink with a black or dark brown shade, or green ink

with a black or dark green shade. The word styles is only given as a demonstration, and any other word or words can be made into a stencil in the same manner.

"B" shows a dainty scroll work, which can be used in many ways on the show card. Many different color combinations can be used to suit the card on which it is to be used.

"C" shows a two-tone drawing of a star. First make a drawing of a star

as shown, marking it out plainly with a pencil. Make a stencil of half the star by cutting out only the portions which are shown as dark on the drawing. When this is stippled on the card, the stencil can be turned over and made to fit on the other part of the star. This, as can be seen, gives the drawing an embossed effect, and many different color combinations can be used effectively.

"D" shows another two-tone spatter drawing, made with the tooth brush. This is only one of the many drawings which can be obtained from journals, which will be of great aid in this work. This drawing was simply pasted on stiff paper, and cut out with a sharp stencil knife, thus saving much time with an effect just as good. The round background stencil is first applied quite lightly and the tiger is put on much heavier.

"E"—This small floral drawing is exceptionally adaptable to this season of the year, and is very easily made, two small stencils being all that is required. The flower should be made pink and the leaf green, with a black outline and stem.

The accompanying cards give a fair idea of how the alphabet in this month's lesson appears when in use. These cards do not illustrate work which has taken hours to execute, but cards that were made in a very short time, and they illustrate how fancy cards can be made quickly and effectively.

Opening Demand for Fishing Tackle War Has Not Affected Demand for Fishing Tackle—Good Line for Hardware Merchants.

WITH a constantly increasing tendency towards readjustment of conditions, comes the return of old desires for sport, regardless of the war and its effect on conditions generally. The warm suns of spring have not only brought forth the verdure of the fields, which call forth the long pent-up feeling of relaxation in such sports as baseball, football and tennis, but have also loosened up the small streams back in the woods, whose banks have long been the haunts of the long-suffering angler, and spring receives no louder herald than the welcome from the great community of sport-loving people who delight to snare the elusive fish, whether he be of the deep sea or the small stream variety.

Of the widespread popularity of sport, perhaps no other branch received such a slight shock from conditions thought to bear by the war as that indulged in by the fisherman, and for this reason the opening of the spring season this year should especially appeal to hardware dealers, as an opportunity to work up a highly profitable department which demands little in the way of invested capital or display space.

Some dealers may entertain the idea that a great element of chance is involved by the adoption of such a branch, owing to the widespread opinion that all sporting goods lines have suffered by the war, but this opinion is entirely dissi-

pated by reports of conditions from many of the larger dealers throughout the country. Undoubtedly there has been a change in the demand for sporting goods, but experience has proved that a decline in certain lines has been adequately compensated for by the increase in certain other lines, and on the whole, the situation is reported as normal, and in some cases better than this.

The sale of fishing rods, tackle, and other anglers' supplies, is one branch of the sporting goods line which has been practically unaffected by war conditions, except in some instances, to sustain an increase in volume. This condition of affairs is most likely attributable to the fact that the causes which have affected other sporting lines do not apply to any appreciable extent to the sale of fishing supplies. One of the foremost causes of a decrease in many branches of this trade was the procedure overseas of a large number of young men of the class who ordinarily are the largest users of sporting lines, but this effect was balanced by the large increase in business in juvenile lines. Owing to the fact that the popularity of fishing is to such a large extent responsible to the interest of older men, and to a certain extent to young boys, the taking away of the youthful element to the war has had practically no effect on the sale of fishing supplies.

(Continued on page 49.)

EDITORIAL COMMENT

LET THE measure of our patriotism this year be judged by the callouses of our hands.

* * *

THE EARLY spring is not as early as seemed assured. In fact, spring, always a procrastinator, threatens to lapse over into the "late" column.

PRESIDENT WILSON'S WORD TO THE MERCHANTS

FROM President Wilson's war proclamation we take the following words:—

"This let me say to the middlemen of every sort, whether they are handling our foodstuffs or our raw materials of manufacture or the products of our mills and factories: 'The eyes of the country will be especially upon you. This is your opportunity for signal service, efficient and disinterested. The country expects you, as it expects all others, to forego unusual profits, to organize and expedite shipments of supplies of every kind, but especially of food, with an eye to the service you are rendering and in the spirit of those who enlist in the ranks, for their people, not for themselves. I shall confidently expect you to deserve and win the confidence of people of every sort and station.'"

They are good words and give to the merchant the meed of praise that in so many instances is distinctly his due. The simple statement that the merchants who do not attempt to enhance prices in these trying times, are doing a "signal, efficient and disinterested service," is a pleasant reversal of the usual tune.

You are liable to achieve more by words like these than by the futile, ill-judged charges emanating from the Department of Labor at Ottawa.

THE PRICE OF COPPER

WHEN it was announced a short time ago that the United States Government had placed an order for 45 million pounds of copper at 16 2-3c lb., or about 10c lb. below the market price, there were many expressions of surprise. Buyers hesitated, and for some time a state of expectant uncertainty prevailed. There were many people who felt that prices generally were bound to decline. The market held steady, however, and towards the end of April it was announced that the United States Government would purchase a still further large quantity of copper. The *Engineering and Mining Journal* refers to the latest developments as follows:

"It was reported on the news tickers, April 25th, that the United States Government would require a very large quantity of copper, in addition to the

purchase of the 45,000,000 pounds that was made recently, and that the price would be about 10 cents a pound higher than what the producers named on the previous, relatively small, transaction. We believe it is true that the Government is negotiating for a very large quantity of copper for the army and navy, but we do not believe that negotiations have reached the stage where anybody knows what will be the price. It is reasonable to suppose, however, that the price may be around the present level, at 25.50 to 26 cents. The ideas that have prevailed in many quarters that the naming of 16 2-3 cents by the producers would constitute a precedent and would establish the future market price for copper, both to the United States Government and to the Allies, were too foolish to merit any consideration except in a passing period of pessimism. As we said at the time, the 16 2-3 cents transaction was in the nature of a gift by the producers, an exhibition of patriotism, and was distinctly understood by both parties to be so, nothing more. As for subsequent transactions it would manifestly be impossible to have two prices—a Government price and an industrial price. So long as economic conditions prevail—and they do prevail in war time as in others—there can be but one price, and that is the price that is determined naturally by demand and supply. Any interference with the natural law can be but temporary and is bound to introduce germs of disease to plague us later."

CATERING TO THE CUSTOMER

THE personal element in salesmanship is the greatest selling force. The salesman who in a few moments' conversation can establish friendly relations between himself and the Customer is a selling force whose value can hardly be over-estimated. This ability to make friends on short notice is a gift which some men are born with, others not having been born with it to the same degree, have cultivated it so successfully that they have become outstanding salesmen in their line.

There is a line of course to be drawn between friendliness and familiarity. There may be occasions when familiarity is permissible, there may be people who are most effectively met on this basis. There are others, however, upon whom this familiar note will jar, and a jar is a sign of something wrong somewhere. Therefore in this matter of catering to customers, a very considerable knowledge of human nature is required. To be able to detect the coming jar before it has materialized and to avert it, is another of the gifts of the first-class salesman.

W. H. Thorne 50 Years in Business

Many Changes in St. John Business Life During Half Century — Business Methods Have Undergone Many Improvements — Reminiscences of the Past.

DURING the current week, W. H. Thorne and Company, Limited, St. John, N.B., is celebrating its golden jubilee as a St. John business firm. It has weathered half a century of changes of the commercial and industrial life of the city, and its founder, Hon. W. H. Thorne, is still the active head of the firm and is at his office practically every day. As a personal expression of affection, Arthur Thorne, a brother of W. H. Thorne, has had a very fine oil painting made of the senator, and its presentation comes at a very opportune time—on the golden jubilee of his launching on a business career. The picture is a remarkably fine work of art, and a striking likeness of the senator.

Fifty years ago the business now conducted by W. H. Thorne & Company, Ltd., was founded by the present president, Hon. W. H. Thorne, in May, 1867. This was successfully carried on until 1875, when the late Richard C. Scovil, formerly residing in Shediac, conducting a large lumber business there, entered into partnership, and the firm of W. H. Thorne & Company was formed.

To better provide for the conduct of the retail and wholesale business, these were separated, and a new building erected especially for the firm, in which the wholesale business was conducted, while the retail was carried on at the original stand.

In 1877, the great fire in St. John took place. Both stores, with their contents, were totally destroyed. To provide for the continuation of the business, a temporary two storey structure was built on the Market Square. Inside of ten days business was resumed. Meanwhile provision was made for the building on Prince William street, and in about eighteen months the new premises were occupied, which have continued as the main building since that time.

In 1884, because of ill health, Mr. Scovil retired from the business, and in 1885 Mr. Lee and A. T. Thorne were admitted to partnership.

In 1895 the business of W. H. Thorne & Company was taken over by W. H. Thorne & Company, Ltd., a joint stock company formed under the New Brunswick Act. W. H. Thorne and other members of the late firm becoming directors.

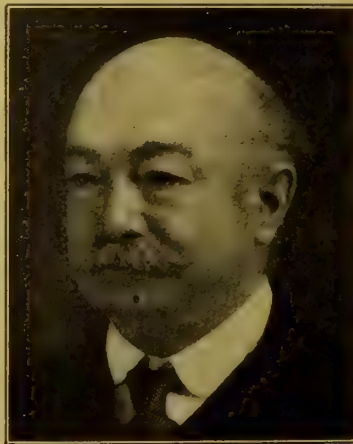
Unfortunately, in December, 1915, a disastrous fire destroyed the original hardware store and damaged the other buildings to a minor extent. During the past year, however, repairs have been made and practically a new building erected.

In commenting on the changes that have taken place in the industrial and commercial life of the city during the last half century, Senator Thorne says:

"After upwards of fifty years' experience in the hardware business, one can-

not help but look back with amazement at the changes that have taken place not only in methods but in the personnel of customers. Old methods have gone, and old customers have disappeared, while new ideas and younger merchants have taken their places.

"Memories of many kinds, mostly pleasant, crowd themselves into my thoughts as I undertake to recall a few reminiscences. My first experience as a clerk commenced in 1861, with the late W. H. Scovil. Few proper accounting systems prevailed in those days. Our methods generally were loose with no fixed system in either accounting, or the granting of credits. Supplies were furnished in the fall of the year for large lumber operators and became payable the following summer, chiefly on the 1st to 4th July. If the logs came down, bills were paid, but if by reason of bad stream driving or other causes, logs were hung



Senator W. H. Thorne.

up, payment had to be carried over until they did come down. To-day credits are shortened and business is done chiefly on a cash basis.

"During the winter season, from the close of navigation until the opening in April, very little business was transacted. Supplying the country districts in winter depended upon teams and sleds. At Christmas and New Years, farmers within fifty to seventy-five miles brought their products to the city by teams and returned loaded with supplies.

The general trade of the province fifty years ago largely depended upon water communication. How different to-day: railroads penetrate all districts throughout the Maritime Provinces, and traders are no longer dependent upon water transportation. I recollect when the first sod was turned for the construction of the railway between St. John and Shediac. There was a great demonstration and all sorts of prophecies were made about the great prosperity

which would attend the opening of the country by this railroad. A few years after I commenced business, the railway was extended westward to Bangor. My own business during the winter months, after this road was opened, more than doubled in volume.

"Many names come to my mind, those who, in the past, like myself, were hardware clerks. Some entered into business on their own account, only to pass, in a few years, out of the business life of St. John. To-day, only one hardware firm, besides my own, that was in existence fifty years ago, is doing business. That is the firm of T. McAvity & Sons, Ltd.

"The following men or firms had been engaged in the hardware business during the past fifty years with more or less success: W. H. Adams, Barry & McLaughlin, Berryman & Olive, Fulton Beverly, I. & F. Burpee, John Carlin, Clark, Kerr & Thorne, E. A. Everett, Lewin & Allingham, C. S. Melick, W. H. Olive, Stillwell & Goggin, Harry Thomas, Walker Tisdale & Son, Warwick, Hayward & Clark, William Waterbury, W. W. Whelpley.

"Fifty years ago the imports of St. John were brought chiefly by sail. Regular packet lines of sailing ships ran between Liverpool and St. John. Many will recollect the Black Ball Line. Large numbers of small schooners brought supplies from the United States ports. Flour and pork were largely imported from New York for consumption, not only in the Province of New Brunswick, but also came through St. John to the upper waters of the St. John river and thence into the State of Maine. Our wharves were busy places, continually covered with goods, so that wharf property in those days was valuable and most remunerative to owners.

"The merchants in St. John always looked forward to the arrival of spring and fall vessels with much interest. Little or no hardware was manufactured here, with the exception of cut nails. Wrought nails, horse nails and all kinds of general hardware were chiefly brought from Great Britain.

"In former years traders throughout the country visited the city as a rule twice a year, for the purpose of purchasing their season's requirements. To-day travelers visit all parts, and the merchant makes his purchases of all kinds of goods from the traveler. Every clerk in those days was a salesman and had to put up his own orders, and much of the work was of a character the salesmen of to-day would not be called upon to do. The handling of putty, ochres, oils and paints was, if possible, shirked by clerks. The hours were much longer, and the work harder.

"In receiving goods into the store, everything had to be hoisted by hand.

(Continued on page 61.)

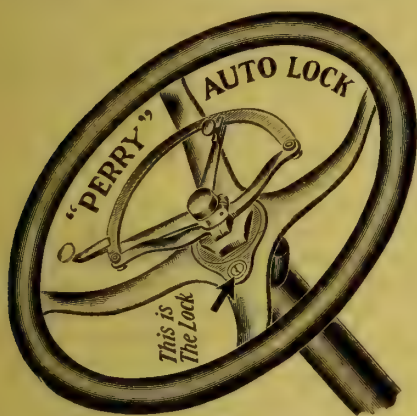
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

PERRY AUTO LOCK

The Perry auto lock is being marketed by Perry Auto Lock Sales Co. of Toronto.

It is stated that the lock can be attached to any make of car in 15 minutes. It does not interfere with, or change any of the standard parts of the steering gear. The makers state that it is impossible to drive or tow away a car locked with the "Perry" lock, because, when locked the steering wheel has no

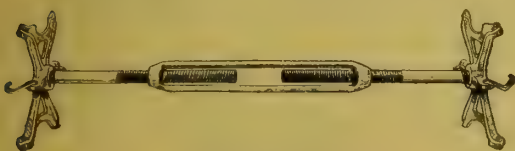


The Perry Auto Lock

connection with the steering post; the front wheels are wild. The makers point out that the "Perry" is always at your finger tips on the steering wheel — no bending or stooping, and nothing to get out of order. The lock has eight tumblers, and it is claimed, cannot be picked. It is further claimed that the lock is endorsed by insurance companies, police authorities, etc. Complete details, with prices to dealers, etc., will be forwarded upon request to Perry Auto Lock Sales Co., 117 Bay St., Toronto, Can.

A-1 RIM TOOL

The Morrow Specialty Co., 33 Melinda St., Toronto, has placed on the market the A-1 rim tool, which, it is claimed, will straighten and lock a rim whether crooked, flat, or bent. The tool will also remove a shoe from a rusted split rim.



A-1 Rim Tool.

The makers claim that the tool will straighten a crooked or bent rim and will lock it in less than five minutes. The directions for use follow:—

Take the snap or holder off the lock, place your rim tool in centre of rim, 6 inches from split, put hooks over flange

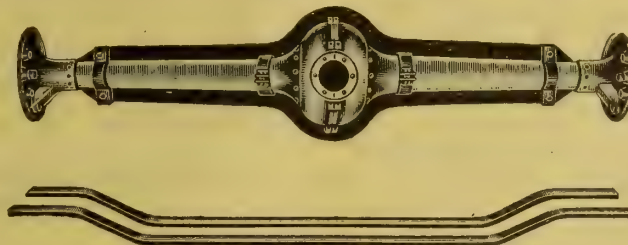
of rim and contract, you can then lift rim out of shoe. After putting in new tube, set rim in centre, and expand the turn buckle. This will put rim back in place and lock it. See that the plates rest flat on rim and not on cap head or any raised portion of rim.

Prices, etc., will be mailed on request.

TWO NEW ACCESSORIES

The Line Hansen & Kimball Co., Moose Jaw, Sask., have put two new lines of automobile accessories on the market, these being, like their other line—the sub radius-rod—designed for the rough roads of Western Canada. One of the new lines is a rear axle truss, which is designed to prevent rear axle housing from sagging or being thrown out of line, and reinforces the axle, it is claimed, in a manner that gives it almost unbreakable strength. Automobile owners in Western Canada, it is said, are often put to considerable expense by having to buy new housings, gears, etc., and spend considerable time on labor for putting these into place, because of the housing not having sufficient support on rough roads.

The second of these accessories is a running-board truss, which is intended to stiffen the running board and fenders.



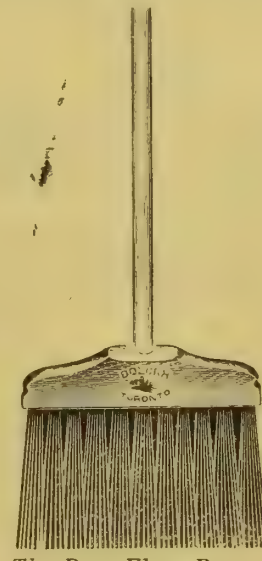
Upper cut—Rear Axle Truss. Lower cut—Running Board Truss. New lines being made by Line, Hansen & Kimball Co., Moose Jaw, Sask.

The claim made by the manufacturers is that it prevents fenders from splitting at the corners, and avoids rattling. It is built of channel steel, in one piece. The makers claim that both these accessories can be put into place in a few minutes, without extra bolts or machine work. Complete details and prices will be supplied on request.

NEW FLOOR BROOM

The Bass carpet, or floor brooms, shown in the accompanying illustration, which is made in two grades, viz., medium and stiff, is a new line being placed on the market by the Boeckh Bros. Co., Ltd., Toronto, to take the place of the corn carpet broom, which is now so very high in price, due to the scarcity of broom corn. This line, it is said, has

been thoroughly tested and has been found superior to the ordinary corn carpet broom, and besides will give much



The Bass Floor Broom.

longer and more satisfactory service.

Dealers who are interested in same, can secure full particulars and price from the above firm.

OPENING DEMAND FOR FISHING TACKLE

(Continued from page 46.)

One of the most widely known companies manufacturing fishing tackle in Canada, reports that business during last season was the best the company had since the war started, indicating that the country, becoming adjusted to the new conditions, is anxious for the return of old established sports regardless of the war.

While there is no indication of any tendency to neglect war time duties for sport, the latter, despite conditions, is again increasing in popularity and offers a wide field for the aggressive retail merchant who stocks such lines.

EVENTS IN THE TRADE

NEW FIRMS

Medicine Hat, Alta.—Hewitt & Black, Ltd., of this city have opened a branch store at Manyberries, Alta.

OBITUARY

Winnipeg, Man.—Two members of Beatty Bros. Ltd., staff are mentioned in recent casualty lists, John Johnson, killed in action, and Roy Newberry, wounded.

Estevan, Sask.—Ross McKinnon, Estevan, Sask., was reported last week as having been killed in action. He was well known in Estevan, having been employed for some time by the Perry Hardware Co.

OPEN AT LETHBRIDGE

Lethbridge, Alta.—As a result of the growth of the automobile business in Southern Alberta. The Canadian Consolidated Rubber Co. has decided to open up a wholesale distributing agency in Lethbridge, Alta. R. E. Jamieson, general manager of the company, was in the city last week. Mr. Parks, the company's senior traveller in this district has been appointed as manager of the branch.

BUSINESS CHANGES

Hazenmore, Sask.—P. D. Sweeney, hardware, has sold out.

La Fleche, Sask.—F. X. Brunelle has sold his hardware business.

Franklin, Man.—Franklin Hardware Co., is negotiating sale of business.

Batrum, Sask.—Kearns and Gimby, have been succeeded by Kearns & Co.

Exeter, Ont.—Thos. Hawkins & Son, have been succeeded by Geo. A. Hawkins.

Viking, Alta.—Hennessy and Kelly, hardware are succeeded by L. Kelly.

Winnipeg, Man.—Fort Rouge Hardware Co., has applied to change name to Adanac Mfg. Co., Ltd.

PERSONAL

James Isbister, of the Peck, Stow, and Wilcox Co., Southington, U.S.A., was a business visitor to Montreal this week.

Mr. Miller of the Haenckel Co., Fremont, Ohio, U.S.A., was a visitor to Montreal hardware trade circles this week.

G. C. Seybold, General Manager of the Cochrane Hardware Co., Sudbury, Ontario was in Montreal during the past week on a business trip.

Frank O'Grady, northern representative for the McClary Manufacturing Company with headquarters at Sudbury, was in Toronto during the week. Mr. O'Grady says he made the trip in order

to get away from using snowshoes so much, as snow seems to cling to the north very tenaciously.

St. John N.B. NEWS

Wounded Soldiers Return From Front—Plumbers Are Still on Strike

Tudor Mowery, formerly with James McDade, St. John, has been admitted to a French hospital suffering from shell shock.

R. Layton Colbourne, formerly bookkeeper for the Josiah Fowler Co., Ltd., axe manufacturers, St. John, has returned from the front with a shattered ankle..

Journeymen plumbers, who went on strike in St. John, on April 23, on the refusal of their demand for an increase from \$3 to \$4 a day, are still out, with no apparent prospect of settlement.

St. John, N.B.—After two years service at the front, Major C. I. Dunfield, formerly accountant with T. McAvity & Sons, Ltd., St. John, has returned on furlough as a convalescent. He will be placed on light duty in Canada until able to return to the front.

Tenders are to be called immediately for a new power house and laundry for the St. John general public hospital. The equipment to be installed will include a new heating and lighting plant for the entire hospital. The sum of \$46,000 has been appropriated for the purpose, so far.

INDUSTRIAL NOTES

Perth, Ont.—Thomas B. Caldwell has purchased the Facer Car Wheel Co.'s plant here.

Vancouver, B.C. — The Vancouver Forge Co. plans extensions to its plant, including the construction of new machine shop.

Toronto, Ont.—The Toronto Lock Mfg. Co. have been granted a building permit for an addition to their machine shop on Patterson Place, to cost \$2,000.

Montreal, Que.—The American Can Co., New York, will erect a can factory at Maisonneuve, and will call for tenders at an early date. N. M. Loney is engineer.

New Toronto, Ont. — The Dupont Fabrikoid Co., manufacturers of leather goods, etc., will complete its new plant and be ready for operation in about a month.

Dunsmuir, B.C.—The Canadian Colliers, Ltd., has commenced the construction of 120 coke ovens, and is considering 30 coke ovens for the Ladysmith smelter which is preparing to start operations.

Toronto, Ont.—The Bawden Machine Co., recently incorporated a subsidiary company called the Bawden Pump Co.,

for the manufacture of centrifugal and steam pumps for waterworks, sewage, filtration and industrial purposes. They will also make valves and hydrants. The Bawden Machine Co. have been manufacturing steam pumps for some years, but have decided to develop the scope of their business.

KITCHENER MERCHANTS BANQUET T. H. RIEDER

It was fitting that the newly organized Kitchener Manufacturers' Association should have held its first banquet in honor of T. H. Rieder, a man who for years has been working along lines which are to be followed by the new, but vigorous organization—working in short for the advancement of this remarkably virile city.

T. H. Rieder, as many of our readers will know, has recently been appointed to the Presidency of the Canadian Consolidated Rubber Company, a \$20,000,000.00 corporation, attaining this position while still on the sunny side of 40. It has been said that a prophet is not without honor save in his own country. Then Mr. Rieder can not be a prophet, but merely a remarkable business man, for last Saturday night his fellow manufacturers of Kitchener, and many other citizens, did him unusual honor. Over 200 were present at the banquet, and all the speakers called upon by the Chairman, S. Williams, paid their tribute to Mr. Rieder, not only as a business man, but as a citizen. Finally Mr. Williams presented Mr. Rieder with a huge key, "not," as he said, "the key to the city. Not the key to success, that Mr. Rieder had already found, but the key to hearts of all members of the K.M.A."

Mr. Rieder seemed to forget for the time all about the Rubber Company and himself and spoke of Kitchener, to date his home city. There was need, he pointed out, for preparation for after the war conditions, and the best preparation, he believed would be for the community to invest heavily in its educational institutions. This would assist the Empire in the great commercial and industrial struggle which is to come. "I feel," he stated "that the time is coming when industries will not go to a place because of bonuses, tax exemptions etc. If you have the educational advantages, industries will seek you. If you properly educate your young people, industries will spring up from within, which is better than having them come in from outside."

Splendid addresses were also given by Rev. C. A. Sykes, E. C. Kabel, Jas. Acton and R. W. Ashcroft of New York, while the singing, under the leadership of H. Nyberg was a feature of the evening.

HARDWARE LETTER BOX

Sand Blast Shot

Three Rivers Industrial Co., Ltd.—
Please advise where we can purchase
sand blast shot.

Ritchey Supply Co., Toronto; Williams
& Wilson, Montreal.—Ed.

Flower Stands

H. A. West, Annapolis Royal, N.S.—
Please furnish address of a firm making
cast iron flower stands.

Jas. Smart Mfg. Co., Brockville, Ont.;
Dennis Wire & Iron Co., London, Ont.,
Canadian Ornamental Iron Works, Ltd.,
Toronto; Canada Wire & Iron Goods
Co., Hamilton, Ont., Montreal Architectural
Iron Works Quebec, Que.; Mount
Royal Foundry Co., Montreal, Que.;
John Watson & Son, Montreal, Que.—Ed.

BIG INCREASE IN DOMINION TRADE

Canada's total trade during the fiscal
year ended March 31 last, exceeded that
of the previous financial year by over
eight hundred million dollars. Hon. J. D.
Reid, Minister of Customs, has announced
that the trade for the year recently
terminated amounted to \$2,249,170,171,
of which \$225,000,000 was in coin and
bullion, as compared with \$1,424,916,665,
of which \$140,000,000 was in coin and
bullion in 1915-16.

The exports for the year 1916-17
aggregated \$1,151,375,768, as against
\$741,610,653 in the previous twelve
months. Indeed, the great growth of
trade was largely due to the expansion
in exports of manufactured and agricul-
tural products.

The exports of domestic manufactures
increased from \$242,034,998 in the fiscal
year of 1915-16 to \$477,399,676 in 1916-
17; agricultural products increased from
\$249,661,194 to \$373,413,701; export of
animals and their produce from \$102,-
882,276 to \$127,795,468; products of the
mines from \$66,589,861 to \$85,616,907.

Imports grew from \$507,783,361 in
1915-16 to \$845,330,903. Of the imports
the dutiable goods accounted for \$461,-
708,206 and free goods for \$383,622,697.
The Customs revenue was \$147,623,230
in 1916-17, as compared with \$103,929,-
126 in the previous fiscal year.

DOMINION BRIDGE GETS STRUC- TURAL STEEL CONTRACT

The Department of Railways and
Canals of the Canadian Government has
placed a contract with the Dominion
Bridge Co. of Montreal for 2,500 tons of
structural steel for two piers and pier
heads to be constructed in the harbor of
Halifax, N.S. The steel will be furnished
by the Bethlehem Steel Co. Bids have
also been asked for 3,000 tons of struc-
tural steel for pier sheds at Quebec, but

no award has meantime been announced.

Recent bids on the construction of the
second unit of the Eaton department
store at Toronto, requiring 12,000 tons
of steel, were so high that it was decided
to postpone the placing of the contract

at this time. It will be recalled that
the contract for the first unit was placed
in February with the Dominion Bridge
Co., and that the steel was ordered from
the Bethlehem Steel Co., at a price, it
is said, \$100 per ton f.o.b., Toronto.

Freight and Passenger Rates Will Probably Increase

Canadian Railways Petition for Increase of 15 Per Cent.—
Claim This Increase Will Not Cover Increased Cost
of Coal—Statement of Increased Items of Cost.

IN a leading article appearing in the
Financial Post of last week, it speaks
of the application of the Canadian
railways for an increase in freight and
passenger rates, as the natural climax to
developments that have been taking
place in Canada and throughout the
world as a result of war conditions.

The 15 per cent. increase that is being
urged is being asked for under the auth-
ority given by the War Measures Act,
so that there may be no undue delay in
obtaining the new rates should it be de-
cided to accede to the request of the rail-
way companies.

The railway companies complained, and
in their appeal have put up a very strong
case, proving that the added 15 per cent.
will only cover a part of their increased
costs. The Canadian railways, it is un-
derstood, will produce proof that the in-
crease asked for will not cover the actual
increased cost of coal for the year 1917,
which is based on the figures of actual
contracts entered into by the railways
for the ensuing year.

Mounting Costs of Railroads

The accompanying is a vivid illustra-
tion of the case presented by the rail-
way companies, the actual percentages
of increases over the running costs of
the year prior to the war is noted under
each date:—

	% over 1915	% over 1914
Coal	82½	82½
*Locomotives	22	48½
Box cars	25	80
Joints	100	100
Bolts	27	82
Spikes	18	64
Steel plates	112	303
Steel springs	40	184
Steel, iron and bars.....	45	140
Castings, brass	8½	67
Castings, grey iron	75	50
Castings, steel	77	102
Castings, malleable	80	180
Tire steel	130	150

*Locomotives in 1917 100% higher than in
1913 before the war.

Claim Increase Asked Will Not Cover Increase on Coal

With an advance in coal alone of 82½
per cent. for the one year, it is evident
that even with the increased earnings of
the different companies that they are
face to face with a very trying situa-
tion, and it is more than likely that their
petition will be granted. It is pointed

out by the Post that these increases
total very high figures. Take as an ex-
ample the Grand Trunk Railway, these
excess charges over the charges of last
year will reach \$10,000,000, half of this
amount being in the item of coal. An-
other large item is the increased cost of
labor, an increase already agreed upon,
which for this road will reach over \$1,-
500,000.

Some of the arguments of the petition
are noted herewith:—

"The applicants claim that under the
present revenues and rates applicable to
their enterprises, it is impossible to ade-
quately sustain their service, to make
needed betterments, or to meet the enor-
mous decrease in net operating income
attributable to the very substantial in-
creased cost of fuel coal, materials, sup-
plies, equipment of all kinds, and wages
entering into the maintenance and oper-
ation of their railways.

"Since the rates of the railway com-
panies are absolutely fixed under the
Railway Act, the applicants are power-
less to increase their revenues, to equal-
ize or even to approach the equalization
of this increased cost in fuel coal and
other commodities, and they are faced
with a probable deficit in net operating
income unless immediate relief is grant-
ed.

"Substantial increases in both freight
and passenger rates are therefore im-
peratively necessary, and the emergency
requires that the relief granted should
be made in the most expeditious manner
and with the least possible delay.

"If advances in rates be proposed and
filed with the Board in compliance with
its present rules governing the publica-
tion of tariffs a long delay must neces-
sarily ensue before such tariff publica-
tion can be prepared and made effective,
and for these reasons it is deemed ex-
pedient that any advance permitted
should be made by virtue of the War
Measures Act and that the Board upon
the passage of any Order-in-Council as
may be recommended by the Board
should permit the publication of flat
percentage advances to existing tariffs
by supplementary tariffs filed with the
Board, and that such supplementary
tariffs should be published and made
effective at the earliest possible mo-
ment."

THE JUNIOR CLERK'S PAGE

HOW I TACKLED MY THREE BIGGEST PROBLEMS

By JOHN NORTH WILLYS, President, The Willys-Overland Company

Reprinted from *System*, the Magazine of Business.

DID you ever succeed in getting together a fine bunch of orders? And then find that the corporation for whom you were selling was about to go to the wall—leaving you, your orders, and your commissions adrift on the commercial sea?

Such was the exact situation which I faced in the panic year of 1907. I had gathered a splendid lot of orders for automobiles, but the factory which had undertaken to make the automobiles had hoisted the white flag and was about to centre its activities in the bankruptcy court. I saw the profits which I had expected—which I had almost reinvested—fading into thin air. But I was never good at fading; I made the instant decision that if the owners of the factory could not pull it out of the mire, I would. That factory was going to fill my orders before it died.

Within the course of a few weeks I found myself a manufacturer; I shall some day tell the whole story of the financing of those few weeks—of the money borrowed, and how it was borrowed to hold off creditors, of the shifts and schemes that I had to plan and execute here, there, and everywhere. Most days it was the toss of a penny whether we would go on or quit. But we went on.

Red Figures and Black on the First Balance Sheet

I was a manufacturer; I was president, treasurer, general manager—everything from the Lord High Executioner down. As assets I had a sheaf of orders, health, energy, enthusiasm, and a factory which was notable chiefly for the things that it lacked. On the other side of the sheet I had an uncommonly large list of firm creditors and the stigma of near failure. I had no personal debts, and I did have considerable personal credit. Neither the new firm nor myself had much if any cash.

Can you imagine a finer setting in which to stage experience? The setting was almost too perfect.

The only way that we could do business was to make the interval between the receipt of the raw material or parts

and the outgoing of the finished product as short as possible. Our working capital was in the motor cars in process.

"Working capital" is rather a dignified term for our few dollars, but, whatever it was, it was certainly working. When a finished machine left the factory we needed the cash at once—sometimes we needed the cash long before the machine left but, being without bank credit, the only way to get cash was on the machines as fast as they went out of our doors.

I had orders in plenty for motor cars—I could always get orders beyond the capacity of the plant; but, working on a sort of penny-in-the-slot basis, we had to get out cars to drop in that slot. Otherwise the orders were only interesting evidences of sales ability.

It was in this situation that I evolved the maxim: "Profits are in goods delivered—not in orders." No manufac-

turer ever made a profit on his orders; he might as well go out of business as to have a vast pile of orders without corresponding deliveries.

It is a perfectly simple proposition, but how many manufacturers are really running "order museums" instead of factories? Every day that you delay in the filling of an order, unless your plant is already running to capacity, is making that order less valuable to you; your overhead is running along just as merrily as though the order had been changed into a bill of goods. That overhead is eating into your profits.

The point impressed itself on me when I discovered that we were being held up by the lack of certain malleable iron parts. We had been using malleable iron because it was cheap and durable—in fact, not only the best, but also the cheapest, material that we could find. But there was a delay of from three to four weeks in the receipt of the parts; they came in from one shop and then had to go out to be machined at another—they travelled around quite a bit before they were finally ready for use.

We had anything but a self-contained factory; we were little more than an assembling room. The building of the cars was always being halted; we could have deliveries in time on everything but these iron parts. I had a quantity of



With a shoestring and a lot of hard work this man — John North Willys — built a \$68,000,000 concern in nine years. His experience taught him three lessons which he believes are of fundamental importance to any concern that wants to grow. He tells about them in the accompanying article.

ready money orders to fill—and how we did need that money!

I called my heads together and suggested that we make the parts out of manganese bronze.

"Can you get quick deliveries on manganese bronze?" I asked.

"Yes, but we are going to knock out our profits if we do; the bronze will make just as good an axle—maybe a little better. But you can't put that kind of material into the cars and still make a profit." This was from the man who kept his eye on the cost sheets.

Manganese bronze was then selling at thirty cents a pound, while the iron came to us at about three or three and one-half cents. The difference in cost was about four dollars an axle.

"I will worry about the profits; you get the parts and get them here as fast as you can. Freight is too slow; use express. We must get out these cars," was my final order—I wanted finished cars.

All the practical men kicked; expressage meant about two and one-half dollars more added to the fancy price of the bronze, and they could not see where we were going to "get off." But I saw that the overhead expense while we were waiting for the iron was the important cost to avoid.

The bronze was high and the credit short; in addition, we had an express bill of fifty or sixty dollars a day to meet, and that was a big sum to be forced to dig up in ready cash while the express man stood guard. But we sent out the finished cars!

But what was the result? We turned out 465 cars that year and 4,000 cars the following year; these cars pulled us out of the financial woods and left a splendid profit. The previous high record in the six years of business of that factory had been 47 cars! They had been looking only at the near costs—they hesitated to spend money in order to make money.

The motto which I adopted through force of circumstances is simple—it is self-evident when you look at it in cold type, but many people become so mixed in their immediate costs that they lose sight of the main object of manufacturing—to turn raw material into a cash bringing commodity. Often when you are debating a small added cost, the overhead will have ticked along past the difference you were discussing. I do not mean to depreciate the importance of warily watching little sums, but I do say that, when delay means money, you must take a broad view of the expenditure of the moment.

These finished cars were our only means of financing the making of more cars. I could not wheedle a penny of credit from the bank; I put my case before the bank officers—I laid all my cards on the table. I told them what I was doing and could do. But talk as I would I could not establish my credit.

The automobile industry in those days was looked upon as a sort of mushroom growth and bankers expected it to pass as the bicycle craze had passed. I knew what was ahead, but others—and especially the others who had the money—

would not see my vision. I was leading a day-to-day, hand-to-mouth existence as a manufacturer, but only because I knew that I could win out if I kept going.

The bank believed in me—but they did not believe in my line. I never told the officers an untruth about the condition of the business; they knew my orders, my costs and my balance sheet. They were impressed by my frankness and caught by my enthusiasm, but they would not discount my company's notes. They compromised on discounting drafts with a bill of lading attached. They wanted something tangible.

I cannot say that this method of financing is a satisfactory one; it is too wearing on the nerves. To-day one cannot realize how great a victory I had won over the bank in causing them to relax even that far.

I made them discount these drafts by always being frank with them and always keeping every promise that I made to them. If I thought that I could not do something they wanted me to do, I did not make the promise and then trust to luck. I told them what I could do, and what I could not do, and when they wanted something beyond me I not only refused, but told them why I refused. That is, we got on a mutual basis of confidence. Which brings me to the second lesson.

Tell only the truth to your banker and make him believe in you. Bluffs to your banker mean ruin. And as a corollary, deal only with a bank whose officers appreciate the truth when they hear it; some bankers regard every statement, oral or written, as untrue until it is proved true.

Let me say in passing that, once I had this banking concession, I played it for all that it was worth. No sooner had a freight agent a bill of lading than the document was on its way to become bank collateral. I made some incredibly fast trips between the railroad station and the banking house.

Dealing frankly with a bank does not mean that you are to let them manage your business. The banking relation is purely one of purchase and sale; it differs from the ordinary sale only in the fact that you are dealing in money instead of goods representing money.

The mere fact that you offer yourself as collateral does not change the situation; if you do not regard yourself as the best collateral in the world, you have not enough confidence in yourself to warrant borrowing money. But banks do not always realize the true situation—or rather they did not; now banking competition is becoming so keen that few institutions can afford to maintain the old self-sufficient attitude. My bank was a business bank and the officers understood business men, but even then they would shut off on my drafts now and again. Automobile building was just getting out of the fly-by-night stage.

Perhaps You Have Been in the Same Position, Too

I remember vividly one instance when the bank answered no to a draft secured

by an extra large consignment of cars. Whenever the consignees were slow in taking up their paper, the bank ran up a danger signal, which read: "Drafts for collection only."

I needed the money badly; the buyer was my best-rated customer—he was also a friend. I set forth all these facts to the cashier with considerable eloquence—one can be eloquent when he needs money. But the "no" was final.

While extending myself in the argument to prove that the bank should cash the drafts, I had also been thinking what I would do if I could not get the cash. When I found a discount impossible, I reluctantly put the drafts in "for collection" and tried to look satisfied. But once out of that bank I hit for the first telegraph office and wired my friend to take up the drafts immediately upon presentation. I told him that I needed the money quickly. He took up the drafts at once; the amount was credited to my account and I was able to get by.

I may say that there were several surprised bank officers when that draft was paid so promptly, but I had told them that the drafts would be paid on presentation. What I did over the wire was only a demonstration that I had been right in asking for the discount and they had been wrong in refusing. I had less trouble with my drafts after that incident.

All these things took place not merely through the first three years of business, but almost during the first three months. I had fully taken over the plant in January of 1908, and I told the bank that on the 15th of August the place would be clear of debt.

They did not laugh at me—I was far too earnest for that—but, with the exception of one man, they were somewhat more than skeptical. They were afraid not to believe me, for I had made them sit up; at the same time they were afraid to believe me because the task seemed impossible.

On August 15th I had all the debts paid! My inventory showed a net worth of \$58,000—and I know that inventory was correct: I took it myself.

The result of that inventory gave me the happiest moment of my life; with my financial head above water, I could see clearly the success that was ahead.

That inventory was the start toward big business. The next year, on this capital of \$58,000, we made and sold 4,065 cars and cleared a profit of more than a million dollars.

Otto H. Kahn not long since asked me what I had considered the biggest thing that I had ever done, and I answered unhesitatingly, "Make a million dollars on a capital of fifty thousand dollars."

It was a big thing—and it was done by keeping moving.

I have said that I knew nothing of manufacturing when I took over the factory. I had been a selling agent, and I had managed my hours on the selling plan; in New York I had been accustomed to reach my office about half-past nine in the morning, because an agent can do

(Continued on page 61.)

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Still further important price changes have to be recorded on hardware lines this week. The firmness in linseed oil and pig lead has been reflected in white lead in oil which has advanced 75c per 100 lbs. British Manila, and New Zealand hemp rope have advanced 2c lb. Black and corrugated galvanized sheets have advanced further in price. Other important changes include advances in the prices of soil pipe and fittings, bath tubs, sinks and locks, whisks, eavetrough and conductor pipe and elbows, sulphur, range boilers, screen door hinges, iron rivets and burrs, cabinet Epsom salts. Gasoline storage tanks have advanced 20%. The demand for iron and steel continues as insistent as ever, and further advances in the prices of some lines are a certainty. Canadian pig-iron prices are still withdrawn. There is an active demand for ingot metals. Retail trade in spring hardware and paint lines has been somewhat hampered by the recent dull and cool weather.

MONTREAL MARKETS

MONTREAL, May 3.—While the principal price changes noted in Montreal during the week following last issue are widely dispersed among the heavies, the shelf goods and metals, the general tendencies noted are all towards advances forthcoming in many articles of interest to the hardware trade. Predictions have been heard on the markets that poultry wire netting, wire gauze goods, wire nails, bolts, and similar iron and steel manufactured goods may advance. Rivets are already up. Iron pipe is said to be in for further advances. The strength of the iron and steel market is re-doubled apparently this week. Ingot metals are higher, and amongst shelf goods of importance now advanced are all lines of hammers. Step ladders are up a little, and chaudrons, which point iron tendencies, have also advanced this week. As predicted in **HARDWARE AND METAL**, rope has again advanced.

Hammers Have Made Important Advance

Montreal.
SHELF GOODS, ETC.—The week has been marked by numerous changes in shelf goods prices, and the tendency towards further advances is very marked. The former practice of the trade in advising changes beforehand is giving place to the simple process of quoting the latest price on receipt of orders, and the frequent changes in prices make all classes of customers wary now in all matters of re-sale interest. The trend of markets is still to further advances in many lines, especially in iron and steel lines.

Cabinet Locks Up

Cabinet locks are amongst the latest goods to be affected by the advancing

trend. The amount of the advance was not calculated out by wholesalers noting it, but an appreciable probably 10 per cent. difference may be expected.

Rogers Cutlery Advanced

Another line which has advanced, but on which close calculation had not yet been made, is Rogers cutlery and similar goods. Several advances have been made in this line of late.

Hammers Advance

One of the most important advances is that of hammers. A. & E. nail hammers are up about 15 per cent., and all lines of hammers are advanced fully 10 per cent. Both heavy and light hammers are included.

Chaudrons Higher

The iron and steel market has a habit of showing its strengthening tendencies in the matter of chaudrons, and these, which have had many advances of late in the Montreal field, are again up in price. Plain chaudrons are now at \$6.50 per 100 lbs., and flanged at \$6.75. These are the lowest prices heard of on the market. Other firms quoted 7½c a pound for chaudrons. In both cases an advance is recorded.

Iron Rivets and Burrs

There has been an advance in iron rivets and burrs, which are now quoted 22½ per cent. off instead of the previous 27½ per cent. off.

Various Steel Goods

The Canada Steel Goods Co. has notified the trade of certain minor changes in a multifarious list of their lines, comprising butts, hinges, light and heavy strap, trolley hangers, and trolley track and other articles. The main and most important matter of butts and hinges is practically unaltered so far, but advances would not be at all unlikely in

these lines. Some butts are 5 per cent advanced.

Higher Prices For Wire Netting Possible

Montreal.

NAILS, WIRE, ETC.—Standard steel wire nails are still at \$5.25 per 100 lbs. base price, and the rumored higher price for these is still in the future. But the ominous firmness in the market for iron and steel generally makes the nail market more than ever precarious as regards permanence of present prices. Some firmer notes have been struck in wire, which had not been noted in Montreal last week, hay wire (annealed), No. 13, being \$5.70; No. 14, \$5.75, and No. 15, \$5.85, with straight car load lots 5c per lb. less. Plain wire is at \$6 per 100 lbs. base. There is a market anticipation of very much higher prices on poultry wire netting, and wire mesh or gauze materials of all kinds.

Iron Pipe Said To Be In For Advance

Montreal.

IRON PIPE.—Owing to the phenomenally overworked condition of the iron and steel manufacturing industry, a strong warning note is heard on the markets of Montreal to the effect that iron pipe is in for further and perhaps substantial advances. At the time of writing no new prices had been advised, but indications are towards greater difficulty of obtaining many sizes of iron pipe, and certainly towards further firmness of market generally.

Iron And Steel Trade Overloaded

Montreal.

IRON AND STEEL.—Continuous and long continued firmness is the outlook for iron and steel. While there have been no noticeable changes in price in Montreal this week, the accounts of production in the United States mills are anything but conducive to the idea of lower prices even in the fall. The United States Government is in the market for immense quantities of material. The mills are bound to give preference to Government orders, and the result is that the commercial world which is calling for much constructive iron and steel, is going to suffer both in the States and in Canada. Already buildings are being held up for want of constructive steel. Even shipbuilding—that most urgently important industry—may lack supplies. Pig iron is still quoted around \$50 per ton in Montreal, but Buffalo has advanced the price by a couple of dollars and the outlook is for more firmness on this side.

Common bar iron, per 100 lbs.....	\$ 4.00
Refined iron, per 100 lbs.....	4.25
Horseshoe iron, per 100 lbs.....	4.05
Norway iron.....	11.00
Mild steel.....	4.70
Band steel.....	4.70
Sleigh shoe steel.....	4.70
Tire steel.....	4.90
Toe calk steel, per 100 lbs.....	5.60
Mining tool steel, per lb.....	0.13½
Black Diamond tool steel, per lb.....	0 16
Spring steel.....	6.25
Single reeled machinery steel.....	6.25
Iron finish machinery steel.....	4.75
Harrow tooth steel.....	4.85
Black Diamond cast steel, lb.....	0.16

Zinc Sheets In Considerable Demand

Montreal.

SHEET ZINC.—This product has shown rather an easier tendency in the markets, and is in very strong demand. The easier note may not last long, as the market for spelter is firming up, and it should also be noted that there is a heavier demand for zinc sheets at present than can be readily supplied. The market for these sheets has not altered noticeably for some time, and the first noticeable trend is in the easier direction. To find a reaction towards greater firmness would not be an unusual market phenomenon, and though so far this is not indicated, zinc sheets are worth watching by all interested.

Lead Products Still Steady, But Firming

Montreal.

LEAD PRODUCTS.—The market for lead in the ingot grows stronger, but meantime no alterations have taken place in lead pipe, or lead sheets, etc. As regards solders, however, one large firm of wholesalers had advanced solder, so that Commercial was selling at 34½c a pound, and pure at 37c a pound, both grades 1c less per pound in 50-lb. boxes. The matter of solders involves a large variety of qualities and prices, so that this merely serves to indicate a firming tendency in these lines, which may be more marked as the ingot metals advance if they continue to do so. Zinc sheets show some inclination to easier market, but as spelter is again firming, this may not be a very permanent trend.

Lead pipe, lb.....	\$ 0 16	....
Lead waste pipe, lb.....	0 17	....
Lead traps and bends.....	10% on list	....
Lead wool, lb.....	0 15	....
Lead sheets, 3½ lbs. sq. ft.....	0 15¾	....
Lead sheets, 4 to 6 lbs. sq. ft.....	0 15¼	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.....		....
Solder, guaranteed, lb.....	0 34	....
Solder, strictly, lb.....	0 32¼	0 38
Solder, commercial, lb.....	0 31¾	0 35
Solder, wiping, lb.....	0 31½	0 32
Solder, wire, lb.....	0 35	....
Zinc sheets, per lb.....	0 23	....

Advances Likely In Sheets and Plates

Montreal.

SHEETS, PLATES, ETC.—There is a tone of renewed firmness in the market for sheets and plates, and, although the prices quoted last week for plates and black sheets are still available in Montreal, the outlook is for advances. Certainly after present stocks have diminished further and replacements are being made at present mill prices, and prices

prevailing for some time back at the mills, there will be unavoidable advances. Fairly large supplies of some plates have been helping keep the market tone less strong than manufacturing conditions justified of late, though the great shortages in other lines of plates have pointed to the actual condition of affairs. An advance of a dollar a hundred pounds on galvanized sheets is recorded this week, "Colborne Crown," "Apollo" and "Queen's Head" being thus advanced by some large wholesalers.

	Per 100 lbs.
No. 10 gauge, base.....	\$7.00 \$7.25
No. 28 gauge, base.....	7.50 7.75
¼-inch (boiler plates).....	6.50 6.50
Differentials for other gauges: No. 12 gauge 10c higher than No. 10; No. 14 gauge 20c less than No. 10; No. 16 gauge 10c less than No. 10; Nos. 22-24 gauges same as No. 10; No. 26 gauge is 10c less than No. 28.	

Rope Prices Have Again Advanced

Montreal.

ROPES AND CORDAGE.—As predicted in **HARDWARE AND METAL** last week, another advance in rope has taken place. The advance took place on Wednesday, May 2nd, and makes British Manila now 27½c base, and pure Manila 33½c base, an advance of 2c a pound.

WROUGHT PIPE UP \$10

While **HARDWARE AND METAL** is about to go on the press, word was received that an advance of \$10 per ton has taken place in all wrought iron pipe, with the exception of genuine wrought iron pipe. This advance is in accordance with intimations given in these columns in recent issues. The increase amounts to five points. Included in the lines in which there are advances are standard butt weld and lap weld S/C, extra strong butt weld and lap weld pipe P.E., XX strong butt weld and lap weld pipe P.E.

New Zealand hemp is the same as British Manila, 27½c base, but sisal remains at 24½c base, as previously quoted. The market for sisal is, however, quite strong, and there may be advances in this line also before long. All rope is in very firm market now, with good demand. Cotton twines and lines are likely to advance again at any time. Binder twine prices having been announced as in Toronto market reports last week, some large rope manufacturers are not proposing to enter the market with this class of goods at the prices started by United States makers. That binder twine may yet cost more is an opinion heard, but this will not greatly affect demand at this stage.

Some Chance That Stoves May Be Scarce

Montreal.

STOVES, RANGES, ETC.—It is the opinion of men well experienced in the business of stove, range, and heater manufacture that, though the market as far as stove prices goes is already at very high levels, and though the cost of

the raw materials fully justifies the condition, it has not yet been widely realized that there is quite a difficulty in production at present. To secure requirements in the stove and range line for the fall is the advice being given by the manufacturers now, because they are aware of some risk of reduced supplies when the need for supplies comes sharply to attention owing to winter's advance. The situation is worth attention by all hardwaremen interested, as there never has been quite such a firm condition of the iron market as that existing at present, owing to U. S. Government demands.

Gasoline And Coal Oil Steadily Firm

Montreal.

GASOLINE AND COAL OIL.—At the time of writing there was no alteration in the quotations for gasoline and coal oil as given in this section of the market reports last week. Gasoline was still quoted at 32½c per Imperial gallon, Royalite coal oil at 17c, and Palacine at 20c to the retail trade. There had been no further indications of an advancing market, though the crude oil situation keeps very firm, and advances are not out of the range of probability. Good business demand for gasoline is reported.

Market For The Old Metals Is Firmer

Montreal.

OLD METALS, ETC.—There is a slightly firmer tone to the market for old metals, and also for old rubber materials this week. Tea lead has advanced ½c, and heavy lead pipe has advanced about ¾c since last report. Red brass is up ½c in value, and an important increase in the value of old stove plate is noted, this material being up fully a couple of dollars a ton to \$16. From a ¼c to 1c is the extent of the advance in old rubber materials, shoes, gum-boots, and tires of various kinds, the principal advance being 1c on old rubber shoes, overshoes, etc. The firmness in this market may continue.

Tea lead.....	\$ 0.07½	....
Heavy lead pipe.....	0.09	....
Yellow brass.....	0.15	0.15¼
Red brass.....	0.20	....
Light brass.....	0.09	....
Heavy zinc.....	0.09	....
Heavy copper.....	0.24½	....
Old cast iron, per gross ton.....	22.00	....
Stove plate, per ton.....	16.00	17.00
Old rubber, boots and shoes.....	0.08½	....
Overshoes, lumbermen's rubber boots.....	0.08½	....
Auto tires.....	0.05½	....
Bicycle tires.....	0.03	....

Tin Still Leads Metal Activity

Montreal.

INGOT METALS.—Tin is still the leader in market interest in the field of the ingot metals, but lead, copper, and even spelter are all more active this week, and the outlook is more to firmness than in previous weeks.

Tin Quite Strong

TIN.—Strength characterizes the tin market. Quotations range from \$59 for large orders to as high as \$62 and \$62.50

for orders such as the retail hardware trade usually places. Supplies of tin in Montreal are not over plentiful.

Lead Also Stronger

LEAD.—On the date of writing, telegraphic information was received in Montreal that the Trust had advanced lead by ½c a pound in New York. Greater firmness is in sight. About \$13 is quoted for large orders: \$13.75-\$14 for smaller orders.

Copper Takes a Turn Up

COPPER.—After a quiet period of almost dullness, due to the factor of the U. S. Government buying at a certain proffered price from the holders in the States, copper has come back to greater strength, and the news that the U. S. Government is to purchase future supplies at 10c higher per pound than the first transaction quoted means more firmness. This altered the tone of the

market, and copper now quotes at \$35 to \$36. Large orders might secure slightly lower figures at time of writing.

Spelter Also Stronger

SPELTER.—In sympathy with copper, spelter has come into rather stronger market, and is quoting now \$13 to \$14, with some shortage of supply locally.

Antimony Little Changed

ANTIMONY.—Varied market prices for various qualities of antimony are found in Montreal, but in the main the quotations \$28 to \$30 would be found representative of the market at date. A little more firmness is noted here.

Aluminum Steady

ALUMINUM.—Steady at around \$70 per 100 pounds, aluminum is not in very active market in Montreal, and demand is only ordinary for this metal at present.

mand locally for gasoline has continued good.

Eavetrough, Conductor Pipe And Elbows Higher

Toronto.

EAVENTROUGH, CONDUCTOR PIPE.—An advance of approximately 7½ per cent. has been recorded in the price of eavetrough, conductor pipe and conductor pipe elbows by the changing of the discounts on these lines. Where formerly the discount was 30 per cent. off list it is now 25 per cent. off list. All commodities into which galvanized steel enters have been in a firm position due to the advance in steel and galvanized sheets.

Whisks Are Higher; Broom Prices Canceled

Toronto.

WHISKS, BROOMS.—An advance of of 25% in the price of whisks has been announced by one of the large Canadian manufacturers and the same concern has announced that their prices on brooms have been canceled. This situation follows the acute condition in the broom corn market, as the corn is quoted in the neighborhood of \$450 per ton. This price is almost prohibitive to Canadian manufacturers by the time the duty and freight are paid. The cancellation of the prices on brooms is good evidence that higher prices can be expected.

Wire And Nails Hold In Firm Position

Toronto.

WIRE NAILS.—There is a continued firmness in the market for all wire products following the advance recorded last week of 25c per hundred pounds on smooth steel wire. Wire nails are also in a strong position although prices remained unchanged during the week. Standard steel wire is quoted at \$5.20 base and cut nails at \$5.05 base.

Black Sheets Go Up 50c Per Hundred

Toronto.

SHEETS, PLATES.—In some quarters there has been an advance of 50c per hundred pounds on black sheets, or \$10 per ton. There is still a range in the market but the new quotation on No. 10 gauge is \$7.50 while on No. 28 gauge the price is \$7.85 per hundred. There has been a corresponding advance on ¼-inch boiler plate which now makes the selling price \$8 per hundred. Demand for black sheets has been good. Following is the range in the market.

	Per 100 lbs.	
10 gauge	\$7 00	\$7 50
12 gauge	7 05	7 60
14 gauge	6 95	7 50
16 gauge	7 00	7 60
18-20 gauge	6 80	7 65
22-24 gauge	6 85	7 70
26 gauge	6 90	7 75
28 gauge	7 00	7 85
29 gauge	7 10	8 00
¼-inch boiler plate	7 50	8 00

Corrugated Sheets Advance About 8%

Toronto.

CORRUGATED SHEETS.—There was

TORONTO MARKETS

TORONTO, May 3.—Price changes have been very numerous during past week, those that have taken place are all in the upward direction. Some of the more notable changes include Manila rope, rivets and burrs, hinges, cabinet locks, eavetrough, conductor pipe and elbows, gasoline storage tanks. Sorting on such spring lines as garden tools has been very heavy. On other lines wholesalers assert that it is a little early yet for sorting orders but there is anticipation that sorting trade will be heavy. Business in all hardware lines is reported most satisfactory by wholesalers.

week in all lines of builders' hardware of Canadian manufacture.

Cabinet Locks Advance 10 Per Cent.

Toronto.

LOCKS.—An advance of 10 per cent. has been put into effect during the week on cabinet locks manufactured by the Eagle Lock Company, Canadian Yale & Towne Company and the Corbin Lock Company. The situation in this market is dominated by the high prices for iron, brass and steel and the additional labor cost.

Gasoline Storage Tanks Up 20 Per Cent.

Toronto.

STORAGE TANKS.—Due to the higher price of steel and to higher labor cost an advance of 20 per cent. has been made effective on the line carried by the Imperial Oil Company. Oil stoves are in very firm position owing to the situation in black steel sheets. An advance in these lines would not come as a surprise to those closely connected with the industry. Oil heaters are in a steady market.

Gasoline And Coal Oil Market Held Steady

Toronto.

GASOLINE, COAL OIL, LUBRICATING OILS.—There was continued firmness in the market for gasoline and coal oil owing to the greater demand for crude oil within the confines of the United States. This is stated to be due partially to a bigger demand for war purposes for the United States. There were no changes in the price of crude oil in any of the fields during the week and the price of the refined products in Canada remained stationary. Gasoline is quoted at 31½c and 32c and benzine at 30½c and 31c. The prices of coal oil, lubricating oils and fuel oils are given in the current quotations. De-

Iron Rivets And Burrs Go Higher

Toronto.

RIVETS, BURRS.—An advance of approximately ten per cent. has been made in the price of iron rivets and burrs, in both black and tinned. Where formerly the discount was 27½ per cent. off list on iron rivets it is now 20 per cent. off list. On iron burrs the discount is the same as that on burrs, namely, 20 per cent. Copper rivets and burrs remain unchanged.

Taylor-Forbes Lines Up

An advance of 7½ per cent. has been made effective in all lines of Taylor-Forbes goods by the changing of the discount, which is now 35 per cent. off new list. An advance in the line of lawn mowers manufactured by this concern was announced in this report last week.

Cast Spring And Screen Door Hinges Up

Toronto.

HINGES.—Higher prices have been made effective on cast spring hinges and loose pin steel screen door hinges, the advance amounting to 10 per cent. On the former class the new price is now \$1.25 per dozen pairs while on the screen door hinges the price is \$1.40 per dozen. This advance follows one announced last

a movement toward higher levels in corrugated sheets during the week, which amounts to approximately 8 per cent. increase on all gauges. While the quotations of last week prevail in some quarters still the No. 28 gauge has been moved to the \$7 basis by at least one concern, which represents an advance of 50c. The prices on the other sizes and for painted sheets had not been arranged at the time of writing, but the increase in the heavier gauges will be in the same ratio as on the No. 28 gauge. Following are the quotations:

	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	\$6.50-\$7.00	\$ 5 50
No. 26 gauge	7 00	6 25
No. 24 gauge	11 00	8 50
No. 22 gauge	13 25	10 50
No. 20 gauge	15 50	13 00
No. 18 gauge	20 00	16 50

Supplies Of Iron And Steel Coming Slow

Toronto.
IRON AND STEEL.—Recent developments in the steel market seem to indicate that prices will continue to advance indefinitely. The fixing of prices on steel products for the American Government has not caused any cessation in the upward movement; in fact the tendency is all the other way now that Government's purchases of steel are becoming more clearly defined. The expectation that the Government will ultimately require considerable tonnages of steel at a time when the mills are in a sold-up condition is giving a fresh impetus to the market and forcing prices up. Generally speaking, the extraordinary high prices on steel products are not curtailing the demand as much as might be expected, due principally to the fact that a large proportion of the tonnage is required, either directly or indirectly, for war purposes.

	Per 100 lbs.
Common bar iron	\$ 4 75
Common bar steel	5 00
Refined iron	5 10
Angles, base	5 25
Horseshoe iron	5 00
Norway iron	8 00
Mild steel	5 00
Tire steel	5 20
Toe calk steel	5 75
Sleigh shoe steel	5 00
Band steel	5 25
Spring steel	6 50
Mining tool steel	16 50
Sheet cast steel	26 00

Boiler Tubes In United States Up

Toronto.
BOILER TUBES.—A further advance of 10 per cent. has been announced in the United States on boiler tubes which with a recent advance of 5 per cent. makes a total advance of 15 per cent. since any price movement upward has taken place in the Canadian market. In the face of this situation boiler tubes in the local market are in a strong position, but local dealers state that the market has not changed as the prices are already high and are apparently somewhere near the point where the demand might be shut off if they were increased.

	Per 100 Feet	
	Cold Drawn	Lapweld
1-inch	\$24 00	\$
1 1/4-inch	30 00	....
1 1/2-inch	32 00	25 00
1 3/4-inch	32 00	25 00

2-inch	35 00	26 00
2 1/4-inch	37 00	....
2 1/2-inch	44 00	33 00
3-inch	47 00	38 00
3 1/4-inch	....	45 00
3 1/2-inch	59 00	48 00
4-inch	74 00	60 00

Zinc Sheets Are Quoted 1c Down

Toronto.
LEAD AND ZINC PRODUCTS.—There was a steadiness in the market for lead and zinc products during the week with the exception of zinc sheets in which there was a decline of 1c per pound. The decline in the latter was due to the easier primary market for the metal. There has been a good demand for lead and zinc products.

Lead pipe, lb.	\$0.16	....
Lead waste pipe, lb.	0.17	....
Lead traps and bends	10% on list	....
Lead wool, lb.	0.16	0.16
Lead sheets, 3 lbs. sq. ft.	0.16	....
Lead sheets, 3 1/2 lbs. sq. ft.	0.16	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.15 1/2	....
Cut sheets, 3/4 lb. extra and cut sheets to size, 1c. extra.	....	....
Solder, guaranteed, lb.	0.35	....
Solder, strictly, lb.	0.32 3/4	....
Solder, commercial, lb.	0.31 3/4	....
Solder, wiping, lb.	0.31 1/2	0.32
Solder, wire, lb.	0.35	....
Zinc sheets, per lb.	0.25	....

Old Brass And Zinc Moved Higher Again

Toronto.
OLD MATERIALS.—There was renewed firmness in the market for old brass and zinc during the week but a weakness in old materials such as rubbers, boots and shoes. Tea lead was also firmer and was quoted 1/2c higher at 7c per pound. Red brass and light brass were both up 1/2c per pound and heavy zinc was quoted 1/4c higher. In the United States there was a disposition to arrange a higher price for copper than 16 3/4c per pound as arranged previously with the Government and this had an effect on the market for old brass and copper.

	Per lb.
Tea lead	\$ 0.07
Heavy lead pipe	0.10
Yellow brass	0.14 1/2
Red brass	0.19 1/2
Light brass	0.10 1/2
Heavy zinc	0.09 1/4
Heavy copper	0.24 1/2
Old cast iron, per ton	23.00
Stove plate, per ton	18.00
Old rubbers, boots and shoes	0.08 1/4
Overshoes, lumbermen's rubber boots	0.06 1/2
Bicycle tires	0.03 1/2
Auto tires	0.06

Manila And New Zealand Ropes Up

Toronto.
ROPE, TWINE.—An advance of 2c per pound has been announced in the price of pure Manila rope which now makes the base price 33 1/2c on 3/4-inch and larger. British Manila and New Zealand hemp ropes have been moved up 1c per pound, which now makes the selling price 27 1/2c. Sisal and jute ropes remain unchanged, sisal being quoted at 24 1/2c per pound base, while jute is quoted from 16 to 17 1/2c per pound. There is no relief in sight for the rope situation owing to the shortage of deliveries and the inability of the manufacturers to get the raw materials. One large

concern has announced to the trade that they can take orders for rope on the present basis only for immediate acceptance and prompt delivery. It is almost next to impossible for the manufacturers they claim, to get supplies to their factories. There are considerable stocks at Seattle but the railroads are unable to move them. There is also a shortage in Manila hemp reported for the first part of the present year of some 60,000 bales. Prices for binder twine remain unchanged at the opening figures as announced in **HARDWARE AND METAL**. Orders have been heavy and manufacturers are in the position that they cannot take any additional orders, owing to their decreased capacity through labor shortage and scarcity of materials. Prices are shown in current quotations.

Oil Stoves Are In Very Firm Market

Toronto.
STOVES, ENAMELWARE.—There is a firmness in the market for oil stoves due to the very high prices now prevailing for black steel sheets. There is strong probability that higher prices may come in the not distant future. There is a continued good demand for gas ranges and electric ranges. Business in all stove lines, in fact, is very good as reported by manufacturers. Enamelware is going into consumption well and prices remained unchanged during the week.

Active Demand For Ingot Metals

Toronto.
PIG IRON.—The situation in the pig iron market remains unchanged. No prices on domestic iron are obtainable, and available supplies are light. At Buffalo practically the same prices as prevailed last week are still current, ranging from \$42 to \$45, according to the ability of the furnace to supply material, and without much difference as to grade.

INGOT METALS.—An active demand continues for ingot metals, with no great change to report this week. Copper is slightly easier, while tin and lead are firm.

LEAD.—The lead market continues very firm, with a good demand. The New York price is firmer, and the strength of the market is reflected this week in advances on a number of lead products referred to elsewhere in the market reports. Price locally ranges from 12c-13c.

TIN.—The market is firm, but quiet, and locally prices are firmer, but unchanged at 57c-58c lb.

SPELTER.—The market locally is easier. There is a good demand, and stocks are light. Prices range from 13c to 15c lb.

COPPER.—The copper market is quiet, and is inclined to await developments. Prices are a shade easier, and range from 37 1/2c to 38c lb.

ANTIMONY.—The scarcity of spot metal continues. Quotations firm and unchanged at 35c-36c lb.

ALUMINUM.—The market is quiet,

but firm, and quotations are unchanged at 68c per pound.

Epsom Salts And Sulphur Quoted Up

Toronto.

EPSOM SALTS, SULPHUR.—An advance of 2c per pound has been put into effect on Epsom salts, which in barrel lots of ten and over makes the quotation 5½c per pound. In kegs of 115-pounds each the price is 6c per pound. There has been a good demand for this commodity, and supplies are short. Sulphur is another commodity that has been moved to higher levels, an advance of ½c per pound having been recorded. Ground sulphur in lots of 25 barrels and upward is quoted at \$2.40 to \$2.50 per 100 pounds. Sublimated flowers sulphur is quoted at \$4.25 per hundred in large quantities and \$6 per hundred in small quantities.

Market For Cement In Unsettled State

Toronto.

CEMENT.—There is an unsettled condition in the market for cement owing to the uncertainty in the labor situation, and also with respect to coal. Manufacturers are quoting on the present basis of \$2.25 per barrel, to hold good for ten days only, with the provision that shipment should be made within thirty days. On large contracts, however, such as on bridge construction, sales are made on present basis for delivery until end of the present year. There is a fair demand for cement at present, considerable municipal work being in progress, and some farm construction, such as silos, pig-pens and other structural work.

Soil Pipe And Fittings Advance 10%

Toronto.

SOIL PIPE, FITTINGS.—An advance of approximately 10 per cent. has been made in the price of soil pipe and fittings through the change of discount. Medium and extra heavy soil pipe of 6 inches and under is now quoted at 50 per cent. off list, while the fittings for the same size pipe are now 50 and 10 per cent. off list. For the 8-inch soil pipe prices remain unchanged at 40 per cent. off list. Malleable fittings and cast iron fittings remain unchanged at net list and 35 per cent. off list respectively.

Discount.

Medium and extra heavy soil pipe,	
6-inch and under	50%
8-inch soil pipe	40%
Medium and extra heavy fittings,	
6-inch and under	50 & 10%
Malleable fittings	Net list
Cast iron fittings	35%

Enamelware And Range Boilers Make Advance

Toronto.

ENAMELWARE, RANGE BOILERS.—As intimated in HARDWARE AND METAL last week, plumbers' enamelware has been advanced. Range boilers have also been increased in price 50c,

which now makes the selling price of the 30-gallon standard boiler \$11 and of the 30-gallon extra heavy \$13.50 each. In enamelware of various kinds there has been an approximate advance of 10 per cent. Bath tubs and sinks have been the big selling lines that have been affected primarily. In the case of bath tubs, the 4, 4½ and 5-foot sizes are now quoted at

\$28.50, as compared with the former price of \$25.80. On 5½-foot the price is now \$32.10, as compared with the former price of \$29.40. Six-foot bath tubs are quoted at \$41.70 each. Roll-rim sinks, 18 x 30 inches, are quoted at \$14.60 each, while the size 20 x 30 inches is \$15.55. Advances are attributed to the higher cost of raw material and labor.

LONDON MARKETS

LONDON, Ont., May 3.—Price changes have been numerous during the past week and all in the upward direction. Among the commodities that have shown advances are handles for hay forks, manure forks, rope shovels, hoes and rakes, planes, squares, bevells, gauges, mallets, vises, building paper, cheap rim knobs and locks, disinfectant, cast enamel sinks, leather halters, wire hooks, white lead in oil. Business continues good although much better sale is expected on many lines with the coming of warmer weather. Garden tools and prepared paints still continue to be leading sellers. Collections are very fair.

Handle List

Advanced 25%

London.

HANDLES.—An advance of approximately 25 per cent. has been made on the list for hay fork handles, manure fork handles, shovels, hoe and rake handles. Former discounts on handles remain unchanged. Following are the list prices on some of handles:

Hay fork handles, bent, second growth, 4 foot, \$3.85 per dozen; 4½ foot, \$4.65 dozen; 5 foot, \$4.80 per dozen; 5½ foot, \$5.30 dozen.

Hoe handles, 4½ foot extra, \$2.50 dozen.

Rake handles, 5 foot extra, \$2.65 dozen.

Long shovel handles, second growth—straight, \$4.35 dozen; bent \$5.80 dozen.

Manure fork handles, second growth, bent, \$4.40 dozen.

Planes, Squares And Bevells Up 10 to 20%

London.

PLANES, SQUARES, BEVELS.—An advance ranging from 10 to 20 per cent. has been made in lines manufactured by the Stanley Rule and Level Company, including planes, try squares, bevells, gauges, mallets, vises and plane parts. All lines manufactured by this concern are included with the exception of levels. Rules and braces, braces having advanced about a month ago.

O. and A. Wire Advances

In line with the advance announced last week on smooth steel wire oiled and annealed wire has also been increased 25c per hundred pounds. Net prices on this class of wire are now: No. 10 gauge, \$6.16 per 100 lbs.; No. 11, \$6.22 No. 12, \$6.30; No. 14, hay baling, \$6.40.

Fence Wire Unchanged

The market for fence wire held steady

during the week with prices unchanged. Barb wire is selling at \$4.65 per 100 pounds; No. 9 plain, \$4.25; No. 12, \$4.45; No. 13, \$4.55; No. 9 coil spring, \$4.30 per 100 lbs.

Nail Prices Steady

There was no price movement in nails during the week, the market holding steady at \$5.20 per hundred pounds base for standard steel wire and \$5 base for cut nails.

Building Paper Has Moved Upward

London.

BUILDING PAPER.—Higher prices on building paper now prevail as a result new prices that have been announced. Plain fibre has advanced 4c per roll, D2 now being quoted at 66c; Surprise fibre is quoted at 73c, while tarred fibre E2 is quoted at 79c per roll, an advance of 4c.

Rim Knobs And Locks Are Higher

London.

DOOR KNOBS, LOCKS, MORTICE SETS.—Higher prices have been made effective on cheap rim knobs and on mortice sets. Jet and porcelain knobs are now quoted at \$1.90 per dozen while rim locks No. 600 are quoted at \$2.10 per dozen. Cheap mortice inside sets are quoted at \$6.60 per dozen for Belleville No. 0499 and Peterboro No. 6900.

Sheep Dip And Disinfectant Up

London.

SHEEP DIP.—An advance of approximately 10 per cent. has been made in the price of Zenoleum sheep-dip and disinfectant. New net prices that now prevail on this commodity are as follows: 8-oz., \$2.25 dozen; quarts, \$4.50; ½ gallon, \$8 dozen; gallons, \$13.50 dozen.

Cast Enamel Sinks Move To Higher Levels

London.

SINKS.—New prices on cast enamel sinks provide for considerably higher prices. In size 16 x 24 inches in lots of one, the price is \$4.82 each, in lots of two, \$4.76 each and in lots of three \$4.70 each. In size 18 x 30 inches the price is \$5.17 in lots of one, \$5.11 in lots of two and \$5.05 in lots of three. For the size 18 x 36 inches single sinks are quoted at \$6.52 and in lots of two at \$6.40.

White Lead In Oil Advances 75c Hundred

London.

WHITE LEAD IN OIL.—An advance of 75c per hundred pounds has been recorded in the price of white lead in oil, which now makes the selling price for pure \$15.75 in ton lots and \$16.05 in less than ton lots. The high price of linseed oil and the firmness in the market for pig lead have been the reasons for the advance.

Manila And New Zealand Ropes Up

London.

CORDAGE.—There has been an advance of 2c per pound in the price of pure Manila rope which now makes the base price 33½c for ½ inch and larger. On British Manila and New Zealand hemp ropes the increase has amounted to 1c per pound, which makes the selling price 27½c per lb. On sisal rope there has been no change, the base price remaining at 24¼c. Manufacturers are experiencing difficulty in getting supplies of fibre, partly on account of a shortage of fibre and partly due to tie-up on transportation lines in the United States.

Leather Halters Up 15 Per Cent.

An advance of 15 per cent. has been made in the price of black leather halters, hand-sewn, 1-inch now being quoted at \$14.50 per dozen and 1¼ inch at \$16.50 per dozen.

Wire Hooks Higher

Higher prices on capped wire H. and

C. hooks now prevail, the new price for 3 inch is 90c per gross.

Good Demand for Spring Lines

There has been a good demand for spring lines. Screen wire painted is quoted at \$2.75 per 100 square feet in 100 foot rolls and \$2.80 in 50 foot rolls. Bronze screen wire is quoted at 14c per square foot. Poultry netting remains unchanged at 30 and 10 per cent. off list. Spades and shovels remain unchanged at recent advances. Glass is still being quoted at 15 per cent. off list for single and double diamond and 50 and 5 on cut lights. Screen door spring hinges No. 20 are quoted at \$11 per gross. Taylor-Forbes lawn mowers are quoted at 40 per cent off list.

Prices on Hedge Shears

With the growing season hedge shears will soon be in good demand. Following are the prices that are being quoted on these lines: Ladies', \$1 each; 8-inch plain, 95c each; 8-inch notched, \$1.05 each; 9-inch plain, \$1.15 each 9-inch notched, \$1.25 each.

Linseed Oil Holds Steady

There was a continued firmness in the market for linseed oil but prices remained unchanged during the week at \$1.50 per gallon for raw in one to two barrels and \$1.53 for boiled. In 3 to 5 barrel lots \$1.47 for raw and \$1.50 for boiled.

Turpentine Unchanged

Turpentine remains unchanged at the quotations of last week, namely, 78c per Imperial gallon in single barrel lots and 77c in 2 to 4 barrel lots. In 5-gallon lots the price is 85c per gallon.

WINNIPEG MARKETS

WINNIPEG, Man., May 3.—Activity has been the keynote in another week of changing markets, and, as has been the rule for many months past, the revisions taking place are to record new high levels in all lines of goods affected. The lines affected are again extensive in their scope, as will be seen in the quotations given below on galvanized and black sheets, annealed wire, bright tinnings' wire, shovels and scoops, coaster sleighs, snow shoes, carriage hardware and clothes wringers.

Galvanized and Black Sheets Advanced

Winnipeg.

SHEETS.—The latest change effective on galvanized and black sheets makes these items almost prohibitive in price, and will undoubtedly result in curtailing building to a greater extent than has been evident in the past. Recent advices from different manufacturing centres indicate that a shortage now exists in some sizes and gauges, this being particularly noticeable in 10¼ oz. galvanized sheets, which may not be available when present stocks are exhausted for a couple of months. The new prices now

in effect on sheets are given herewith:

Galvanized Sheets, Apollo or Premier — 10¼ Ga., \$10 per 100 lbs.; 28 ga., \$9.70; 26 ga., \$9.40; 24 and 22 ga., \$9.25; 20 and 18 ga., \$9.10.
Black Sheets—28 ga., \$8 per 100 lbs.; 26 ga., \$7.90; 24 and 22 ga., \$7.85; 20 and 18 ga., \$7.80; 16 and 14 ga., \$8; 12 and 10 ga., \$8.25.

Annealed And Tinned Wire Go Higher

Winnipeg.

WIRE.—A further advance in the price of annealed wire and bright tinnings' wire is also in evidence during the week, and the new quotations provide for an advance of 25c per 100 lbs. The best prices quoted on the new basis are reproduced herewith:

Bright Tinned Wire—0-9, \$6.90 per 100 lbs.; 10, \$6.96; 11, \$7.02; 12, \$7.10; 13, \$7.20; 14, \$7.30; 15, \$7.45; 16, \$7.60.
Annealed Wire—9, \$6.70 per 100 lbs.; 10, \$6.75; 11, \$6.82; 12, \$6.90; 14, \$7.10; 15, \$7.25; 16, \$7.40.

Scoops And Shovels Move Higher

Winnipeg.

SHOVELS.—One of the most important revisions to be recorded for the week as affecting the retail trade is that affecting all lines of scoops and shovels. The new prices represent an advance approximating 10 per cent. throughout, and reveals the following net quotations:

Shovels, Fox and Olds—D. H., Sqr. Pt., \$11.25 per doz.; D.H., Rd. Pt., \$11.25 per doz.; L.H., Sqr. Pt., \$11.25 doz.; D.H., Sqr. Pt., \$11.25 per doz

Bulldog and Jones—D.H., Sqr. Pt., \$12.35 per doz.; D.H., Rd. Pt., \$12.35 per doz.; L.H., Sqr. Pt., \$12.35; L.H., Rd. Pt., \$12.35.

Bulldog and Jones—Corporation Shovels, \$12.70 per doz.

Scoops—Black Cat and Crescent—No. 4, \$12.30 per doz.; No. 6, \$13.15; No. 8, \$13.95; No. 10, \$14.80.

Moose and Jones—No. 4, \$13.60 per doz.; No. 6, \$14.40; No. 8, \$15.25; No. 10, \$15.90.

Clothes Wringers Again Advanced

Winnipeg.

WRINGERS.—A further advance made in the prices ruling on clothes wringers has now gone into effect, and follows on predictions made in **HARDWARE AND METAL** some time ago in reference to this line. Manufacturers are experiencing some difficulty in procuring the necessary castings for these, and for washing machines as well, with the result that in some instances shipments do not come forward as promptly as might be wished.

The new prices on wringers represent an advance of between 7½ and 10 per cent., and reveals the following as best net prices available:

Universal, \$32.90 dozen; Royal Canadian, \$47.65 dozen; Crest, \$45.45 dozen; Eze, \$51.50 dozen; Emperor, \$56.60 dozen; Signet, \$49.80 dozen; Reliance, \$60.65 dozen; Eureka, \$39.25 dozen.

Wagon Hardware Lines Advanced

Winnipeg.

WAGON HARDWARE.—During the past few weeks various items in the carriage and wagon hardware lines have undergone frequent changes in price, and another advance has been put into effect during the present week. The lines affected are whiffletree hooks, whiffletree centres, neck yoke centre and end irons, and wagon box side braces and straps.

Following the recent advances made on cotton rope and kindred lines, comes the word that cotton wrapping twine has followed suit, and advanced figures are now in force as follows for either cones or balls: Three-ply, 47½c lb.; 4-ply, 50c lb.

Booking Sporting Goods For Fall

Winnipeg.

SPORTING GOODS.—Lines of sporting goods, which are now being booked for fall delivery, show advanced prices, as will be noted in the few items listed herewith:

Snow Shoes—10 x 33 in., \$2.35 pair; 11 x 36, \$3; 12 x 42, \$3.50; 14 x 42, \$3.75; 16 x 42, \$4; 12 x 48, \$4.75; 12 x 60, \$5.

McCulloch Tube Skates, \$4.50 pair.
Wood Coasters—No. 0, \$3.75 dozen; No. 1, \$3.90; No. 2, \$4.40; No. 3, \$6.40; No. 4, \$8.50; No. 5, \$9.

Oil and Turpentine

LINSEED OIL.—Excitement has run very high in grain circles during the past few days, and all grains have increased in price considerably, including flax, but no further increase in the prices prevailing on linseed oil has been made as yet. Quotations now in effect follow: Raw.

(Continued on page 61).

The Views of Large Hardware Buyers

Famine to Continue For Some Time to Come—Probable After Effects of War—
Many People Will Return to Countries Now at War—Outlook For
Continued High Prices

OLIVER BROS., INC., New York resident buyers for wholesalers of hardware, iron, steel metals, etc., express some interesting views in their comment letter No. 1160, regarding conditions in the trade and the future outlook. Extracts from the letter are here appended:—

"As we start to write this article the uppermost question in our minds is, how long will the World War last, and we are sure that this is the main thought of business men generally to-day, when commodity values have become so abnormally high, solely on account of War conditions, and when grave fears are left as to a radical market reaction at the end of the war.

"Since the Revolution in Russia and the entrance of the United States into the war, we have somewhat modified our own views as to the duration of the conflict, for prior to that time we were rather convinced that the War would continue for two or three years longer at least, but the Moral effect of Russia's Constitutional Democracy upon the people of Germany and Austria, combined with the entrance of the United States, will undoubtedly help to hasten the end of the War, yet it is now hard for us to see the probability of the War ending this year, or at any rate before the last quarter of the year, and if it is brought to a close before the year 1918 has well advanced we will be agreeably surprised.

Fourteen Nations with a population numbering over one billion five hundred million are now ranged in firm opposition to four Nations with a population of about one hundred and fifty-seven million, and the fourteen Nations have the markets of the world at their command, while the opposing four Nations are hemmed in on all sides, and it stands to reason that they must be maintaining their fighting forces by depleting the ranks of labor behind the fighting lines, and this depletion of labor menaces their power of endurance by threatening their production of food and war materials, therefore there can be but little doubt about the final outcome of the struggle, but no one can foretell when and in what manner the War will be brought to a close.

"We think a combination of conditions will contribute to Germany's downfall, among them the want of food, money, men and materials, and the possible collapse of Turkey, or the withdrawal of Austria or Bulgaria from the Alliance; and a Revolution in Germany, or a condition bordering on Revolution, is not improbable, and this latter possibility seems more real since the Russian upheaval, accomplished with such ease and comparatively little disorder. The growing weakness of the German Government and the rising popular dissatisfaction are shown alike by the freedom of speech in the Reichstag and the press, and by the promises of the Government to enlarge the Prussian franchise and liberalize political institutions after the War.

"It is frequently argued that Germany is in a safe financial position because most of its money is circulating within its own country, while a large part of the money of England and her Allies is being sent to other countries, but what about the enormous waste of material, and the loss in revenue producing commodities which are vital to the life

of a Nation, especially the loss of foreign trade?

"We will try to illustrate our meaning by a rather worn out story. Two men invest a dollar equally in a bushel of wheat, which they intend to hold for a rise in value. One of the partners wants some of the wheat for his family and in a spirit of fairness he pays the other man 10c for one-tenth of the bushel. The following day the other partner does the same thing, and day by day they both repeat the operation until each man finds himself in the same financial position that he was at the beginning of the transaction, but the bushel of wheat has been consumed. So with the enormous quantities of Steel, Copper, Lead and other costly materials wasted in Warfare.

"On this theory we believe that the interest on Germany's War Debt will eventually consume her annual increment of wealth, for she cannot indefinitely continue paying the interest on bonds out of the proceeds of new bond issues.

"We believe that a peace through negotiation is more probable than by Military disaster, and that means months of negotiations before a peace conference is definitely agreed upon, and many months more before a peace treaty is signed, and still more months before the troops have been disbanded and transported to their homes and settled in their peaceful occupations, for the transportation of millions of troops from one country to another will take a long time, and the soldiers will then want to take a well-earned rest before resuming their peaceful occupations."

"From the very outset of the War we have held consistently to the idea that the conflict would be a long drawn out one, and that while it lasted the World's shortage of commodities would become more and more acute, and that, as a consequence, the values of commodities handled by the Hardware Jobbers, such as Iron, Steel and Metal products, would gradually rise to abnormally high figures, in fact, that the danger of a runaway market would be kept constantly before us, and we are not yet prepared to change our views in that respect.

Advances Since January.

"While we have written a number of articles along these lines, the one which evidently attracted the most attention, or created the greatest discussion, was our Comment Letter No. 1147 of January 11 last. In friendly discussions our views were at that time challenged by some of our friends among the Jobbers who took the view that values were dangerously high, that the War could not last much longer, and that the end of the War would witness a collapse of all the markets, hence they were determined upon an ultra conservative buying policy, therefore you will pardon us if we point out to you a few of the many price advances since January 1, 1917. These advances per ton are:—

Pig Iron, \$10.00, Steel Billets \$15.00, Heavy Steel Scrap \$4.50; Merchant Steel Bars \$7.00, Structural Material \$10.00, Common Iron Bars \$5.00, Wire Rods \$15.00, Copper Ingots \$80.00, Pig Lead \$30.00, Pig Tin \$240.00, Tank Plates \$40.00, Steel Sheets, Black \$20.00, Steel Sheets, Galv. \$10.00, Wire Nails and Kindred Wire Products \$4.00, Cut Nails \$4.00, Tin Plate \$20.00, Steel Pipe \$18.00, Steel Shafting \$10.00, Railroad Spikes \$5.00, Track Tools \$30.00, Track Bolts \$10.00, Structural and

Boiler Rivets \$10.00, Wedges \$18.00, Cold Punched Nuts \$10.00, Hot Pressed Nuts \$6.00, Coil Chain \$20.00.

Famine to Continue.

"We are still firm in the conviction that the famine in Iron and Steel, and to a lesser degree Copper, and perhaps other metals, will continue for some little time to come, and that there is practically no danger of a reaction in values for several months, and that the jobber who does not hold his stock or unfilled contracts for the full benefit of the market resale prices is unwise and short-sighted, and we venture to say that there will be a greater shortage of materials this year than last year or at any time in the past, therefore it is still wise, and we think perfectly safe, to anticipate your requirements for the balance of this year at the prevailing market prices; in fact, if we take the published market prices for the domestic trade to-day as a basis of values for steel products, we doubt that there will be much, if any decline at the end of the war, although there must necessarily follow a readjustment of values on many commodities, especially those of the manufactured products which are now selling at prices quite out of proportion to the increased cost of labor and materials.

We think we will find that the steel market will stand up the strongest in the long run, and next copper, for while copper prices will probably decline substantially from those now ruling in a general way, they will continue high for a long time to come in comparison with the 1914 market prices.

When the war is ended we look for a more radical decline in the prices of metals such as lead, spelter, antimony and aluminum, and possibly a large variety of brass and other composition metal products, and we naturally look forward to a substantial decline in the prices of leather products, but the outlook is now for a firmer market in lumber products, and the cotton market outlook seems to be very promising.

Return to War-Ridden Countries.

"After the war we are bound to face a serious shortage of labor, not only because of our more stringent immigration laws recently enacted, and the great loss of life in Europe, but also because there will surely be a great exodus of working people from the United States, for peculiarly strong family ties and affections exist among the Peasantry of Europe, many of whom are now with us, and only waiting the opportunity to return home. This applies particularly to such peoples as the Austrians, Hungarians, and Poles, who have had no means of communication with their homes since the outbreak of war, and Russians anxious to return to their liberated Fatherland.

Our final conclusion is that the jobbers of hardware and kindred supplies have several years of uninterrupted prosperity ahead of them, although it would not be reasonable to anticipate a continuance of the abnormally large profits realized during 1916 and 1917, and we do not share the view so frequently expressed that following the end of the war the jobbers must assume a heavy loss because of a sudden and radical decline in market values generally. During the readjustment period there will be some variation in profits, but we believe that there will be no one year in which the total expenses will exceed the total gross profits unless the business is badly managed."

WEEKLY MARKET REPORTS

(Continued from page 59).

\$1.45 per gal. bbl. lots; boiled, \$1.48 per gal. bbl. lots.

Quiet still follows the local market on turpentine, and prices remain steady at figures in effect for the past few weeks, which are repeated herewith:—85c per gal., bbl. lots; 88c per gal., ½ bbl. lots; 90c per gal, 5-gal. and 1-gal. lots.

Another line to change, in which retailers will be interested, is Weston chain blocks, which now take the following advanced prices:—½-ton, \$11.70 each; 1-ton, \$17.10 each; 1½-ton, \$21.35 each; 2-ton, \$26.60.

Miscellaneous Lines

Other lines to undergo revisions in price during the week are: hay fork, straw fork, manure fork, hoe and rake handles, which are selling from a new list, with a discount of 35 per cent.

Electric irons, Canadian Beauty "A" have also increased in price to \$3.50 each, along with upright toasters, which sell at the same price, viz., \$3.50 each.

**HOW I TACKLED MY THREE BIGGEST PROBLEMS**

(Continued from page 53.)

little or nothing until a customer has started his day.

It did not occur to me to alter my habits when I went to Indianapolis. I sauntered into my office somewhere between nine and ten, although the factory hands came on at seven. Several weeks went, and it seemed to me that not so much was being done as might be done—that the day did not get under way with the speed that a busy day should attain at the crack of the gong. I did not know what was the matter, but I sensed something wrong.

I first examined myself—when you find things are not going just as they should, it is not a bad idea to look yourself over before you start out after someone else. I found that my late arrival had not a little to do with the delay.

My employees had the idea that I was not working hard—employees cannot dissociate effort and office hours; they never think of the hours that one spends through the night, planning and scheming. They have the notion that you also quit business when you quit the office.

They looked on me as something of a drone. I woke up to that.

I made up my mind that I should be the first man down. I had apartments with my sales manager, and the night that I made my decision he happened to say:

"Don't let me disturb you to-morrow; I am leaving on an early train and am getting out at six."

"You have nothing on me," I returned. "I am going to get up at six every day after this."

I was at the office before seven the next day, walking around the shop as the men were coming in. And every day thereafter I saw to it that I was in the shop before the men—I went to the shop before I went to the office.

The improvement in work and output was noticeable at once; if I was on the job, the men thought that they also should be on the job. And they were.

And from this I deduced: "Let your men know that you work harder than they do." If you expect to get any real work done—be there yourself.

The Job of the "Boss" And of His Men

As a business grows, the head executive is entitled to more leeway, but in a little business the boss should always be around. When the business does grow and detail after detail is delegated, make sure that whoever takes over the duties which you performed, or any part of them, is also always about.

You will never have the right team work unless each man is looking after all of his own job—and all the others know that he is.

Here, then, are my three business truths:

Profits are in goods delivered—not in orders.

Tell the truth to your banker—and make him believe in you.

Let your men know that you work harder than they do.

I think these three points impressed me more than any others during the first years of my education as a manufacturer. I did not learn them out of books; in fact, I imagine that if anyone had told me these simple truths as business guides I should have laughed to think I was not aware of these elements of business.

Maxims do not count for much unless you know how to use them. It is one thing to voice a nice copy-book expression, and quite another to put it into practice—to see that an apparently complicated problem can be brought down to a common-place rule. Perhaps I already knew these truths—but I learned how to use them.

**FIFTY YEARS IN BUSINESS**

(Continued from page 48.)

No electric elevators; everyone had to lend a hand hoisting. Horse, wrought, and other nails were packed in bags, the sharp ends of the nails sticking out of the bag continually lacerated the hands. After navigation opened in the spring the routine was to take orders by day from the visiting buyers, putting them together and packing them at night. The spring rush continued for about eight or ten weeks, and the autumn business commenced in August or early in September and lasted until the close of navigation.

"During these busy seasons, we seldom left the store before midnight, and in many cases worked into the 'wee sma' hours.' What a change has taken place, due to the railway and steamships taking the place of the sailers. Goods from all parts of the world come to hand in every month of the year and distribution has ceased to be dependent upon open navigation.

"It is hardly necessary for me to speak of the great fire of June 20, 1877, which destroyed such a large portion of the

city, and by which nearly every business firm suffered irreparable loss. It is now a matter of history.

"In my first few years in business, I made many friends, more especially amongst the young men in the country districts, who, like myself, were commencing business on their own account. These friendships continued during their lives, and it is most gratifying to me that I retained their confidence as well as that of many who are still alive and prosperous. Retaining the confidence of customers after many years of strenuous business life is one of the great rewards of a business man."

Hon. Senator William Henry Thorne was born at St. John, N.B., 73 years ago. He is president, W. H. Thorne Co., Ltd.; President, Thorne Wharf & Warehousing Co., Ltd.; director, St. John Railway Co.; director, Cornwall & York Cotton Mills Co.; director, Royal Bank of Canada; director, the Eastern Trust Co. He was president of St. John Board of Trade for two years, and was called to the Senate in 1913.

**TRADE INQUIRIES**

791. **Wood flour.**—An English firm require supplies of wood flour or wood meal to be used in the production of explosives and linoleum. They could take from 500 to 1,000 tons monthly at the present time provided quality and price are satisfactory.

792. **Refined copper, lead and zinc.**—A London metallurgist wishes to secure the agencies of Canadian producers of copper, lead and zinc.

794. **Lumber.**—A large firm of wholesale lumber dealers in Philadelphia which has been established for thirty years wishes to secure supplies of pine and spruce lumber in Eastern Canada and supplies of Pacific Coast woods from British Columbia.

795. **Representation in Russia.**—A young Russian who is a member of the Russo-British Chamber of Commerce in Petrograd has recently been in Canada and has arranged with a number of Canadian manufacturers to represent them in Russia immediately after the close of the war. He wishes to secure representation of other lines of Canadian manufacture before leaving for Russia. He is thoroughly familiar with the English language and how business is transacted in both countries, and is fully conversant with trade conditions in the various markets in the Russian Empire.

796. **Agencies in the British West Indies.**—A commission agent and general merchant in the island of Montserrat, B.W.I., wishes to arrange with Canadian manufacturers for agencies for the British West Indies.

**CATALOGS AND BOOKLETS.**

What Peace Means to Steel Trade

American Steel Export Co., New York, N.Y., has issued in book form a reprint of an article entitled "What Peace Means to Steel Trade," by Samuel Armstrong Benner, General Manager of Sales of American Steel Export Co. Copies of the booklet will be furnished free, as long as the supply lasts.

WEEKLY PAINT DEPARTMENT

Moving Time Means Additional Paint Demand

Hardwareman Should Encourage Housewife to Touch Up Furniture That Has Been Scuffed in Transit or in Shifting for Spring Cleaning.

WITH moving time in full swing and people everywhere making the shift to their new places of abode for the coming year, there is a rich field for the hardware man to take advantage of this situation and push the sale of his lines of varnishes and stains and other sundries. In the larger cities there is perhaps more moving than in the country village. For in a city the size of Toronto one would almost think the whole city was moving its place of abode judging from the number of moving vans and loads of furniture that are seen daily on the streets during the months of April and May. This moving

of furniture means hard wear and tear. The surface is bound to get scuffed, no matter how careful the van men may be. It is surprising what a transformation a can of varnish or stain will make. A householder within the acquaintance of the writer recently had occasion to have some furniture shipped from British Columbia. It was not new furniture by any means when it left the West Coast. But it looked like a pile of junk when it reached its destination in Toronto. He was discouraged over the prospect and thought at first that it could never be put into such shape that it could be used in his home. The lustre of the varnish

was gone and it looked as though it had been rolling loose in a freight car for the whole length of the journey, by the way the varnish and grain was worn and scraped. The freight bill had been heavy and he was not anxious to spend much more money on the consignment. But he had a lucky idea that perhaps a varnish stain might improve appearances. He was surprised on going to the hardware store that the dealer had tins ranging in price all the way from 10 cents up. He had thought that it would be necessary to expend at least 40c or 50c in order to get a trial can. The hardware man went to his paint stock behind a barricade of wire netting and building paper and in an obscure part of the store and fingered over the various sizes. To be able to purchase a small tin of varnish stain for 10 cents and a brush for 15 cents was an agreeable surprise to the householder. He could here get enough to try it out without much expense. But it

(Continued on page 66.)



Excellent paint display in one of the show windows of the Bond Hardware Co., Guelph, Ont., Note how manufacturers' selling helps have been used effectively.



JAMIESON'S

Pure Prepared Paints

Get their best advertising from their intrinsic quality. This quality has made permanent customers that cannot be persuaded to try something "just as good."

To sell this line is to establish connections for future business. . *Our liberal proposition will interest you. Let us tell you about it.*

R. C. JAMIESON & Co., Limited, Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

MEAKINS

BRUSHES



You know, Mr. Dealer, that price plays an important part in the sale—MEAKINS BRUSHES sell at a price that makes the sale easy and gives the quality that more than satisfies. Brushes may sell at higher prices, but MEAKIN QUALITY at MEAKIN PRICES is hard to beat.

Get our Catalog and compare values.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 3.—In the paint markets this week white lead in oil is the active member. This product has advanced by 75 cents per hundred pounds since last report. Indication that an advance was coming was given in **HARDWARE AND METAL** last week. There is this week rather a shortage of turpentine, and linseed oil is still showing firmness of tone though flax seed is a little easier at Winnipeg. Mixed paints are making good business as regards demand. Glass and putty are still firm, and shellac is steadily dwindling in available supply with no great prospect of getting renewed supplies in.

White Lead In Oil Advanced 75 Cents

Montreal.

WHITE LEAD IN OIL.—To all who have watched the market indications of late, an advance in white lead in oil has been almost a foregone conclusion. **HARDWARE AND METAL** predicted a coming advance in this column last week, and the advance is here. Pressure of the market for the raw materials has had the inevitable effect, and white lead in oil is now at the very pinnacle of high records in this commodity's market in Canada. If there are any further heights to be reached they are at present out of sight, and the views expressed in trade circles are that white lead in oil has surely got to the top. Yet the market for pig lead is pretty nearly at the level of the prices for dry white lead just now, and linseed oil is showing no great disposition towards reduction of prices. The seventy-five cent advance per hundred pounds may be regarded as a moderate increase in view of the cost of the raw materials. Bookings at the old price basis of \$14.80 per 100 lbs. for ton lots were up to May 15. Bookings at the new price 75 cents per hundred higher, are only up to June 15. The present prices are: for ton lots per hundred pounds \$15.55; less than tons \$15.85; and five ton lots \$15.25. Special brands usually sold at higher than general quotations are also advanced as will be seen from current quotations.

Linseed Oil Firm And Slightly Higher

Montreal.

LINSEED OIL.—Effect of the restrictions placed on speculation in wheat by the Government and grain exchange at Winnipeg has had an influence on the market for flax-seed, and the one as

regards this raw material for linseed oil was slightly easier at the time of writing: Flax-seed was however still quoted as high as \$3.00 in the West, and the actual market for linseed oil was not to any extent affected by the easier tone in the seed. There is, however, a prospect of better supplies of flax-seed in Montreal when the water routes are again carrying freights from the West, and it may be that the easier tendency noted this week at the source of supply, may influence the market generally by gradual degrees. At the time of writing however, so far was this from being the case that the lower prices quoted by certain firms last week have disappeared, and the market prices of linseed oil to the retail trade are in the neighborhood of \$1.45 per Imperial gallon for the raw oil, and \$1.47½ per Imp. gallon for the boiled. Some firms were charging higher than these prices, viz: \$1.48 per Imp. gallon for the raw, and \$1.51 per Imperial gallon for boiled, and other firms quoted \$1.47 per Imperial gallon for raw, and \$1.50 per Imperial gallon for boiled. Quotations as given are for one barrel lots, and where any larger lots (up to ten barrels) are obtainable one cent less per Imperial gallon would be charged, but only the firms quoting at the low levels last week were offering to meet call for lots up to ten barrels. The tendency to conserve linseed oil is still very marked.

Turpentine Again Becomes Quite Scarce

Montreal.

TURPENTINE.—There is again a marked scarcity of turpentine in Montreal, and some firms' stocks were reduced to almost their last few barrels. The actual market price range was not greatly affected, though the firms short of turpentine were not accepting orders, and prices ranged from 74 cents to 80 cents per Imperial gallon in one barrel lots. From the primary market there comes news of further firmness in turpentine, so that the outlook is for higher prices probably as more supplies arrive, but meantime far too little turpentine is reaching this centre for the satisfaction of the local market. No anxiety is expressed on the score, however, as it is so far merely a matter of transportation.

Mixed Paints Show Brisk Business

Montreal.

MIXED PAINTS.—There is no new feature of the market in mixed paints but the general tendencies of the past

few weeks continue as before, and business is exceptionally brisk at present prices high though they certainly seem as compared with the days before the war. That the paint consuming public appreciates the effects of war conditions on the raw materials of paint manufacture, and realises that the advances in paint prices have really been remarkably moderate as compared with advances in many other commodities is apparent from the amount of business being done, now that navigation is open.

Putty Quotations Remain Still Steady

Montreal.

GLASS AND PUTTY.—There is no alteration in the market condition of glass since the previous report, but firmness continues to characterise the situation as to supply from the States. As regards putty the quotations of last week continue unchanged.

TORONTO

TORONTO, May 3.—The item of most striking interest in paint lines during the week has been the advance in white lead in oil. This follows the firm tendency in linseed oil and pig lead. Linseed oil prices remained unchanged in the range given although in some instances there were changes in the upward direction from the low quotations of last week. A better demand is reported for sorting orders on paints, some manufacturers stating that the demand is surprisingly large when the kind of weather prevailing so far this spring is taken into consideration. Turpentine supplies are light and arrivals during the week have been small.

Linseed Oil Held In Steady Market

Toronto.

LINSEED OIL.—There was a movement toward higher levels on the part of certain dealers in linseed oil. Where quotations were being made on the basis of \$1.30 per gallon in single barrel lots at the time of going to press last week the price in this instance was moved upward in three steps during the week to \$1.43 per gallon for raw oil. So far as the other quotations are concerned there is still a range of \$1.39 to \$1.50 per gallon for raw oil in one to two barrel lots. The demand for linseed oil was not heavy during the week. Price of flax-seed at Winnipeg held at high levels, at no time did the cash article go below \$3 per bushel and on one day, Saturday

B-H "ENGLISH" PAINT

70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

This Formula Is Followed Unswervingly

And because it is, paint users throughout the country buy their paints from the B-H agent year after year.

Experience has taught them that the formula means a brilliant paint that protects and endures, and that is the paint they seek.

If you are a B-H agent you know how true is the statement that B-H "English" paint holds customers.

If you are not, write us for our agency proposition, if we are not represented in your town.

BRANDRAM-HENDERSON

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY LIMITED



If interested, tear out this page and keep with letters to be answered.

of last week, the price was \$3.06½ per bushel. At the close of the seed market on Wednesday the price of cash flaxseed was \$3.03¼. Receipts of flaxseed at Winnipeg were heavy during the week, no less than 134 cars having passed inspection. During the previous week the inspections were 92 cars. Arrivals of seed in Eastern Canada were very light during the week, and some of the crushers are again working on narrow margins of seed. It was anticipated with the opening of navigation larger quantities would find their way east but as yet the lakes have not been open long enough to make any perceptible difference. There has been a fair demand for oil cake from local stock men. Although the price for cake holds up well comparatively it is not as high as other mill-feeds in price.

	Raw. Per gal.	Boiled. Per gal.
1 to 2 bbls.	\$1.39-\$1.50	\$1.42-\$1.53
3 to 5 bbls.	1.38- 1.49	1.41- 1.48
6 to 9 bbls.	1.37- 1.48	1.40- 1.47

White Lead In Oil Goes Up 75c Hundred

Toronto.

WHITE LEAD IN OIL.—An advance of 75c per hundred pounds was made effective in the price of pure white lead in oil during the week which makes the selling price \$15.75 in ton lots and \$16.05 in less than ton lots. The increase is attributed to the high price of linseed oil and the firmness in the market for pig lead.

Turpentine Supplies Eagerly Taken Up

Toronto.

TURPENTINE.—Demand for turpentine during the week has been good with arrival of supplies to meet the needs of the trade light. One car of turpentine arrived in the city during the week and was distributed in a very short time. Stocks are very light locally. Advices received by importers from Jacksonville are to the effect that the United States Government intends to take some steamers off the coastwise trade which will further complicate the shipping situation in its bearing on turpentine. Much of the turpentine that reaches this market comes by steamer to New York and is there transhipped by rail. In the Southern market at Savannah there was a decline of 1¼c per gallon during the week. The crop movement in the South is delayed and the possibility of heavier arrivals in the near future is no doubt having a depressing effect on the situation in that quarter. Locally the range of prices remained unchanged during the week.

	Per Imp. Gal.
1 barrel lots	\$0.69-\$0.78
2 to 4 barrels	\$0.68-\$0.77
5-gallon lots	\$0.87-\$0.85

Sorting Orders In Paint Keep Up

Toronto.

MIXED PAINTS.—Although the

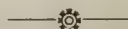
weather has been none too favorable for painting work as yet manufacturers state there has been a surprisingly good trade in sorting orders in view of the conditions. With a stretch of good weather the volume of trade is expected to be much larger and an additional demand on manufacturers as a result. The situation with respect to price continues to be one of firmness. With the high price at which linseed oil is quoted and an advance in white lead in oil announced this week there are good grounds for the opinion that mixed paints are in a decidedly firm position.

Glass Dealers Look For Higher Prices

Toronto.

GLASS AND PUTTY.—The opinion is expressed by the manager of one of the Canadian importing houses who has just returned from a visit to the glass factories of the United States around Pittsburgh that much higher prices will prevail in the American market. Glass manufacturers there state that they expect their usual supplies of soda ash, used in the manufacture of glass, will be reduced by fully one-half this year as a result of the United States being at war. This soda ash is used in the manufacture of munitions. It is pointed out that this factor together with the labor situation is reasonably sure to cause higher prices. Consequently the opinion is expressed that higher prices must ultimately prevail in this market. There has been a good demand for glass from the sash and door factories of the Canadian Northwest but locally interest in glass has not been great.

There is a continued firmness in the market for putty due to the linseed oil situation and the scarcity of whiting. Quotations remain unchanged, however, at \$3.65 per hundred pounds in bulk and \$4.10 in 100 lb. drums.



MOVING TIME MEANS ADDITIONAL PAINT DEMAND

(Continued from page 62.)

was only through his persistency in trying to find something to fill the bill at little expense that made him come to the realization that the hardware man had such a stock. He tried the 10-cent can and then got a larger one. His furniture was again given a complete new lease of usefulness.

Small Lines Should be Displayed

This is an instance where the hardware man could long before have aided his sales by having such a line prominently displayed in the front of his store where people could see and know the price when they visited the store from day to day. With a table devoted to these small articles, such as varnish stains, brushes, stovepipe enamel, aluminum paint, furniture polish, and a number of other lines that will readily appeal to the hardware man as being suitable house-cleaning articles, a card

drawing attention to the range in price of these various lines will arouse the interest of the woman who is just now in the throes of housecleaning.

Ten and Fifteen Cent Lines

The five, ten, and fifteen cent stores do a big business in these small lines during the spring housecleaning season because the women know they can get them there. But the field is there for the hardware man to get this trade for himself if he would use some of the methods employed by these stores in placing their wares before the public.

They are always placed on tables where they cannot help being seen and the price tickets at once give the necessary enlightenment as to what they would cost. One of the facts of salesmanship that should be kept in mind is to have a fairly complete line of these enamels, varnishes, and other finishes. If a woman is in quest of white enamel she will not be interested perhaps on that particular day in stovepipe enamel. But if the hardware man has not the line in stock she is seeking it may tend to send her elsewhere when she is in need of stovepipe enamel. It is not necessary to stock heavily in these lines, but a fairly good assortment could be kept and a close eye kept on the supply to see that it is replenished in time to meet the demands of the trade.

Display Samples of Work

An effective way of advertising these small lines is to have a demonstration of the way it looks after application. An old stovepipe that has been given a coat of enamel will remind the housewife that her stovepipes, dull, and perhaps rusted a bit after the winter's use, can be made to look new with the application of a coat of enamel. The advantages of aluminum paint could be shown by having a section of a gas stove retouched and on display. It would bring a phase of housecleaning to the attention of the housecleaner that had probably passed by unnoticed. She had not thought of retouching the gas range. The suggestion invariably will be thankfully received. When the price of a small can sufficient to do the work is made known it will come often as a pleasant surprise. Brushes and articles of this housecleaning variety go hand in hand. The display table is not complete without the necessary tools to make the application. People will sometimes hesitate to ask for a brush lest the cost might be too great for their pocketbook at that time. With a line of medium priced brushes in stock there is no reason why their prices should not be made known. They will fill the need for a certain class of trade that would perhaps not purchase a brush at all if they had to spend 50c, or 75c for one. With a low-priced brush and one that will give fairly good service the sale of the small lines of paints and varnishes is encouraged. There is a big field for the hardware man to develop this small trade for the household. And the spring is the time to round it up.



Our Four Leaders

Canada Brand Pure Paints

(Quality Guaranteed)

Canada Brand Floor Paints

(Surpassed by none)

Jas-per-Lac Specialties

The Present-Future Finish

Jas-per-ite Varnishes

The Present-Future Varnish

Manufactured only by

Ottawa Paint Works Limited

Ottawa, Canada

Toronto Branch:

153 DUCHESS STREET, TORONTO

The Straight Line
To
Satisfaction



Berry Brothers' Varnishes always satisfy the user

For nearly sixty years the high quality and complete dependability of every product bearing the Berry label have been recognized by architects, painters, contractors and house owners.

There is no surer way to build up a bigger varnish business than by pushing Berry Brothers' brands. They make customers and retain them.

LUXEBERRY ENAMELS—in pure white, ivory and three shades of gray. Dull or gloss effects, durable, washable.

LIQUID GRANITE—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY WALL FINISH—produces artistic color effects on walls. Makes a soft velvety finish in twenty-one attractive colors and shades.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

Write for descriptive price list and interesting dealer proposition.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers
Established 1858

Walkerville

Ontario
(496)

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps. 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok, or 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 85% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add. 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.25; 22 long smokeless, \$7.50; 22 long rifle smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire Smokeless—303 Winchester, \$32.75 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$78; 401 Winchester self-loading, \$78 per M.

Primers—Nos. 1, 1½ and 2½, \$3.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$2.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....\$ 6.00	12/16....\$ 7.00
4/16.... 5.00	13/16.... 8.25
5/16.... 5.00	14/16.... 8.25
6/16.... 5.00	15/16.... 9.50
7/16.... 5.00	16/16.... 9.50
8/16.... 5.00	18/16.... 12.00
9/16.... 6.00	20/16.... 14.00
10/16.... 6.00	24/14.... 18.00
11/16.... 7.00	

Discounts from Standard List prices:
Common, 65%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz.....	8 50	11 00
Double Bit	14 00	16 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz.....	10 00	
No. 3, doz.....	10 80	
No. 4, doz.....	11 60	
No. 5, doz.....	13 20	

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb...\$1.35-\$1.60
Cut Lace Leather, lb...\$1.50-\$1.85

BELLS (FARM)

C x 40 lb.	2 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 20%.
Carriage Bolts (\$1), list, 7-16 in., 5%.
Machine Bolts, ¾ in. dia. and smaller, 20%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 10%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 5%.
Coach and Lag Screws, 30%.
Skein Bolts, 10%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 10%.
Elevator Bolts, 15%.
Fancy Head Bolts, 10%.
Shaft Bolts (\$3 list), 10%.
Step Bolts, large head (\$3) list, 10%.
Whiffletree Bolts, 10%.
Nuts, square, net list.
Nuts, hexagon, net list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.12½-12½

BRASS

Per lb.
Spring, sheets, 8 in. wide, up to 20 gauge 0 60
Rods, base ½ to 1 in. round 0 55
Tubing, seamless base 0 57
Tubing, iron pipe size, 1 in. base 0 54
Copper I.P.S. 0 58

BARS (Clothes)

3 sections, 4 ft., doz.	5 00
3 sections, 5 ft., doz.....	6 30
3 sections, 6 ft., doz.....	7 50

BOILERS (Range)

30-gal. Standard	11 00
30-gal. extra heavy	13 50

BOARDS, BAKE

Per doz.
No. 1—18 in.x24 in..... 7 00
No. 2—18 in.x28 in..... 7 60
No. 3—20 in.x30 in..... 8 00

BOARDS (Ironing)

Size 12x60 ins., doz.....	8 00
Size 14x60 ins.....	9 00
Folding, 14x58 ins., doz.....	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz. 2 25	
Folding, per doz.	3 60

BOARDS, STOVE

See list under Wares.

	Tin	Zinc
Pony .....Dozen	\$1 75	
Crown	5 55	
Dnady	3 75	
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King	4 25	
Diam'd King (Glass)	4 50	
Western King (Enamel)..	4 75	
Wood, double faced.	1 70	

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	17½%
No. 800	15%
No. 838	17½%
No. 808	17½%
No. 804	20 and 10%
Nos. 802, 842, 844	25%
Nos. 810 and 814	12½%
Nos. 820 and 910	25%

F.O.B. Toronto, Montreal, London, Hamilton.

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3-5%.
Non-Held Rack Screen Door, on application.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—½ in., \$14.70 per 100 lbs.; 3-16 in., \$10.20; ¼ in., \$7.80; 5-16 in., \$6.90; ¾ in., \$6; 7-16 in., \$7.65; ½ in., \$7.45; ¾ in., \$7.25; ¾ in., \$7.15; ¾ in., \$7; 1 in., \$6.85.

B.B.B. chain is priced as follows: ¼ in., \$13; 5-16 in., \$11.10; ¾ in., \$10.30; 7-16 in., \$10.05; ½ in., \$9.85; ¾ in., \$9.65; ¾ in., \$9.50; ¾ in., \$9.25; 1 in., \$9.20.

Fire Welded—7-16 in., \$6; ½ in., \$6; ¾ in., \$6; ¾ in., \$6.

B.R.B. Crane Chain—¼ in., \$9 per 100 lbs.; 5-16 in., \$8; ¾ in., \$7.20; 7-16 in., \$7.20; ½ in., \$7.20; ¾ in., \$7.20; cow ties, 12½%; trace chains, 12½%; dog chains, 32½%; halter chains, 32½%; tie-out chains, 60%; stall fixtures, net list; breast chains, 2½%.
Canadian coil chain, 50% off list.

CEMENT

Cement, per bbl., \$2.25.

CHURNS

List prices hand churns:—No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.
List prices power churns:—No. 0, \$11; No. 1, \$11; No. 2, \$12; No. 3, \$12; No. 4, \$17; No. 5, \$20.
Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 25%, out of stock.

CHOPPERS, FOOD

Universal (doz.)—	London
No. 0	\$14 00
1	17 40
2	20 40
3	25 80

CLOTHES LINE (Galvanized)

No.	Per M. ft.
17, 7-strand, 100-ft. lengths..	\$6.40
17, 7-strand, 50-ft. lengths..	6.60
18, 6-strand, 100-ft. lengths..	4.95
18, 6-strand, 50-ft. lengths..	5.15
19, 6-strand, 100-ft. lengths..	4.35
19, 6-strand, 50-ft. lengths..	4.60

COPPER Montreal Toronto

Casting ingot, see weekly report
Bars, ½ to 2 in., \$55 00 \$55 00
Plain sheets, 14 oz., 14x28 in., 14x60 in. 52 00 55 00
Copper sheet, tinned, 16x60 in., 14 oz., 47 00 60 00
Copper sheet, planished, 14x60 base.. 61 00 63 00
Braziers' in sheets, 6x4 base 52 00 55 00

COMBS

Curry combs, list, plus 25%.

CORD (SASH)

No. 6, lb.	0 48½
No. 7, lb.	0 47½
Nos. 8, 9, 10, 12.....	0 47

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 5 sheets..	8 25	8 15
All bright, 52 sheets. 9 00	8 75	
	Galvanized	
18x24x52	6 25	7 50
60	6 50	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	\$24 00
IX, 20x28 base	28 00
IXX, 20x28 base	32 00
IXXX, 20x28 base	36 00

Raven and Murex Grades—
IC, 20x28 base, 56 sheets...
IX, 20x28 base, 56 sheets...
IXX, 20x28 base, 56 sheets
IXXX, 20x28 base, 56 sheets

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 200 lbs.: 216 lbs.

COKES, AMERICAN

Bessemer Steel—
14x20 I.C., base 10 50
20x28 I.C., double box..... 21 00

CLOCKS

Big Ben	\$2 40-\$2 50
Good Morning, each	1 05
Lookout	1 35

CROWBARS, 5¼ to 6c per lb.

DRILLS

Bit Stock Drills, 40%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—

DOUBLE-COATED TISSUE.
I C, 14 x 20 base\$13 00
I X, 14 x 20 base 13 75
I X X, 14 x 20 base 14 50

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.
Great Western, Amer..... 55
Kearney & Foot, Arcade..... 55
J. Barton Smith Eagle ... 55
Disston Brand 47½
Globe 55
Nicholson 45
Black Diamond 45
Delta Files 40, 5
F.O.B. Toronto, Montreal, London and Hamilton.

Make A Profit on Your White

Pure White Lead and Pure White Zinc continue to sell at War prices, and there is no indication of immediate relief. This is an opportune time for you to demonstrate the advantages in price and the real superiority of paints made with reinforcing pigments.

Pure Superba White has the good properties of Lead

and the hard surface of Zinc. It has the chemical inertness necessary to withstand gases and extreme weather conditions.

Pure Superba White is very white and stays white—will not crack, peel or blister. Will not blacken or turn yellow.

A Profitable White for You. Order To-day.

PURE SUPERBA WHITE

12 Cents
Per Pound



12 Cents
Per Pound

McARTHUR, IRWIN, LIMITED
MONTREAL ESTABLISHED 1842 TORONTO

MOORE'S HOUSE COLORS



Give Remarkable Satisfaction

The results that come from handling Moore's House Paints are an eye-opener to many dealers.

Sales are quicker, easier and more profitable; customers are more than satisfied. These features are emphasized in the large number of repeat orders that we receive and the continuous increase in our customer list. Join the ranks now.

Write for particulars of the "MOORE" proposition that swings profits your way.

Benjamin Moore & Co.
West Toronto, Canada Limited

If interested, tear out this page and keep with letters to be answered.

GRINDSTONES		Per 100 lbs.
Over 40 lbs. and 2 in. thick	2 15	
Under 40 lbs.	2 45	
Mounted No. 115, each	7 00	
Bi-Treadle, each	6 75	

HALTERS (SNAP AND RING)

Doz.

Russet rope shank, 1 in.	\$ 7 75
Russet rope shank, 1 1/4 in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1 1/4 in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1 1/4 in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1 1/4 in.	16 25

HALTERS (SISAL)

7-16 in. gross	(\$21.60; 9-16 in., \$22.50).
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HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13 1/2

HANDLES (WOOD)

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.

F.O.B. St. Thomas, London, Strathroy.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	8 05
Atlas, No. 2	8 50
Stearns, 4 in.	6 70
Stearns, 5 in.	9 25
Perfect, No. 1	10 45
Perfect, No. 1 1/2	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	7 00
Steel track, 1 1/4 in.	7 00-8 50

HEATERS (OIL)

No. 520 (120), each	\$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 620 (230), each	5 65
No. 660 (260), each	7 95

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	\$3 00	\$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60

8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch		14 40

Subject to discount of 20 and 10% off list.

Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	7 25
Over 14 in., per 100 lbs.	6 75
Extra hooks for above, % in., per lb.	7 1/4
Extra hooks for above, % in., per lb.	7

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

English

	Canadian	Fox
No. 2, per doz.	\$2 65	\$3 25
No. 3, per doz.	2 75	3 70
No. 4, per doz.	2 85	4 00
Little Giant	4 65	

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.90; No. 1 and smaller, \$5.15; show pattern, No. 2 and larger, \$5.15; No. 1 and smaller, \$5.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$5.35; No. 1 and smaller, \$5.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$6.75; special countersunk steel, all sizes, 0-4, \$7.25; toe weight steel shoes, all sizes, No. 1 to 4, \$7.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$2; No. 2 and larger, \$1.90; "Sharp" No. 2 and larger, \$2.10; "Sharp" No. 1 and smaller, \$2. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, 1/2 in., ft.	0 12
Corrugated, 3/4 in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.

F.O.B. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 90c gross.

IRON AND STEEL

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	17 50
72x30, 26 gauge, case lots	18 00
Less than case, 25c per 100 lbs. extra.	

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 25
Mrs. Potts, No. 50, nickel-plated, per set	1 35
Mrs. Potts, handles, japaned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs.	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated..	5 50
Princess Electric, each	3 20
Canadian Beaty Electric Irons, each	3 38
Gasoline Sad Irons each	3 75

LADDERS, ETC.

(Step Ladders) Per ft.

Shelf-lock	15c ft.
Ontario	20c ft.
Faultless	23c ft.
Mechanic	29c ft.
Hercules	26c ft.
Perfect	25c ft.
Faultless, extra heavy	28c ft.
Hercules, extra heavy	31c ft.
Mechanic, extra heavy	34c ft.
B.T. Standard	19c ft.
B.T. Economy	15c ft.
B.T. Iron Bound, 4-8 ft.	27c ft.
B.T. Iron Bound, 16 ft.	42c ft.
B.T. Iron Bound, 18 and 20 ft.	50c ft.
Crescent	18c ft.
Household	14c ft.
Standard	21c ft.
Electrician	26c ft.
Heavy duty	47c ft.
Extension	25c ft.
Common and Roped Extension	
Up to 32 ft.	18c ft.
34 to 44 ft.	20c ft.
46 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 22 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	14c ft.
18 ft. to 22 ft.	15c ft.
Chair ladders, each	2 00

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

Per doz.

Short Globe, doz.	8 50
Jumbo, doz.	10 00
Jap'd Dash, doz.	11 25
Search Dash, doz.	11 75
Searchlight, No. 20, doz.	19 59
All brass	24 75
Little Bobs	1 75 2 35
Copper, well japanned, doz.	14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast		0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby		2 75 2 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 55
Steel Thumb, No. 3, per doz.	2 10
Steel Thumb, No. 4, per doz.	3 70
Barn Door, No. 5, per doz.	2 10
Barn Door, No. 9, per doz.	3 20

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

List Each

Canadian	9 00
Downswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A.	16 50
New Century, style B.	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00

Seafoam, engine drive	44 00
New Idea, electric	131 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-Al	18 00
Blue Bell, without stand.	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
L.W. pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45, 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A.	8 50
B.T. Bonnie, style B.	9 00
B.T. Ideal	13 50
B.T. Ideal Power	15 00
B.T. Ideal Water Motor	25 40
B.T. Cyclone	12 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	92 00

Discount on B.T. Goods 45%. F.O.B. London, Ont. On shipments of three or more washers, freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

Per doz.

Tinsmiths', 2 1/2 x 5 1/2 in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	\$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch.	\$1	3 inch.	10c
1 1/4 inch.	.31	3 1/2 inch.	10c
1 1/2 inch.	.65c	3 3/4 inch.	10c
1 3/4 inch.	.40c	4 inch.	5c
1 7/8 inch.	.40c	4 1/2 inch.	5c
2 inch.	.30c	5 inch. base.	
2 1/4 inch.	.30c	5 1/2 inch. base.	
2 1/2 inch.	.15c	6 inch. base.	

6 1/2 to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Montreal, \$5.20 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, \$5.25 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B. factory points, carload freight allowed, \$5.02 1/2.

Sault Ste. Marie, Port Arthur, Fort William, \$4.90 base f.o.b. factory; no freight allowance.

Cut Nails — Montreal, \$5 base; Toronto, \$5.05 base; London, \$5; Hamilton, \$5.05. No equalization of freights.

Moulding, Flooring, Slatting, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Your Customers Want The Best Insecticide

And they want it at the lowest price possible. Are you prepared to meet that want?

■ The back-to-the-soil movement—the backyard garden plot—will bring you increased business if you have stocked the right material to assist in effective pest-fighting.



provides the economical way of destroying the insects and fungi that attack the garden and orchard. With the increased price in other chemicals Kalcikill points the way to bigger profits on a less costly article.

Kalcikill is best adapted to use with Bordeaux or Lime mixtures. The fine powder permits suspension in water and assures an even coating and sure death to all parasites.

Tell this to your customers, it means more sales for you.

The Canada Paint Company, Limited

572 William Street, : : Montreal



If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

Size.	C Brand.	Per box of 25 lbs.
No. 3		\$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00
No. 9		3 75
No. 10		3 75
No. 11		3 75
No. 12		3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

London, Hamilton, Montreal, Toronto.

Roofing nails, American, large head, keg, \$8.20.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.	48 inch.	60 inch.	72 inch.	84 inch.	96 inch.
12 inch...	\$1.80	\$ 6.20			
18 inch...	2.65	7.70			
24 inch...	3.40	9.20			
30 inch...	4.00	10.50			
36 inch...	4.75	12.00			
42 inch...	5.50				
1½ inch mesh and 19 ga. wire.	48 inch.	60 inch.	72 inch.	84 inch.	96 inch.
12 inch...	\$3.50	\$10.50			
18 inch...	5.00	12.00			
24 inch...	6.30	15.00			
30 inch...	7.75	18.00			
36 inch...	9.00				

1 inch mesh and 20 ga. wire.	48 inch.	60 inch.	72 inch.	84 inch.	96 inch.
12 inch...	\$ 4.00	\$12.00			
18 inch...	5.50	14.00			
24 inch...	7.00	17.00			
30 inch...	8.50	20.00			
(¾ inch mesh and 20 ga. wire.)	48 inch.	60 inch.	72 inch.	84 inch.	96 inch.
24 inch...	\$10.50	\$15.00			
30 inch...	12.75				
(½ inch mesh and 22 ga. wire.)	48 inch.	60 inch.	72 inch.	84 inch.	96 inch.
24 inch...	\$16.50	\$24.00			
30 inch...	20.10				

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30, 10% off list.

Montreal, 30% off list.

American netting, 30% off list.

POULTRY FENCING

	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83
Put up in 10, 20 and 30-rod rolls.	

OAKUM

	Per 100 lbs.
Best (American)	\$20.75-\$21.00
U.S. Navy (American)	20 00
Clipper, U.S.	17 00
U.S. Navy (English)	17 50
Plumbers (spun)	\$8.50-\$9.00

OIL

	Montreal	Toronto
Can. prime white		
petrol	0 17	0 16
Royalite	0 17	0 16
Palatine	0 20	0 19
Lampoline	0 17	0 16
Electrolite	0 20	0 19
Castor oil, per lb.	0 30	27-30
Black oil (Summer)	0 14	0 13
Black oil (Winter)	0 14½	0 13½
Cylinder Green	0 38	0 37½
Paraffine	0 21½	0 20½
XXX Machine	0 24	0 23
Fuel oil, bbls.	0 13¾	0 11
Fuel oil, tank cars.	0 12¾	0 09½

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	0 12
Coarse jute	0 09½
Square braided hemp	0 30
No. 1 Italian	0 38
No. 2 Italian	0 30

PAPER

	Per 400 ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 66
Resin sized, per roll	1 00
Tarred Fibre, No. 1 roll	1 25

Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred Felt, per cwt.	3 35
Asbestos Sheeting, (per 100 lbs.)	\$9.00-\$12.00
Carpet Felt, 16 oz., per 100	\$4.25-\$4.50
F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.	

PARERS	
Hudson, per doz.	\$9 00
Little Star, per doz.	7 20

PICKS (CLAY)		Rock	Clay
5 to 6 lbs., doz.	7 00	6 50	
6 to 7 lbs., doz.	7 25	6 75	
7 lbs., doz.	7 50	6 75	
7 to 8 lbs., doz.	8 00	7 00	
8 lbs., doz.	8 00	7 50	

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	\$8 50
4 doz. (cartons) 4½ in.	0 85

PIPE, STANDARD WROUGHT

Following prices are withdrawn. New list being compiled.

Buttweld—	Black	Galvanized	Per 100 feet
1½ in.	\$ 4 50	\$ 6 00	
1¼ in.	4 32	6 36	
1½ in.	4 32	6 36	
1½ in.	5 61	7 18	
1½ in.	7 02	9 14	
1 in.	10 37	13 52	
1¼ in.	14 03	18 29	
1½ in.	16 78	21 86	
2 in.	22 57	29 42	
2½ in.	36 27	47 03	
3 in.	47 43	61 58	
3½ in.	58 88	75 90	
4 in.	69 76	89 93	
Lapweld—			
2 in.	25 53	32 01	
2½ in.	38 03	48 26	
3 in.	49 73	63 11	
3½ in.	60 72	78 66	
4 in.	71 94	93 20	
4½ in.	83 82	108 60	
5 in.	97 68	126 50	
6 in.	126 70	164 20	
8 in.	166 60	213 00	
8 L. in.	175 00	223 80	
8 in.	201 60	257 80	
9 in.	241 50	308 80	
10 L. in.	224 00	286 40	
10 in.	288 40	368 70	

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.	
4½" and larger, 55%.	
4" and under, running thread, 40%.	
Standard couplings, 4" and under, 50%.	
4½" and larger, 30%.	

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain	List
2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 25% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra	Montreal	Toronto
heavy, 6" and under	%	%
8" soil pipe	55	50
Medium and extra heavy fittings, 6" and under	40	40
	60	50 & 10

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	\$ 2 00
O-Cedar, 12-oz. bottles, doz.	4 00
O-Cedar, 1-qt. can, doz.	10 00
O-Cedar, ½-gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00

Liquid Veneer—	
4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

PUMPS	
Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

RIVETS AND BURRS

Iron rivets, blacked and tinned, 20%; Iron Burrs, 20%. Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 32
Coal Tar, bbl.	\$4.50-\$5
Roofing Pitch, 75 to 85c per cwt.	
F.O.B. Toronto, London, Montreal.	

ROPE

	Lb.
Pure Manila basis	33½
British Manila basis	27½
New Zealand hemp basis	27½
Sisal basis	24½

Above quotations are basis prices ¾ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ¾ and down to 7/16 dia.—½c above basis; ¾ dia., 1c above basis; 1½ dia., 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	24½
Double lath yarn	25
Yacht marine, tarred	54
White polished halyards	30
Hemp, deep sea line basis	44
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Jute rope basis	16-17½
Italian rope basis	44
Cotton, ¼ in.	0 44½ 0 49½
5-32 in.	0 43½ 0 46
3-16 in.	0 41 0 43½
¼ in. and up	0 40 0 42
F. O. B. Toronto, Hamilton, London, Montreal.	

SANDPAPER

B. & A. sandpaper, 15% on list. B. & A. emery cloth, 5% on list.

SCALES

Champion—	Scale	Stamping
4 lb.	\$ 4 60	\$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lbs.	39 00	1 00
2000 lbs. Drop		
lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 15%. No discount allowed on stamping charge. F.O.B. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.	
Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½

Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	
Hexagon cap	

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4' passenger	10 00
Awning, ea.	5 00
Table, ea.	2 00

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10½ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, BLACK

	Montreal	Range
		100 lbs.
10 gauge		\$7 25
12 gauge		7 35
14 gauge		7 10
16 gauge		7 10
18-20 gauge		6 40
20-22 gauge		6 45
26 gauge		6 50
28 gauge		6 60

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED**Premier Galvanized**

Per 100 lbs. f.o.b. Hamilton and Toronto.

10½ oz.	\$ 8 80
U.S. 28	8 50
U.S. 26	8 20
22 and 24	8 05
18 and 20	7 90
14 and 16	7 75

Colborne Crown—16-20 gauge, \$9.05; 22-24 gauge, \$9.25; 26 gauge, \$9.50; 28 gauge, \$9.75. Less 25c in cash lots.

Apollo Brand. Montreal Toronto

14 gauge	8 40	7 35
16 gauge	8 40	7 45
18-20 gauge	8 60	7 60
22-24 gauge	8 80	7 75
26 gauge	9 00	7 90
28 gauge	9 40	8 20
10½ ozs.	9 85	8 50

Add 20c for less than ton lots.

Galvanized

B.W. Queen's gauge	Head	Fleur-de-Lis	Gorbals "best-best"
16-20	9 70	8 00	8 05
22-24	10 00	8 20	8 25
26	10 25	8 50	8 65
28	10 50	8 75	8 95
10½ oz.			9 30

Less 25c in case lots.

SHINGLES**Per square**

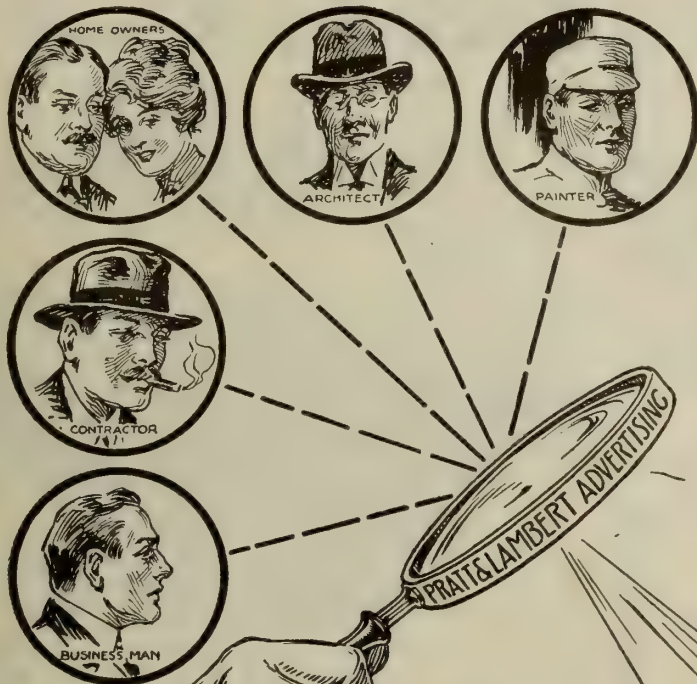
Standard galvanized	\$7 00
Shipping weight, 90 lbs.	
Standard painted	5 00
Shipping weight, 80 lbs.	
Discount 7½%.	

SIDING METAL

Standard galvanized	\$6 00
Standard painted	4 75

SOLDERING COPPERS.

All Concentrated on YOUR Store



HERE are the five largest buyers of varnish products. The business of any *one* of these classes means a great deal to you—but Pratt & Lambert Advertising does not stop there. By means of great national publicity and by other methods, Pratt & Lambert-Inc. bring the trade of *all five of these buyers* to the stores carrying the P&L Line.

Here's how
Pratt & Lambert Inc.
Brings this Business to you -

THROUGH national advertising in great magazines totaling *over six million*, the home-owner comes to look upon Pratt & Lambert Varnishes as the natural thing to buy. Personal letters, and advertisements in such publications as *Factory Magazine*, emphasize to business men the facts which they have already read in the magazines. Our Architectural Service Department continually writes letters to each of our country's ten thousand architects. Architects and contractors are also reached by P&L advertisements in the architectural publications. Seven times a year, seventy thousand painters eagerly absorb the helpful information in our painters' magazine, *Varnish Talks*; and the final effects of all these untiring influences can be focussed on YOUR STORE if you will make it a Pratt & Lambert store and let our store helps and selling methods direct YOUR SHARE of this huge business TO YOU.



PRATT & LAMBERT-INC.

Varnish Makers 68 Years
24 Courtwright St., Bridgeburg, Ontario

Factories
Bridgeburg, Ontario
Buffalo
Paris

Chicago
Hamburg

Get Your Share

of the great and growing sales from which P&L Dealers everywhere are getting Big Profits. Write for the Pratt & Lambert Dealer Proposition — and do it today — NOW!

Pratt & Lambert Varnish Proposition
Quality Sales Profits Repeats...

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur),
Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35%	20 and 10%	12½%
Draining Tools	35%	35%	
Hollow Back Scoops	15 and 10%		12½ and 5%
Hollow Backs, Sand Shovels and Coal Shovels	35%		12½%
Riveted Back Scoops	20%		20%

Jones Miners Spring Point

Riveted Shovels, Lists Nos.

42 and 43

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	1st Grade	2nd Grade	4th Grade
No. 2, black	\$19.00	\$16.50	\$12.00
Draining Tools, No. 2, black	19.00	18.00	
Hollow Back Scoops, No. 2, black	16.50		13.80
Sand Shovels, No. 2, black	16.00		11.50
Hollow Back Shovels, No. 2, blk.	18.00		10.50
Coal Shovel, No. 2, black	17.50		12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished	75c per dozen net
Half polished	50c per dozen net
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.	

Freight will be equalized on railway rates only.

SOLDER, BAR

See Weekly Report

STAPLES

See Wire Products.

SWEEPERS, CARPET Bissell's

Boudoir

Champion Nic.

Champion Jap.

Univ. Japd., cyco bearing.

Univ. N.P., cyco bearing.

Grand Rapid, Japd., ball-

bearing

Grand Rapid, N.P., ball-

bearing

Princess, N.P., ball-bearing.

Elite, ball-bearing

Am. Queen, N.P., ball-bear.

Parlor Queen

F.O.B. Toronto, London, Ham-

ilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.

Household Vac, doz.

Superba Vac, doz.

F.O.B. Toronto, Hamilton,
London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, ea.

Ontario, 2-passenger, ea.

Baby, ea.

"Quebec" 4-passenger, ea.

"Quebec" 2-passenger, ea.

TACKS Discount.

Wire Tacks

Revised Hardware Tack

List adopted Jan. 1,

1916

Double pointed tacks.

Shoe findings list adopted

April 23, 1917—Net list.

List of Capped Goods

adopted Jan. 1, 1916.

F.O.B. Toronto, Hamilton,
Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 33 1-3%

Sampson, 25 and 5%.

TROUGH (EAVE)

O. G. Square head and half round

Size in girth Per 100 feet

8 in.

10 in.

12 in.

15 in.

18 in.

Discount, 25%.

TRAPS (GAME)

See weekly report.

Victor No. 1

Jump, No. 1

Hawley & Norton, No. 1.

Newhouse, No. 1

F.O.B. Toronto, London, Ham-

ilton, Montreal.

TWINE (Binder)

500 ft.

550 ft.

600 ft.

650 ft.

TWINE (COTTON)

3-ply wrapping

4-ply wrapping

WOOD TUBS

No. 0, per doz.

No. 1, per doz.

No. 2, per doz.

No. 3, per doz.

VALVES %

Ground work

Compression work, standard.

High grade

Cushion work

Fuller work, standard.

High grade

Basin cocks, No. 0, standard.

High grade

Nos. 1 and 2, standard.

High grade

Bath Cocks

Standard

High grade

Roundway Stop and Waste

Cocks, standard

High grade

Steam Cocks

Standard

High grade

Radiator valves, standard.

High grade

Globe, angle and check valves,
standard

Do., high-grade

Patent quick opening valves

WARES, ETC.

Scotch Grey Ware, 60%.

Colonial, 30. 20%.

Imperial Ware, 30 and 20%.

Premier, 25%.

Canada Ware, 25%.

White Ware, 50, 17½%.

Japanned Ware, list.

Japanned Ware, White, list, plus

10%.

Plain and Jap. Sprinklers, list,

plus 5%.

Stamped Ware, plain, 50. 15%.

Stamped Ware, retinned, 50. 10%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 50,

15%.

Tinners' Trimmings, retinned, 50

and 10%.

Tinners' Trimmings, gen., 5%.

Milk Can Trimmings, list, plus

30%.

Cream Cans, Railroad, 5%.

Factory Milk Cans, list, plus 10%

Railroad Delivery Milk Cans,

12½%.

Pleced Ware, C.B., list, plus 30%.

Sheet Iron Ware, 7½%.

Pleced Ware, ordinary, list, plus

12½%.

Fry Pans, 50 and 10%.

Spiders, 30 and 10%.

Fire Shovels, 10%.

Steel Sinks, painted, 10%.

Steel Sinks, galvanized, 5%.

Light Galv. Pails and Tubs, list,

plus 10%.

Heavy Galv. Pails & Tubs, list.

Garbage Pails, list.

Balance Galv. Goods, list plus

10%.

Jap. Coal Hods, list, plus 7½%.

Galv. Coal Hods, list, plus.

Paper Lined Boards, 50, 5%.

Wood Lined Boards, 40, 12½%.

Elbows, 2½%.

Elbows, Galv., list, plus 12½%.

Elbows, Light, 5" and 6", \$1.70.

Elbows, Light, 7", \$1.85.

Stove and other Pipes, list, plus

10%.

Stove Pipe Thimbles, 50, 10%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus

10%.

Copper Tea Kettles, 3 doz. lots,

list.

Copper Tea and Coffee Pots, list,

plus 10%.

Copper Tea and Coffee Pots, in

3 doz. lots, list.

WASHERS, IRON.

Full box, 10%. Price less 50

lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Tor'to Lond'n Mont'l

Sectional, 1 lb.,

per 100 lbs.

Sectional, ½ lb.,

per 100 lbs.

Solid, 3 to 30

lbs., per cwt. 2 55 3 50 2 50

WEIGHTS, Horse, 6c lb.

WHEELBARROWS.

Navy, steel wheel, doz.

Garden, steel wheel, doz.

Light garden, each

WIRE PRODUCTS.

F.O.B. Toronto, London, Hamilton,

Montreal.

Cut Hay Baling Wire.

Per 100 lbs.

No. 9.

No. 10.

No. 11.

No. 12.

No. 13.

No. 13½.

No. 14.

No. 15.

Stovepipe Wire.

No. 18.

No. 19.

Hay Wire in Coils.

No. 14.

No. 15.

Smooth Steel Wire.

Nos. 0-9 gauge, base.

Extras over base sizes on

heavier gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No.

12, 30c; No. 13, 30c; No. 14, 40c;

No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled

wire, 10c; spring wire, \$2.50;

bright, soft drawn, 15c; charcoal

(extra quality), \$1.25; packed in

casks or cases, 15c; bagging and

paperings, 10c; 50 and 100-lb.

bundles in 25-lb. bundles, 15c; in

5 and 10-lb. bundles, 25c; in 1-

lb. hanks, 50c; in ½-lb. hanks,

75c; in 5-lb. hanks, \$1.

Fine Steel Wire.

List Price on Fine Steel Wire:

No. 17.

No. 18.

No. 19.

No. 20.

No. 21.

No. 22.

No. 23.

No. 24.

No. 25.

No. 26.

No. 27.

No. 28.

No. 29.

No. 30.

No. 31.

No. 32.

No. 33.

No. 34.

For prices of fine steel wire add

30% to above list.

Extra net.

List of extras in 100-lb. lots,

net.

Tinned wire, Nos. 17-25 ..

Nos. 26-31 ..

Nos. 32-34 ..

Coppered ..

Oiling ..

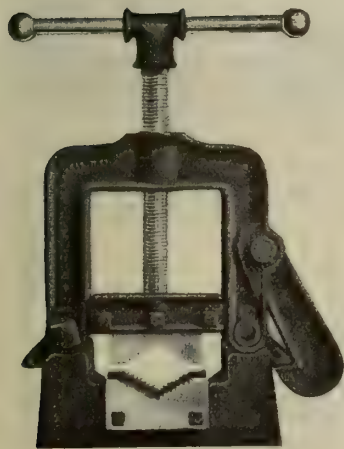
In 25-lb. bundles ..

In 5 and 10-lb. bundles ..

In 1-lb. hanks ..

In ½-lb. hanks ..

NATIONAL PLANES

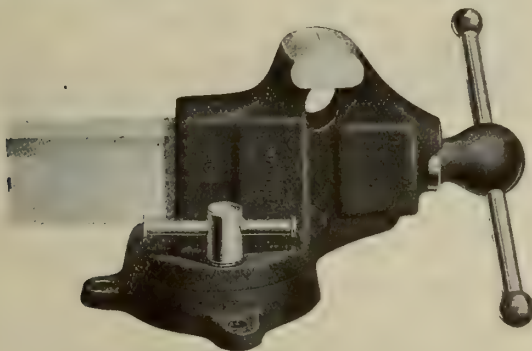


Malleable Pipe Vise

Three of our Best Lines

We guarantee every tool we manufacture to give satisfaction for the purpose for which it is intended. We will promptly replace, without cost, any parts broken or badly worn when due to faulty material or construction.

Write for Catalog and Discounts.



Machinist Swivel and Stationary Vises

**National Machinery and
Supply Co., Limited**
HAMILTON, CANADA

We offer for
**Prompt
Delivery**
In limited quantities
**WARRANTED PURE
LINSEED
OIL**



Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.00;
chilled, \$18.50; buckshot, \$17.80;
ball, \$18.20.

ANVILS

Peter Wright, 80 lbs. and up,
20c per lb.; clip horn, 21c lb.
Norris, 41 to 56 lbs., 15c; 57 to
70 lbs., 13½c; 71 to 83 lbs., 12½c;
84 lbs. and over, 12c.

AXES

Single Bit \$ 8 00 \$13 00
Double Bit 13 50 15 50
Broad axes 28 00 31 00

BARs, CROW. \$6.25 per 100 lbs.

BAR IRON

Bar iron, \$4.25; Swedish iron,
\$5; sleigh shoe, steel, \$5; spring
steel, \$6; machinery steel, \$6;
tool steel, octagon, 100 lbs.,
\$12.50.

BELTING

Rubber, 6 in. and under, 50 and
10%; over 6 in., 50%.
Agricultural or No. 1 leather
belting, 47½% off list.

Standard, 30, 10 and 5% off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.30 per lb.;
cut, \$1.45 per lb.; rawhide, sides,
\$1.25; cut, \$1.40.
Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ½ and smaller,
15%; 7-16 and larger, net list;
machine, ¾ and under, 15%; 7-16
and over, 5%; machine set
screws, 25%; plough bolts, 5%;
nuts, small lots, 3c advance
over list; case lots, 2c advance
over list; stove bolts, 50%; shaft
bolts, 5%; tire bolts, 30%;
sleigh shoe bolts to ¾, 5%; 7-16
and up, net list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, \$1.05 to \$1.65 per roll,
according to quality; plain, 80c to
\$1.50.

CHAIN

Coil, 3-16 in., \$12.50; ¼, \$9.75;
5-16, \$8.85; ¾, \$8; 7-16, \$7.75; ½,
\$7.50; 9-16, \$7.50; ¾, \$7.40; ¾,
\$7.25; Logging, 5-16, 9¼c; ¾,
8¾c; tie-out, 57½.

CHURNS

Barrel, No. 0, \$6.30; No. 1,
\$6.30; No. 2, \$7; No. 3, \$7.70; No.
4, \$9.10 each.

CLEVISSES, MALL. 13c. per lb.

COPPER.

Sheet and planished copper,
7c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½
in. round shank, 30%.

EAVETROUGH

Eavetrough, 8 in., per 100 ft.,
\$5.40; 10 in., \$6; 12 in., \$7.05.
Conductor pipe, 2 in., per 100 ft.,
ft., \$6.30; 3 in., \$7.60; 4 in., \$10.05.

ENAMELWARE

Canada, 20; Imperial, 30, 12½;
Premier, 20; Colonial, 30, 12½;
white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,
18c lb.; 10-lb. jugs, \$2.15 each; 24-
oz. bottles, \$4.35 doz.; 12-oz. bot-
tles, \$2.25 doz.

GALVANIZED WARE.

17½% advance on net list, ex-
cept heavy tubs and heavy pails,
which are 7½% advance on list.

GLASS, WINDOW Single Double
Up to 25 in. 8 75 12 75
26 to 40 9 75 14 75
41 to 50 12 50 16 50
51 to 60 13 00 17 25
61 to 70 14 00 18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., \$2.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 15%.
Corrugated Strap Hinges — 4,
\$1.25; 5, \$1.90; 6, \$2.65; 8, \$4.30;
10, \$6.35; 12, \$9.70.

Corrugated Tee Hinges — 4,
\$1.70; 5, \$2.60; 6, \$3.15; 8, \$5.50;
10, \$7.85; 12, \$11.10.

HORSESHOES

Iron, No. 0 to 1, \$5.90; No. 2
and larger, \$5.65; snowshoes, No.
0 to No. 1, \$6.15; No. 2 and
larger, \$5.90; steel, No. 0 to 1,
\$6.35; No. 2 and larger, \$6.10;
featherweight, \$7.50.

JACKSCREWS

30 per cent. off list.

IRON BAND.

1½ in., \$5.30; 1¼ in., \$5.30; 1
in., \$5.40.

	Apollo and	
	— "Fleur	
	Premier de L'Is"	
10¾ oz. or 28 Eng.	10 00	10 00
28 Am. or 26 Eng.	9 70	9 70
20 Am. or 26 spec.	9 40	9 40
24	9 25	9 25
22	9 25	9 25
18 and 20	9 10	9 10
16 Am.	8 95	8 95

IRONS, SAD

Common Sad Irons, 8 lbs.,
8c per lb.; 4 lbs., 10c per lb.
Mrs. Pott's No. 55, set..... 1 20
Mrs. Pott's No. 50, set..... 1 25
Mrs. Pott's common sad iron
handles, \$1.15 dozen. Mrs. Pott's
improved, \$1.50 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$5.50; per
doz., 75c; B, per case 6 doz.,
\$4.85; per doz., 90c.

LANTERNS

No. 2, plain 8 75
No. 20, X-ray 12 50
No. 22, Dash-board 11 25
Short Globe, doz. 8 75

LEAD PIPE, \$16.40.

LEAD WASTE, \$17.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, \$7.75; cutter, \$7.75.

NAILS

Wire, f.o.b. Fort William, \$5.20
base; Winnipeg, \$5.60 base. Cut
f.o.b., Winnipeg, \$6

NETTING. Poultry, 37½%.

Banner Netting, 24 in., \$3.50;
36 in., \$4.50; 48 in., \$5.25; 60 in.,
\$6.25; 72 in., \$7.

NUTS

Square, small lots, 3c advance
over list; case lots, 2c advance
over list; Hexagon, small lots
3c advance over list; case lots,
2c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher,
37c; "B" Castor machine oil,
24½c; Buffalo Engine gasoline,
35c; Buffalo "A" gas engine oil,
48c; Royal gasoline, 35c; Family

Safety coal oil, 20c; "Engoline"
engine coal oil, 16c; Summer
Black oil, 21c; Kelso engine oil,
45c; Electro oil, 45c; Royalite
oil, 16½c; Standard gas engine
oil, 44c; Prairie Harvester oil,
46c.

PAINTS

Stephens' Out White, \$3.35;
Stephens' House, \$3.10; Stephens'
Floor, \$2.70; Silkstone, \$2.65.

DRY COLORS

Yellow ochre, in bbl. lots, 3c;
less than barrel lots, 4c; golden
ochre, barrels, 4c; less than
barrels, 5c; Venetian red, barrels,
\$2.50; less than barrels, \$3.50;
American vermilion, 20c; Eng-
lish vermilion, \$3 per lb.; Cana-
dian metallic oxides, barrel lots,
3½c; English purple oxide, in
casks, 3½c; less quantities, 4c
per lb. Red lead, kegs, \$14; less
quantities, 16c.

PICKS, Clay, 6-7, \$7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¾ inch	\$ 5 16	\$ 7 50
¾ inch	5 23	7 57
1 inch	6 85	8 64
1 inch	8 60	11 02
1¼ inch	12 71	16 30
1½ inch	17 20	22 04
1½ inch	20 56	26 36
2 inch	27 65	35 45
2½ inch	44 42	56 74
3 inch	58 10	74 19
3½ inch	72 00	....
4 inch	85 32	....
4½ inch	100 87	....
5 inch	117 58	....
6 inch	152 63	....

PLASTER, Paris, per bbl., \$3.75.

PLATES, CANADA

18 x 21 per box, half polish,
\$8.50; full polished, \$9.50; 18 x
24, half polished, \$8.50; full pol-
ished, \$9.50; 20 x 28, half pol-
ished, \$8.75; full polished, \$9.75.

PLOW SHARES.....10c per lb.

POINTS

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PUTTY

100-lb. irons 4 50
25-lb. irons, per cwt. 4 80
1½-lb. tins 0 08

RIVETS AND BURRS

Iron rivets, 20 per cent.; cop-
per, No. 7, 66c lb.; No. 8, 66c;
No. 9, 69c; No. 10, 71c; No. 12,
76c.

Five-lb. assorted boxes, No. 8,
66c; No. 9, 69c; No. 10, 71c;
lb.

Copper Burrs, No. 7, 65c; No.
8, 66c; No. 9, 68c; No. 10, 71c;
No. 12, 76c.

ROPE

Sisal, 24½c base; pure Manila,
32c base; British Manila, 26½c
base; lath yarn, 24½c base; Afri-
can hemp, 26½c base; cotton rope,
¼ and over 46c.

Tarred Marline Hanks, per
lb., 31c.

SASH BALANCES (Caldwell.)
Net list.

SAWS, BUCC

Happy Medium, \$7.50; Watch
Spring, \$7.75; Lance Tooth or
Lightning Blades, \$8.25; New
Century, \$9.75.

SCREWS

Bright iron round head, 60%;
flat head, 65%; round head, brass,
25%; flat head, brass, 30%;
coach, 30%.

STEEL SHEETS, BLACK

10 gauge	8 25
12 gauge	8 25
14 gauge	8 00
16 gauge	8 00
18-20 gauge	7 80

22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H.,
Sqr. Pt., \$11.25 per doz.; D.H.,
Rd. Pt., \$11.25; L.H., Sqr. Pt.,
\$11.25; D.H., Rd. Pt., \$11.25;
Buildog and Jones, D.H., Rd. Pt.,
\$12.35; D.H. Sqr. Pt., \$12.35;
L.H., Rd. Pt., \$12.35; L.H., Sqr.
Pt., \$12.35; Black Cat and Cres-
cent Scoops—No. 4, \$12.30 doz.;
No. 6, \$13.15; No. 8, \$13.95; No.
10, \$14.80; Moose and Jones
Scoops, No. 4, \$13.60; No. 6,
\$14.40; No. 8, \$15.25; No. 10,
\$15.90 per dozen.

SOLDER. Per pound, 36 to 37c.

SPIKES

Pressed, ¼ in., \$4.65; 5-16,
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,
\$3.90.

STAPLES

Bright wire, per cwt., \$5.30 at
Fort William, \$5.70 Winnipeg;
galvanized staples, \$6.10 Fort
William, \$6.50 Winnipeg.

STEEL

Sleighshoe, \$5 base per cwt.;
plow, common, \$6; crucible
plow, \$7; angle, \$5.10; harrow,
\$5 base; east, octagon tool steel,
12½c base; square tool, 13½c
base; spring \$6; machine, \$6
base; tire, \$5.10. Mild, 3-16, ¼,
5-16, \$6.50 base; other sizes, \$5
base.

STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; ¾ in.,
\$4.35; ¾ in., \$4.25; 1 in., \$4; 1¼
in., \$4; 1½ in., \$3.75.

STEEL SQUARES

25 per cent. off list.

TACKS, Carpet, 70% off list.

TIES. Cow, 5%.

TIN AND TIN PLATE

20 x 28 I.C.	\$21 00
20 x 28 I.X.	22 50
20 x 23 I.C.	25 00
20 x 33 I.X.	26 75
Terne plates	17 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Lumnette, gal... \$2 20
Stephens Exalite, gal. 3 00

WASHERS

Iron, small lots, 5% + 75c; full
boxes, iron, 10% + 75c.

WHITE LEAD

Decorators' pure, ton lots,
\$15.55; less than ton lots, \$16.20.

WIRE BARS

Lyman, 4-point, \$4.20 f.o.b. Ft.
William, \$4.50 Winnipeg; Glid-
den Cattle, 2-pt., \$4.05 Ft. Wil-
liam, \$4.35 Winnipeg; Baker 2-
pt., \$4 Ft. William, \$4.30 Win-
nipeg; plain twist, cwt., Ft. Wil-
liam, \$4.25; Winnipeg, \$4.75;
plaid galvanized, Ft. William,
No. 9, \$4.85; No. 12, \$5.10; Win-
nipeg, No. 9, \$5.25; No. 12, \$5.50;
coil spring, Ft. William, No. 9,
\$5; No. 12, \$5.25; Winnipeg, No.
9, \$5.30; No. 12, \$5.55.

Patented screen in 100-ft. rolls,
\$3 per hundred sq. ft.; in 50-
ft. rolls, \$3.10 per 100 sq. ft.

WIRE, PLAIN

Rale ties, 14 gauge, single loop,
\$7.20 Winnipeg; \$6.80 Fort Wil-
lia.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, \$6.70; 10, \$6.75; 12, \$6.90;
14, \$7.10; 15, \$7.25; 16, \$7.40 per
100 lbs.

WRINGERS

Royal Canadian, \$47.65 per doz.;
Eze, \$51.50 per doz.; Bicycle,
\$57.80 per doz.; Ajax, \$115.40 doz.



Reinforcing Bars for Concrete

Shipment from Mill or Stock

Medium Steel, Square Cold Twisted, sizes from $\frac{1}{4}$ to $1\frac{1}{4}$ inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from $\frac{1}{4}$ to $1\frac{1}{4}$ inches, lengths up to 60 feet.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

Now is the time to protect yourself against the ever-increasing prices.

SMALL ANGLES

From $\frac{3}{4}$ " x $\frac{3}{4}$ " x $\frac{1}{8}$ " to 2" x 2" x $\frac{1}{4}$ " in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from $\frac{3}{16}$ " to 1" thick, in stock now.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED

THE "W & B" LINE OF SCREW WRENCHES MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



"W & B" Wood Handle Grips, Length open 6 to 14 inches.



"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 86 on request.

Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company
ST. CATHARINES, ONTARIO
ESTABLISHED 61 YEARS

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, \$7.40
per 100 lbs.; 5 lb. packages, \$7.20
per 100 lbs.; white, 2½ lbs., \$6.80
per 100 lbs.; 5 lbs., \$6.60 per 100
lbs.

BEESEWAX

Small quantities, per lb... 0 50
Larger quantities, per lb... 0 45

BLUE STONE

Montreal Toronto

Per lb. 16-20 16-22
London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. \$1 35
Weighted, 20 lbs., doz. 1 60

COATING

Cement Coating \$2 55 2 75

COLORS (DRY)

Per lb.

Raw Umber, 100 lb. keg. 5-12c
Burnt Umber, 100 lb. 5-12c
Raw Sienna, 100 lb. kegs. 5-12c
Burnt Sienna, 100 lb. kegs. 5-12c
Imp. green, 100 lb. kegs. 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs. 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02½
Spruce ochre, 100 lb. kegs. 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL, PURE

Venetian red, 1 lb. tins.
pure 0 15
Indian red 20-26
Chrome yellow, pure 40-45
Golden ochre, pure 20-22
French spruce ochre, pure. 16-18
Chrome green, pure 18-26
French permanent green,
pure 0 26
Signwriters' black, pure. 25-36
Marine black, 5-lb. irons. 0 17
Lampblack 0 25

DRIERS

Patent 25-lb. tins, 11c lb.; pat-
ent 1 lb. tins, 18c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel,
Anchor Floorlustre
O.P.W. Sunshine White ..
Jas-per-lac floor enamel ..
Jas-per-lac art enamel
Martin's Enamel
Mooramel

FILLER

Gal.

Luxeberry Enamel \$5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE

Per lb.

Demi-johns, 50 lbs. 0 20
\$1.10 for demi-john extra.

GLUE

Per lb.

French medal
English common sheet 30-35
English prima 0 38
White pigfoot 0 40
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags 35-38
Gelatin, 112 lb. bags. 45-60
Ground glues, 112 lb. bags—
No. 1 30-32

GLASS

Single Double

	Thick	Thick
(Under 25)	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 90	22 75	
85 to 90	24 35	
91 to 94	25 00	
95 to 100	29 00	
101 to 105	32 00	
106 to 110	37 00	

Toronto, London and Hamilton:
—Single or Double Thick, 10 to
15% off above; 50 cases or over,
open cut lights, 50 and 5%.

Montreal:—Single or Double
Thick, 10%; 35 cases and over,
open.

GLASS, PLATE

Discounts below apply to plate
glass list.

Montreal city price 25 and 5
per cent. off list; country, 20 and
5%.

Toronto, Hamilton and London,
city price, 20% off; country dis-
count, 20 and 5% off.

F.O.B. warehouse on orders up
to \$75 gross list value. Orders
over \$75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots.
Less than ton lots are 30c per
100 lbs. higher than quoted be-
low.

Montreal Toronto

C.P. Lily Pure	\$15 55	\$15 75
Anchor, Pure	15 55	15 75
Crown Diamond	15 55	15 75
Green Seal	15 55	15 75
Tiger Pure	15 55	15 75
Ramsay's Pure	15 55	15 75
Moore's Pure	15 55	15 75
O.P.W. Dec. Pure	15 55	15 75
Red Seal	15 55	15 75
Decorator's Pure	15 55	15 75
O.P.W. English	15 50	16 00
Elephant Genuine	16 15	16 35

B.B. Genuine Lead, less than
tons. \$17.45 Toronto; \$17.25 Mont-
real. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound
casks, per cwt. 13 50 13 50
Genuine, 100-pound
kegs, per cwt. 13 87½ 15 00
Less quantity 0 16

LEAD, ARSENATE OF

Per 100 lbs. Dry Paste

1-lb. tins	\$31 50	\$22 75
2-lb. tins		21 75
5-lb. tins	29 50	17 50
10-lb. tins	28 50	
25-lb. casks	28 00	16 25
50-lb. casks	27 50	15 75
100-lb. casks	27 00	15 25
300-lb. casks		15 00
600-lb. casks		14 75

F.o.b. Toronto, Montreal and
Hamilton.

MURESCO

Tints in 5 lb. packages, per 100
lbs., \$6.60. White in lb. pkgs.,
per 100 lbs., \$6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

Toronto, Montreal

Elephant White	\$ 3 20
Elephant Colors	2 80
B.H. English white	\$3 30
B.H. English, colors	3 05
Minerva White	3 10
Minerva Colors	2 30
Crown Diamond, white	3 05
Crown Diamond, colors	2 80
Fresco Tone, white	2 95
Fresco Tone, colors	2 75
Moore's House Colors	2 75
Moore's Floor Paint	2 45
Moore's Egyptian Paint	2 20
Moore's Sani-Flat	2 35
C.P.C. Pure, white	3 30
C.P.C. Pure, colors	3 05
O.P.W. Can. Brand, white	3 05
O.P.W. Can. Brand, colors	2 85
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 95
O.P.W. Flat Wall, colors	2 75
Ramsay's Pure, white	3 15
Ramsay's Pure, colors	2 85
Martin-Senour, 100% white	3 30
Martin-Senour, 100% colors	3 05
Martin-Senour Porch Paint	3 05
Martin-Senour New-Tone, white	2 85
Martin-Senour New-Tone, colors	2 65
Senour's Floor Paint	2 65
Sherwin-Williams, white	3 30
Sherwin-Williams, colors	2 05
Flat Tone, white	2 80
Flat Tone, colors	2 65
Lowe Bros. H.S., white	3 30
Lowe Bros. H.S., colors	3 05
Mellotone, white	2 95
Mellotone, colors	2 75
Sanitone, White	2 65

Per 100 lbs.

	Mun- ro's	C.P. Co.	Ber- gers
600-lb. bbls.	\$53 75	\$51 50	
250-lb. kegs.	53 75	54 00	54 75
100-lb. drums.	54 75	55 00	55 75
50-lb. drums.	54 75	55 00	55 75
25-lb. drums.	55 00	55 25	56 00
1-lb. 100s. pks.	57 00	57 25	58 00
½-lb. 100s.	59 00	59 25	60 00
1-lb. 100s. tins.	58 00	58 25	59 00

Prices f.o.b. Toronto, Hamilton
London and ¼ less in Montreal.

PARIS, PLASTER

Per bbl. \$3 00

PASTE WOOD FILLER

Pound

1 lb. cans	0 14
2 lb. cans	0 14
5 lb. cans	0 12
10 lb. cans	0 11½
25 lb. cans	0 11

Standard

Less than tons
Montreal Toronto

Bulk, in casks	3 55	3 65
Bulk, 100-lb. drums 4 00	4 10	
Bulk, 25-lb. drums 4 10	4 20	
Bulk, 12½-lb. irons 4 35	4 45	
Bladders, in bbls. 4 35	4 35	

Ton lots standard are 20c per
hundred pounds less.

Pure Putty, \$1 cwt. advance.
London and Hamilton prices
same as Toronto.

SHELLAC

Pure White, gal., \$3.70 to \$4.00
Pure Orange, gal., \$3.50-\$3.65.
Gum shellac, TN, 62-65c. lb.;
finest orange, 70-72c.; finest white,
70-76c. lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 40
Cumoff	2 40
O.P.W. Presto	2 50
Lingerwett	2 90

TURPENTINE

Montreal Toronto

See weekly report for prices.

SLATING

Gal.

Liquid Slating, B.B.

VARNISHES

Per gal cans

Gold Medal	\$ 2 05
Maritime Spar	4 25
B.-H. Stovepipe Varnish, ½ pints, per gross.	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor.	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil.	1 60
Jasperite Floor Finish.	2 25
M-S Marble-ite Floor	2 77
M-S Wood-Var	2 77
M-S Finest Interior	3 25
M-S Durable Spar	3 90
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Sear-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 15
Luxeberry spar	4 50
Ramsay's Universal	2 40

WATER PAINTS

Opalite, 300 lb. bbls.	0 15½
Opalite, 100 lb. kegs.	0 14
1 gal. package, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white 0 05½	
Coralite, 5-lb. pkgs., colors 0 06	

WASTE (POLISHING)

Cream	0 21½
Extra Quality XXX.	0 18½

WASTE, WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLGR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORING WIPING

XX Quality	0 16½
XA Quality	0 15
X Quality	0 14
Quality I.	0 14
Quality II.	0 10
Quality III.	0 09
Quality IV.	0 08½

WASTE, WOOL PACKING

Arrow	25
Axle	20
Anvil	16
Anchor	11

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade dis-
count for quantity.

WAX

Per lb.

C. P. Floor Wax	0 35
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	44-46
Johnsons	44-46
Gold Medal	0 30
Ramsay's	0 30

WHITING

Paris white	\$2 75
Plain, in bbls.	2 50
Gilders, bolted, in bbls.	2 65

Per 100 lbs.

WOOD ALCOHOL

Per gal.

In gallons	\$1 55-1 75
Barrels	1.35-1.65

\$4 extra for barrels.



**THE
DOUGALL
VARNISH
CO., LIMITED**

**J. S. N. DOUGALL
PRESIDENT.**

**MONTREAL
CANADA.**

Associated with
Murphy Varnish Co.
U. S. A.

"THE VARNISH THAT LASTS LONGEST"

IF YOU FEATURE Dougall Varnish

the results will soon be evident to you.

We specialize in varnishes and make nothing else. We have a varnish for every purpose and each one exactly suited to the purpose for which it is made.

Will you allow us to assist you in building up a bigger business in varnishes?

**The Dougall Varnish Co., Limited
MONTREAL**

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



W. C. T. U. BUILDING,
TORONTO.



HAVELOCK COURT APARTMENTS,
TORONTO.

If You Build Well, Paint Well.

YOU have got to paint your home, in order to insure it against the weather. Paint resists the destructive action of sun, wind, rain and snow. Of course the better you paint, the longer you are protected.

MARTIN-SENOUR

"100% PURE" PAINT

(Made in Canada)

is the greatest known protector of wood against weather because it is guaranteed to be made only of pure White Lead, pure Zinc Oxide and Pure Linseed Oil.

You insure your home against fire—perhaps against lightning and burglary. Insure it against wear and weather by painting it with "100% Pure" Paint—the cheapest because it covers more surface per gallon and lasts years longer.

If you are painting this spring, call or write for a copy of "Town and Country Homes" and "Harmony In Neu-Tone"—our books on home decorating. Free—of course.

95

Dealer-Agent's Name Here

This shows the exact size and style of a series of advertisements which are appearing in the largest list of newspapers, magazines, farm and religious journals ever used by a paint company in Canada.

These advertisements will continue to appear all through the Clean Up and Paint Up season, and Martin-Senour Dealer-Agents will reap the benefit by obtaining the greater share of the paint and varnish business in their territory.

If interested, tear out this page and keep with letters to be answered.



The Big Spring Drive

Martin-Senour Dealer Agents have been provided with stocks of highest quality products, and we are as usual at the front with the greatest sales co-operative plan ever launched. Our spring mailing folder is now in the hands of tens of thousands of property owners and prospective paint buyers throughout the whole Dominion.

A series of booklets has been provided for the purpose of aiding those about to paint, in the selection of color schemes and the treating of different surfaces. These booklets have been widely distributed to those who requested them by using the post card enclosed for such purpose in our Spring Mailing Folder. Notification is sent to all Martin-Senour Dealer-Agents, of enquiries received from their respective territories, thus putting them in touch with a great number of real paint prospects.

Martin-Senour exterior and interior displays consisting of special window trims for 100% pure paint—window trim and counter display for Wood-Lac Stain—lithographed showcards—large field signs—outdoor fibre signs—color slat signs for 100% Pure, Senour's Floor, Carriage and Auto Paint and Wood-Lac Stain—together with numerous other features, are all provided with a view to lending every possible assistance to each Martin-Senour Dealer-Agent to help him win more paint business.

Learn to use all our co-operative selling helps and it will surprise you how much business will come your way.

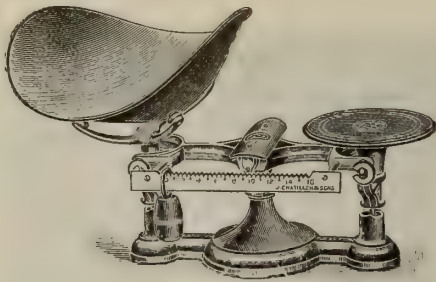
Those dealer-agents who have in the past made good use of the selling helps provided them have good reason to realize the truth of the statement that Martin-Senour Paints and Varnishes are the easiest and most profitable to sell.



The MARTIN-SENOUR Co.
 LIMITED
 PRODUCERS OF PAINTS AND VARNISHES
 MONTREAL
 WINNIPEG TORONTO HALIFAX



If interested, tear out this page and keep with letters to be answered.



A Scale for Every Customer

With every sale a profit to you and satisfaction to the purchaser.

Since 1835 we have been making a complete line of scales second to none.

Scales for every purpose in every style and capacity—strong, durable and accurate.

They will bear the most critical government inspection.

It is profitable to handle a line which renders such satisfaction and, moreover, our prices are right.

Ask your jobber about Chatillon Products or write for illustrated catalogue, prices and details.

JOHN CHATILLON & SONS

85 Cliff Street

New York City

Have You Sold "Cleveland Grindstones" To Your Farming Trade?

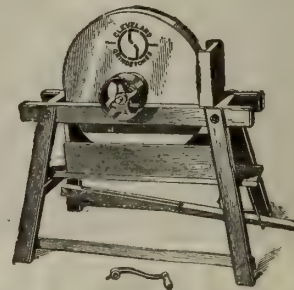
On the farm a good grindstone is a necessity—in use every day. Benefit the farmer and yourself by handling these superior goods. Progressive farmers who keep their machinery in order need a "Cleveland Grindstone." They really sharpen—that's the secret of their popularity.

There are good profits as well.

The Cleveland Stone Co.

LEADER-NEWS BLDG.

CLEVELAND, OHIO



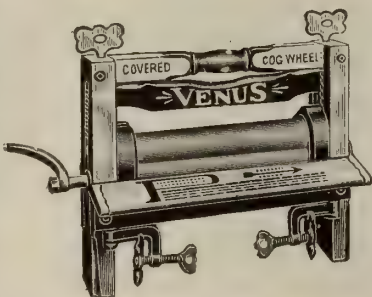
Have You Seen This Line of



ARROW
BRAND

Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—

Complete trade information on request.

CUMMER-DOWSWELL

LIMITED

HAMILTON

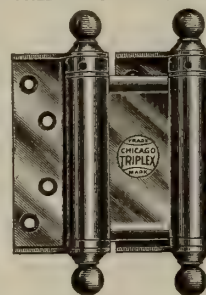
CANADA

TRADE
CHICAGO
MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

If interested, tear out this page and keep with letters to be answered.



—there are scores of table tops that should be protected with plate glass

There is a rapidly growing demand for plate glass tops for dining, parlor and bedroom tables; for dressers and dressing tables as well as for kitchen cabinets.

This is found business for you if you can get the housewives of your town to protect their fine furniture in this way. Get them to use plate glass over a covering of chintz—gives a handsome effect.

Estimates furnished free—write for attractively illustrated display card to hang in your store window.

EXCELSIOR PLATE GLASS CO.

Glass Importers and Mirror Manufacturers

189 QUEEN STREET EAST, TORONTO

A Fine Belt Dressing



THERE is no need to put up with the mess and waste of semi-fluid Belt Dressings when you can get so efficient and economical a Dressing in solid form as

"STICK"

"Stick" gives an excellent gripping surface and can be used

without waste. Its economy and convenience appeal strongly to manufacturers and engineers.

Ask your dealer for "STICK" Belt Dressing, or write us direct in the first instance for a sample, which will be sent Free.

Jas. MacNeill & Sloan, Limited
ST. ENOCH WORKS, GLASGOW

"Star Spiral" and "Hercules"

Two Favorite Brands of

SASH CORD

Jobbers keep well supplied with these two brands of sash cord. They find it necessary—these are favorite brands and big orders have to be filled promptly.

Hercules Brand

This is moderately priced sash cord and is much used for general purposes. It is sold in large quantities and gives satisfaction. It is incomparable in price, and this factor, coupled with its utility, make it a big seller. Put in a big stock of this easy-selling cord.

Star Spiral Brand

You'll know this brand by the blue spiral strand running through the cord. There is not a better grade of Sash Cord in the market. It is made of a high quality Cotton with great tensile strength.

Dealers should recommend Star Spiral for use with extra heavy sash.

**JOBBER ALWAYS CARRY
BIG STOCKS**

Made in Canada

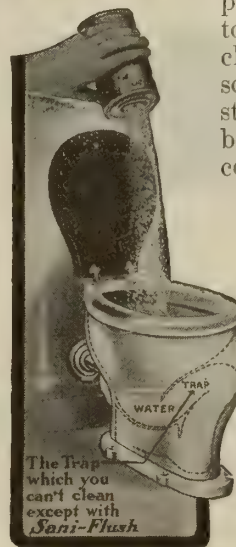
Sani-Flush

Appeals to the Housewife

Every woman who takes any pride in her housework wants to keep the water-closet bowl clean. She has found that scouring has little effect on the stain. Caring for the toilet bowl is disagreeable and discouraging drudgery.

Then the woman learns about **Sani-Flush**. How it keeps the bowl snowy white, sanitary and odor-free. No more dipping of water or scouring. Don't you think she will be enough interested to try it?

You can make extra profit by acquainting your customer with the good features of **Sani-Flush**.



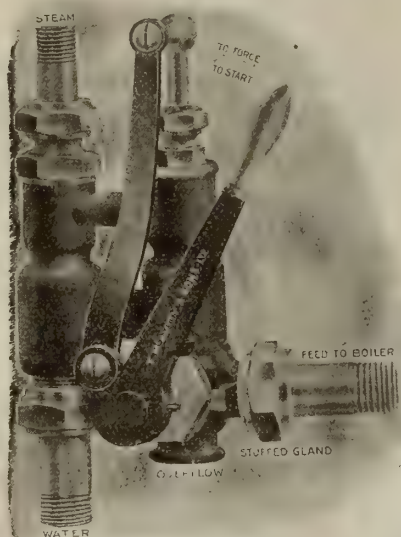
The Trap which you can't clean except with **Sani-Flush**

HAROLD F. RITCHIE & CO., LTD.

10-12-14 McCaul Street, Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

"McAVITY" Model 90 BOILER FEEDER



A Simple Movement Starts or Stops it.

"McSHANE" Straightway Swinging CHECK VALVE



Exterior View



Interior View

For Use Upright or Horizontally.

**T. McAVITY & SONS
LIMITED**

*Hardware and Metal Merchants,
Brass and Iron Founders*

St. John, N. B. - - Canada
Montreal - - - - - Winnipeg

Simonds Saws

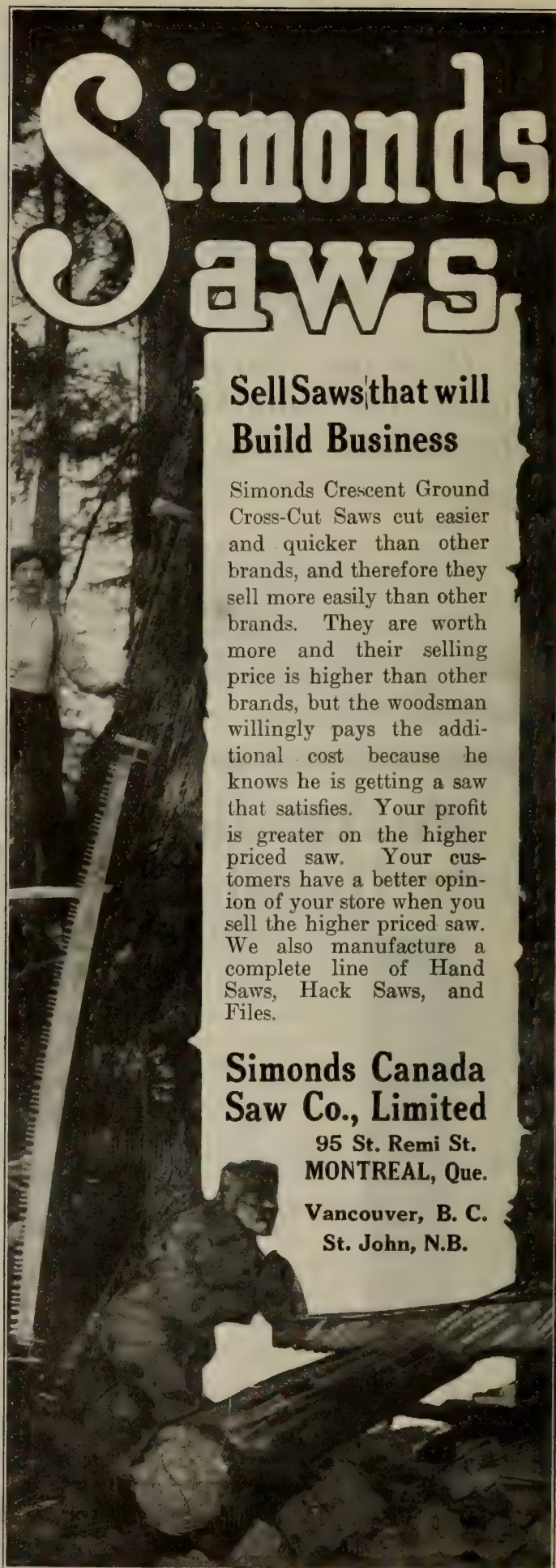
Sell Saws that will Build Business

Simonds Crescent Ground Cross-Cut Saws cut easier and quicker than other brands, and therefore they sell more easily than other brands. They are worth more and their selling price is higher than other brands, but the woodsman willingly pays the additional cost because he knows he is getting a saw that satisfies. Your profit is greater on the higher priced saw. Your customers have a better opinion of your store when you sell the higher priced saw. We also manufacture a complete line of Hand Saws, Hack Saws, and Files.

**Simonds Canada
Saw Co., Limited**

95 St. Remi St.
MONTREAL, Que.

Vancouver, B. C.
St. John, N.B.



Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe
Plates; Sheared and Punched
Plates; Malleable Washers and
Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.



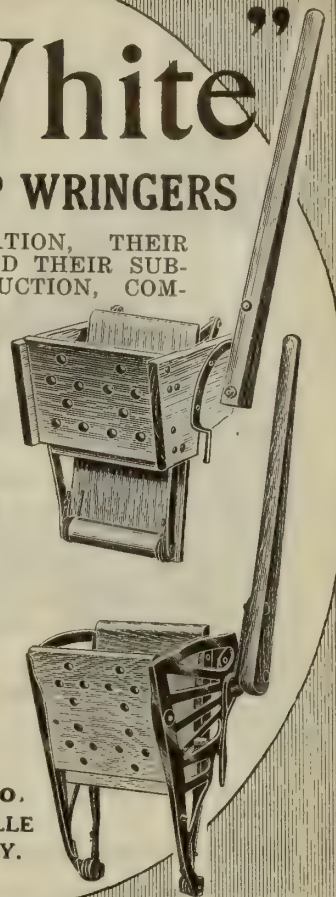
"White" MOP WRINGERS

EASE OF OPERATION, THEIR
GREAT UTILITY AND THEIR SUB-
STANTIAL CONSTRUCTION, COM-
BINED WITH THEIR
PRICE, MAKES THE
WHITE MOP
WRINGER A RAPID
SELLER.

Made of malleable iron
and the best of hard
woods — Maple or
Birch. Fits any kind
of pail and wrings the
mop thoroughly.

It has more than one use
—often used for fruit and
vegetable presses and
works perfectly. The ad-
vent of the White Mop
Wringer proved a boon
to the housewife—it sells
itself and is a good
profit-maker.

**White Mop
Wringer Co.**
FULTONVILLE
N.Y.



The All-Metal Frost King —the low-priced refrigerator for small households and summer camps

NO matter how small the home or how large,
there's room for the "Frost King" — the
three-room flat or the fifteen-room mansion has
need of one.

It is so light that one person can move it around
at will; is strong, neat and attractive, easily
cleaned and sanitary.

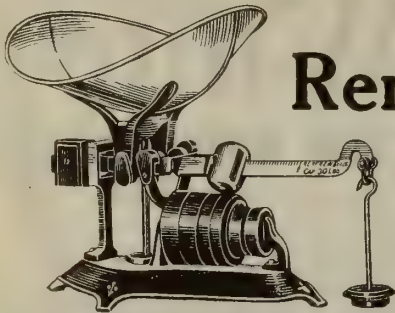
The "Frost King" is constructed on the most
scientific principle used in refrigerator manufacture. It is
compact, and being built so that a vacuum is created between
the ice chamber and the outer walls, it is economical on ice,
and the temperature is always low.

Note the construction and the handsome appearance of the
"Frost King." You should sell scores this summer. Write
to your jobber, or direct to us.



Soren Bros., Toronto, Ont.

If interested, tear out this page and keep with letters to be answered.



The Renfrew

Household
Scale

Capacity
 $\frac{1}{2}$ oz. to 30 lbs.

Capture This Ripe Business!

Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is guaranteed accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.



KEYSTONE METAL CASE STAPLED BROOM

(Patented)

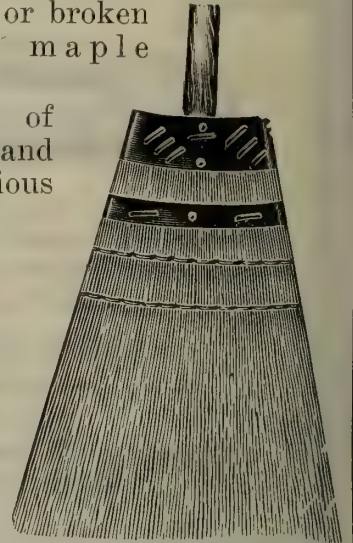
A really excellent Canadian-made broom for heavy work. Cannot be pulled or broken from the heavy maple handle.

Write for prices of all corn or corn and bamboo in various weights, to

**Stevens-Hepner
Co., Limited**

Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.



High Quality TOOLS

that you'll find
very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.



PEERLESS ORNAMENTAL FENCING

LOOK YOUR TOWN OVER

and you will then realize the big trade you can easily get by showing the "Peerless" line of heavy, open hearth steel wire fencing.

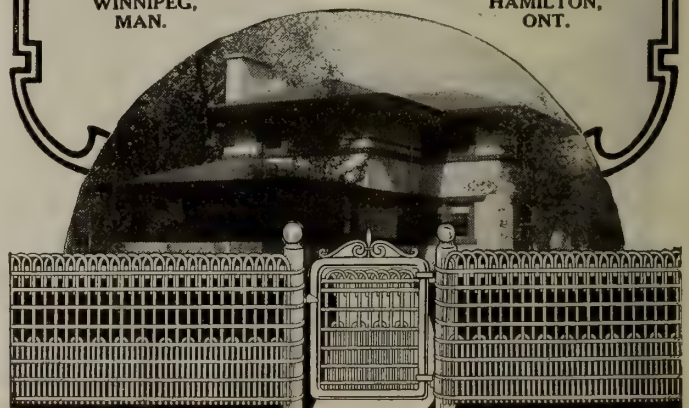
Your customers will be surprised to know how inexpensively they can surround their property with a strong, durable, yet highly ornamental fence.

You can easily afford to send a man out to take orders. Let us tell you about it.

Send for Dealer's Proposition

Get our Catalogue showing the beautiful designs for lawns, parks, cemeteries, etc. Also farm and poultry fencing and gates. There's a big fence trade waiting for you. WRITE TODAY.

The Banwell-Hoxie Wire Fence Co., Ltd.,
WINNIPEG, MAN. HAMILTON, ONT.



JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

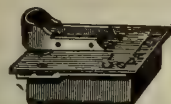
Original Patentees and Manufacturers of
**CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE
DOOR SPRINGS**



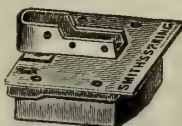
5753 IRON
3 in. 4/9
4 " 7/-
5 " 9/6



5355 IRON
4 in. 28/-
5 " 39/-
6 " 48/-



5754 BRASS
3 in. 7/6
4 " 10/6
5 " 14/6
per pair.



5356 BRASS
4 in. 48/-
5 " 68/-
6 " 78/-
per dozen.

2401
With 2 in.
Shoe,
21/- each.

2860
With 2 in.
Shoe,
28/6 each

Manufacturers of every description of

**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully
Executed.

Our new Catalogue, fully illustrated, mailed free on
application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W.,
Toronto.

Western: W. T. McArthur & Co., 1128 Homer St., Vancouver,
B.C.

"EASY MONEY"

SELLING THE

PULL-EASY

**ADJUSTABLE GARDEN
CULTIVATOR**

There's going to be an extra big
call for garden tools. People who
never turned their hand to the rake
and the hoe before are going to
cultivate this year to meet the high
cost of living. They will be looking
for the best implements. Then it
behoves the dealer to stock up
with

**Pull-Easy Adjustable Garden
Cultivators**

There's a lot of "Easy Money" to
be made selling it. It sells on
sight. It does the work easier and
more thoroughly than the ordinary
rake or hoe, and as to adjusting
it is simplicity itself. Cultivates
any width from 7 to 18 inches.
Makes a pleasure of work.

If you are not selling them now,
ask your jobber. If he can't supply
you, write to factory.

Send for our special spring dealer's
proposition



The Pull-Easy Mfg., Co.

136 Barstow St. - Waukesha, Wis.

Canadian Agents: John B. Keeble & Co. 53 Yonge St. Toronto

IF YOU DON'T

SELL

KASENIT

Case Hardening Compounds
you are missing a

GOLDEN OPPORTUNITY

of making a satisfied
repeat customer of a
PROFITABLE LINE

SOLE MANUFACTURERS

KASENIT LIMITED

**8 & 9 LUDGATE SQUARE
LONDON, ENGLAND**



AGENTS WANTED



**NOW IS THE TIME
TO STOCK**

"Rock" Wall Board

"Rock" Wall Board meets the demand
for a good dependable board at low
cost. It is not a cheap board, but a
high quality material at a reasonable
price. A board that will sell where
good work is required. Sold in sheet
48 in. wide by 6-7-8-9-10 and 12 ft.
long. Have a supply ready for the
building season trade.

We also have a large stock of Building
Paper, Ready Roofing, and other lines
of building materials.

**IMMEDIATE SHIPMENT OF ALL
THESE LINES FROM STOCK**

Walter Belyea

Successor to the Late
**THOMAS BLACK
WINNIPEG**

*Kindly Mention This Paper When
Writing Advertisers*

If interested, tear out this page and keep with letters to be answered.



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



Ask Us For Wrapping Papers

10,000 Rolls and Reams

and

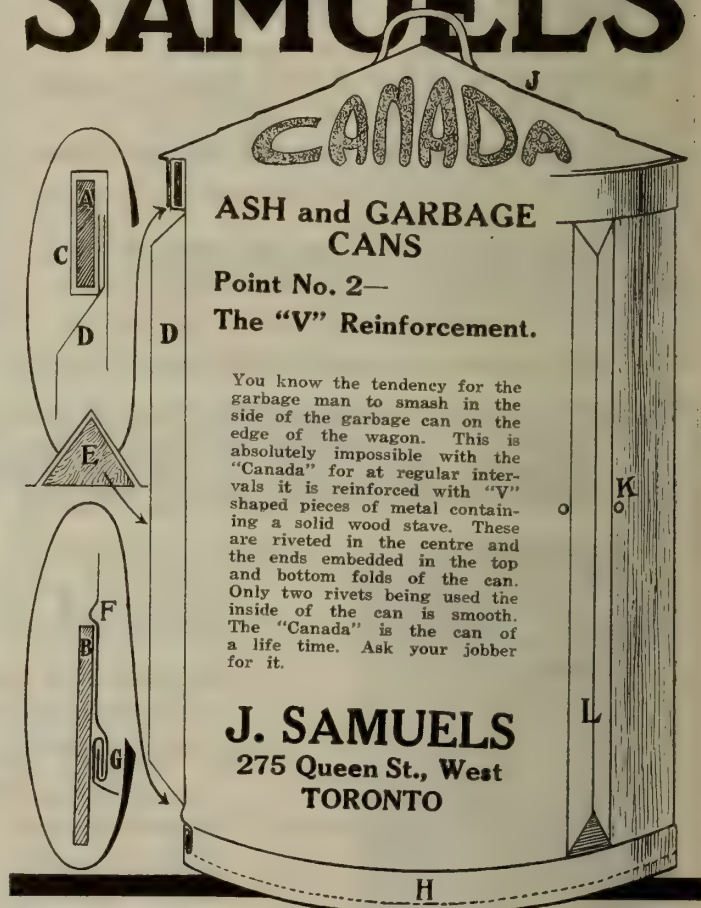
Twines

Very large assortment.

Walter Woods & Co.

Hamilton and Winnipeg

SAMUELS



ASH and GARBAGE
CANS

Point No. 2—

The "V" Reinforcement.

You know the tendency for the garbage man to smash in the side of the garbage can on the edge of the wagon. This is absolutely impossible with the "Canada" for at regular intervals it is reinforced with "V" shaped pieces of metal containing a solid wood stave. These are riveted in the centre and the ends embedded in the top and bottom folds of the can. Only two rivets being used the inside of the can is smooth. The "Canada" is the can of a life time. Ask your jobber for it.

J. SAMUELS

275 Queen St., West
TORONTO

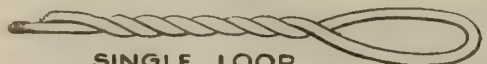
Headquarters for High Carbon Bale-Ties and Baling Wire

Also Manufacturers of

NAILS and WIRE
all Kinds



CROSSHEAD



SINGLE LOOP



The Laidlaw Bale-Tie Company, Hamilton, Canada

A. T. Diggins, Stair Bldg., Toronto, Ont.
Harry F. Moulden, Winnipeg, Man.

H. E. O. Bull, Montreal, Que.
Geo. W. Laidlaw, Vancouver, B. C.

As a Practical Man

it would interest you to see "Famous Five" files being made.

You would be satisfied with the quality of our steel; the processes of shaping, annealing, grinding, cutting, hardening and sand-blasting would convince you of the efficiency of the finished product.

And you would have confidence in our method of testing each file before it leaves the factory.

Specify them when ordering.

They are:



"IDEAL" FENCE

is sold to the farmer

"THROUGH THE DEALER ONLY"

If you have not ordered your FARM FENCE for spring, you will be interested in our new

"IDEAL" SPECIAL SALES PLAN

which allows you to compete with "Mail-Order Houses." No investment—no handling—no collections—you make a profit on every sale.

Full particulars sent on request.

The McGREGOR-BANWELL FENCE CO., Ltd.
WALKERVILLE, ONT.

Two Good Ladders The Hercules The Faultless

The **HERCULES** is absolutely the strongest and safest stepladder made. Will carry a weight of 3,000 lbs. Steps and top wide and strongly trussed.

The **FAULTLESS** is a great favourite with electricians, plumbers, painters and paper hangers, because it is so reliable. Has wide steps and is very strongly and carefully made.

Our catalogue describes these ladders at great length and illustrates other ladders and woodenware specialties. Send for it. It is useful and can be made profitable.



HERCULES



FAULTLESS

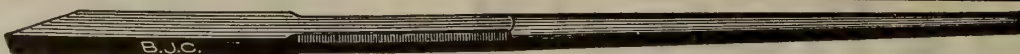
The Stratford Mfg. Co., Limited

STRATFORD, CANADA

If interested; tear out this page and keep with letters to be answered.

CROWBARS

No. 102-A—CHISEL POINT

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

TARRED FELT**SPECIFY
DOMINION BRAND****J. H. McCOMB, LIMITED**Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar**MONTREAL****FORSTNER BITS**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. **THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE.** That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

**C. KLOEPFER, LIMITED**

EDWARD HALLORAN, General Manager

IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

Aluminum
Cooking Utensils.
Electric
Plates and Heaters.
Electric
Coffee Percolators.

The Louis McLain Company, Ltd.

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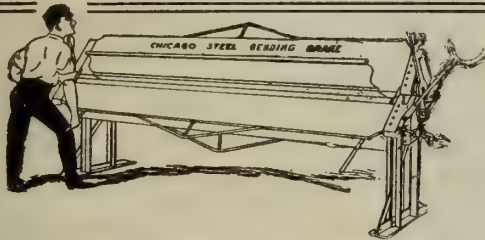
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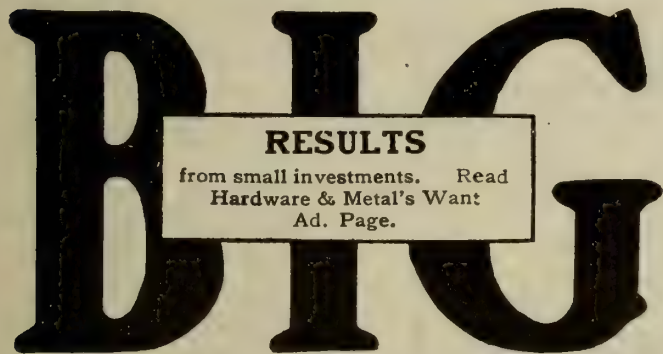
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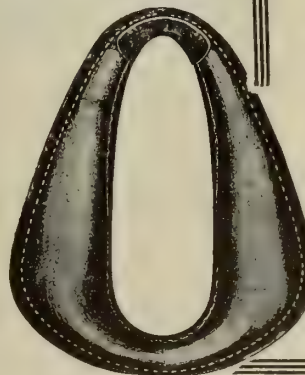
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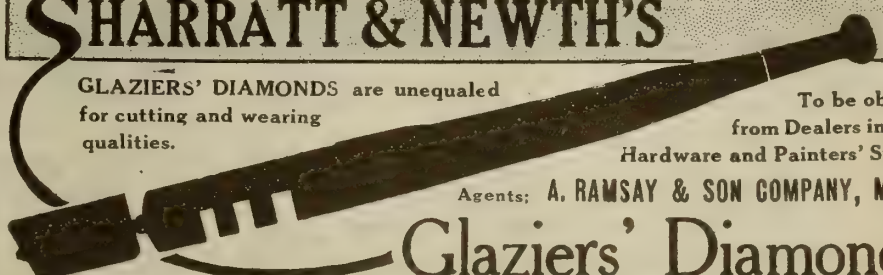
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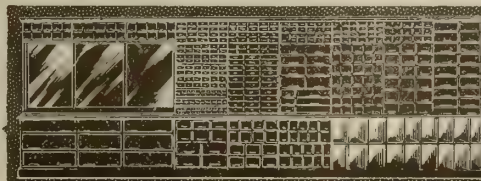
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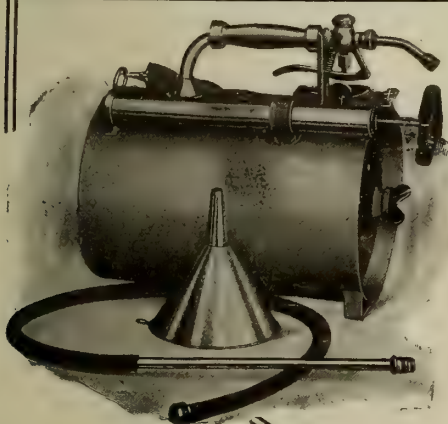
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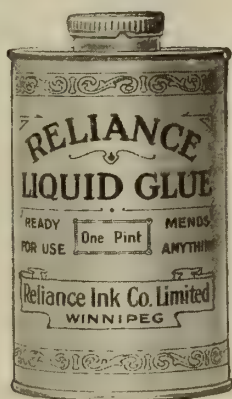
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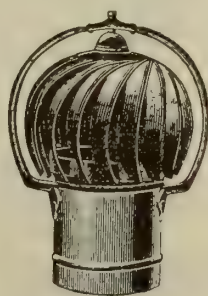
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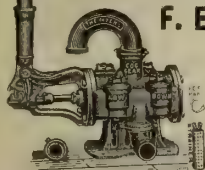
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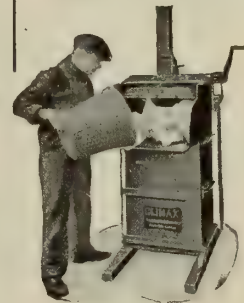
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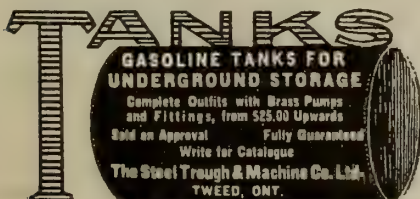
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A condensed ad. in this paper will bring replies from all parts of Canada.

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXTURES that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Ask us for an estimate for your next sign.

W. H. STEVENSON
Stevenson Building, Toronto

No Need to Stock Heavily

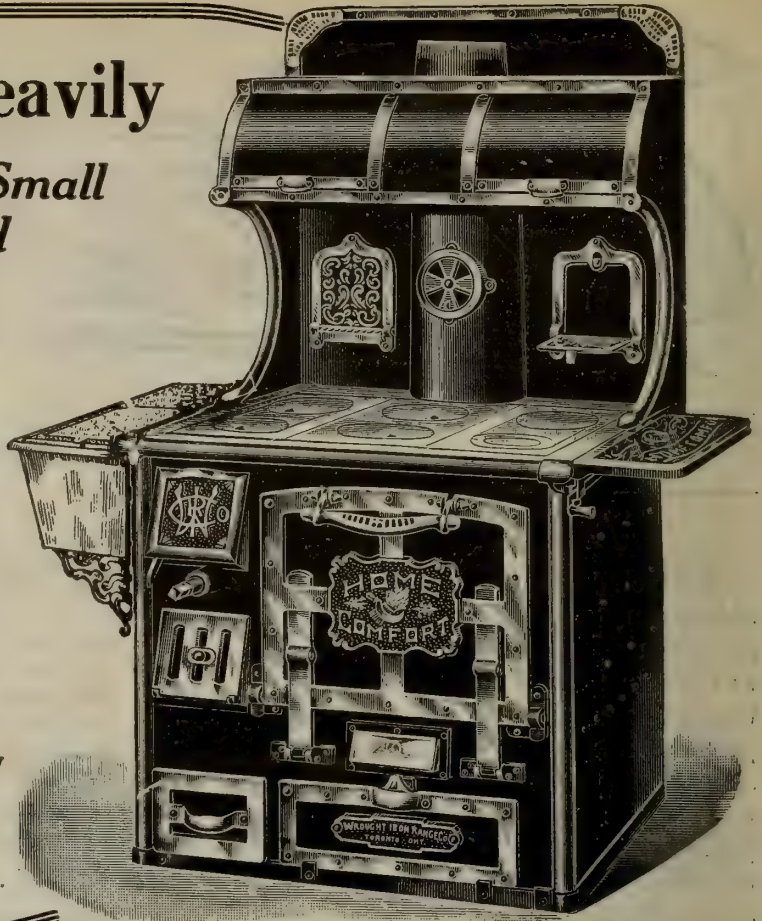
Only Small Space and Small Investment Required

The "Home Comfort" Range has a record—a good sales record and its career is still robust. For 20 years this range has given entire satisfaction to thousands of customers and so correct are the principles of its construction that there has been no need for any change. This range is Canada's favorite—particularly in Western Canada where it has many friends—users in all Canada total over 50,000. This mighty army are spreading its praise and making selling easy for you. The Home Comfort is made only in one style. It takes little space and requires but a small investment to enable you to display the range and take your orders making a nice profit.

Write for our agency proposition.

**Wrought Iron Range Company
of Canada, Limited**

Office: 151 King St. West TORONTO, Ont. Factory: 22 Orillia St.



Material, Workmanship and
Complete Satisfaction guar-
anteed.



A line backed by over
sixty years' experience.

ATKINS

STERLING STEEL

Hand Saws and Trowels

A portion of the Atkins line. Made specially for the best mechanics and admirers of fine tools.

They satisfy in every respect and command a higher profit.

Sterling Steel and Atkins Sales co-operation cause a demand.
Are you ready to meet it?

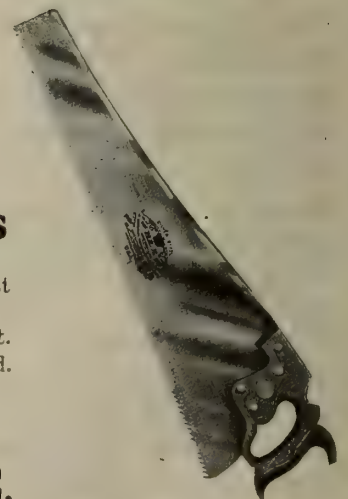
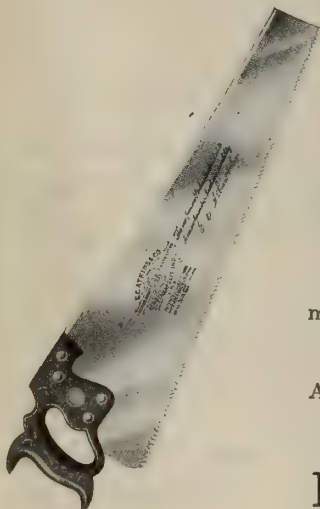
Ask for co-operation proposition "H. M."

E. C. ATKINS & CO., INC.

Sterling Steel Saws and Tools—Made in Canada

Factory: HAMILTON, ONT.

VANCOUVER BRANCH: 109 Powell St.



If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

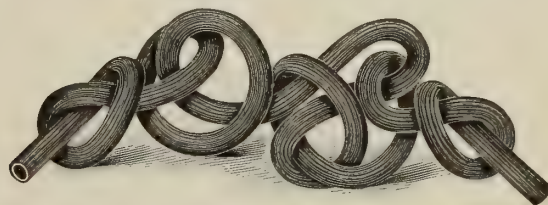
MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
heavey made.

"Multiped"

The Garden Hose That Doesn't Kink

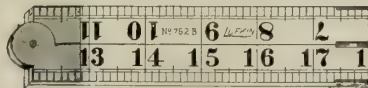
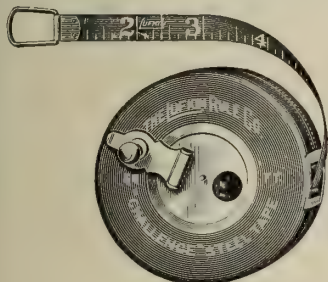


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY
STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

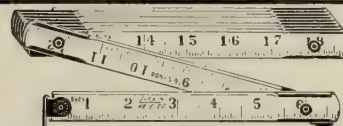
GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver



BOXWOOD RULES

MEASURING TAPES



SPRING JOINT WOOD RULES

On these lines

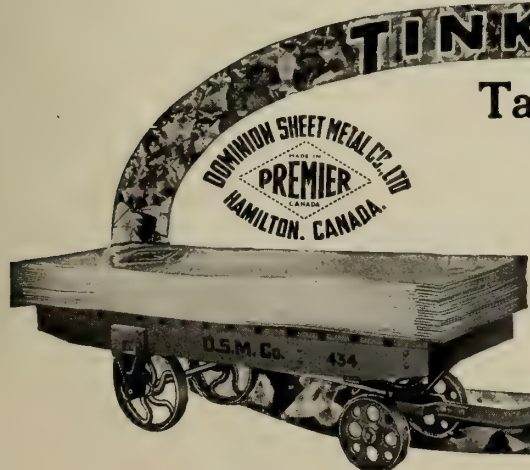
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

LUFKIN GOODS

can give you the very best of service and satisfaction.
ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR
ACCURACY AND FAULTLESS SERVICE.
STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.

Talk Number Ninety-nine



Buy now your needs for the rest of 1917 in the way of Ash Sifters, Pails, Oil Cans, Garbage Cans—in fact anything made of Galvanized Sheets. The best makers can furnish these from "PREMIER" (Made-in-Canada) material. Get your orders in now you'll not regret it.

Look for Talk No. 100 next week.

TINKER TOM.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA



The New De Luxe Gift Sets



COMMUNITY PLATE In Leather Finish Cases



COMMUNITY GIFT CHEST makes a stunning window feature. Something entirely new and an ideal article for your gift trade. In appearance these chests are far superior to anything in the market. They are covered with finest imported seal grain leatherette and lined with blue silk and velvet. Filled with Community Plate they make a wonderfully attractive display.



Don't fail to order now

ONEIDA COMMUNITY, LTD.
NIAGARA FALLS, ONT.

HARDWARE AND METAL

Vol. XXIX.
No. 19.

CANADA

May 12,
1917.

Publication Office:
TORONTO, CANADA

PAINTS

VARNISHES

EXPORT
Number



Canada's
Most
Popular
Paint

Easiest
and
Most
Profit-
able to
Sell

STAINS

CORRESPONDENCE
INVITED

Address

Head Office,
MONTREAL, CANADA

ENAMELS



Save Breakages On Your Whips!

dries out
and becomes
brittle.

On this point hinges
the superiority of

FLEXO-SPRING WHIPS

After being turned to shape, and before the sap has a chance to dry, the rattan is protected by **O'Brien's Rubberized Coating**, which is brushed on in such a way as to form an artificial bark. This coating keeps the sap in the rattan indefinitely. That is why **Flexo-Spring Whips** permanently retain their flexibility. They cannot deteriorate in stock.

Over the rubberized coating Flexo-Spring Whips have an English cushion outer cover, double plaited. This forms a durable protection from wear and weather.

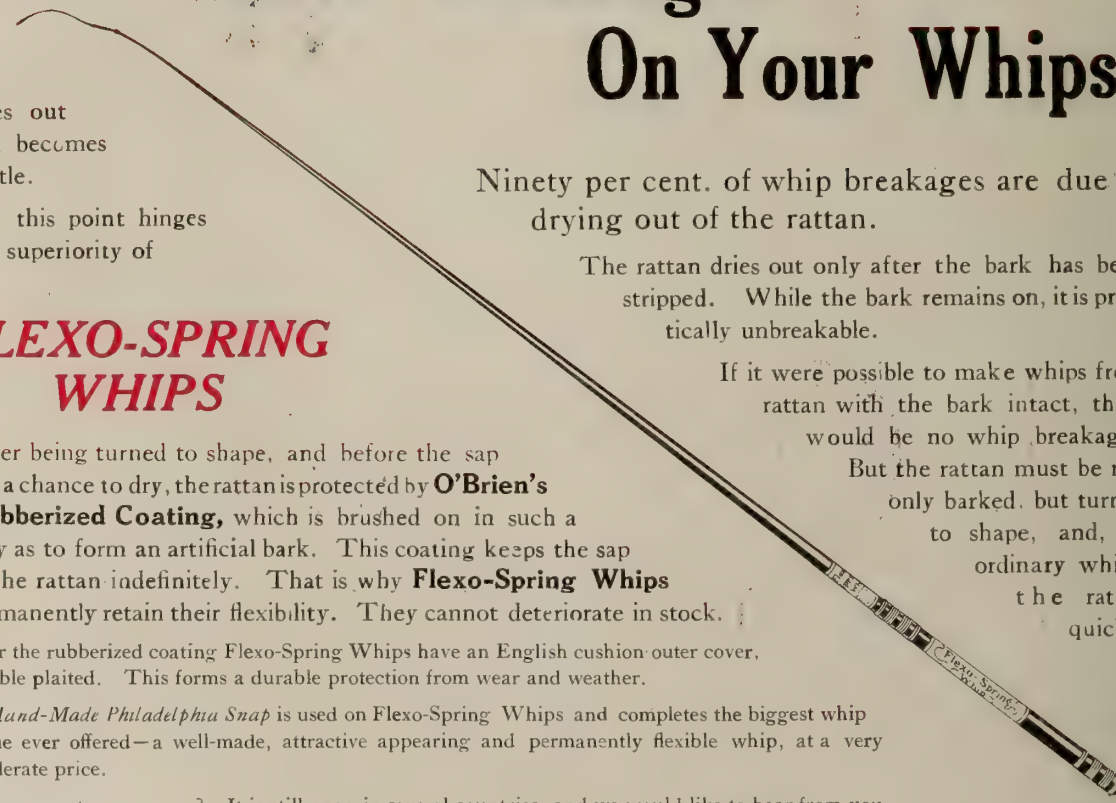
A *Hand-Made Philadelphia Snap* is used on Flexo-Spring Whips and completes the biggest whip value ever offered—a well-made, attractive appearing and permanently flexible whip, at a very moderate price.

Do you want our agency? It is still open in several countries, and we would like to hear from you.

Ninety per cent. of whip breakages are due to drying out of the rattan.

The rattan dries out only after the bark has been stripped. While the bark remains on, it is practically unbreakable.

If it were possible to make whips from rattan with the bark intact, there would be no whip breakages. But the rattan must be not only barked, but turned to shape, and, in ordinary whips, the rattan quickly



HAMILTON WHIP COMPANY

MAKERS OF WHIPS AND LASHES

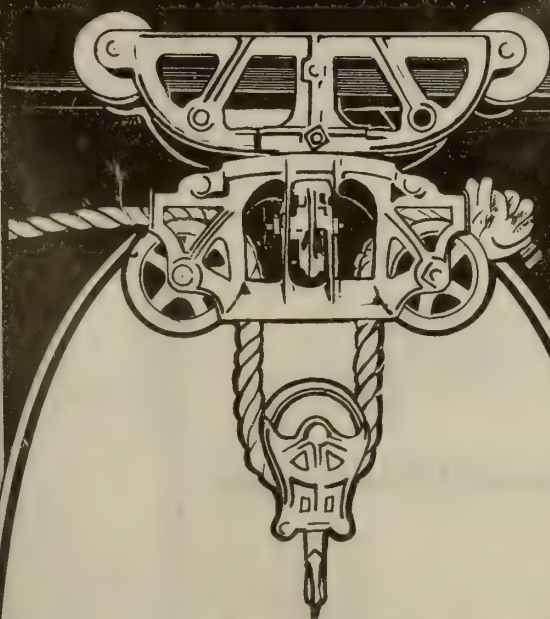
HAMILTON

∴

∴

CANADA

Agents for Australasia: **B. Singer & Company, Sydney, N.S.W.**



Get Your Share of the Profits

Take advantage of the shortage of labor to sell hay carriers. In this way you can make money out of the next crop long before it is cut. When help is so scarce every farmer must have a satisfactory hay carrier in his barn. If he hasn't he'll never get his crop in.

BT Hay Tools

BT stands for Best

Order BT Hay Cars, for they are stronger, heavier and more reliable than other cars. The tendency today is to throw out the light, cheap cars and replace them with the more reliable heavier outfits. More BT Hay Tools are sold four times over than all other makes combined, for we have bought out most of the firms who made hay tools in this country. You can depend upon prompt shipment, which is most important, for no farmer can wait for his hay carrier after the rush of harvest starts. Check over your stock now. See that you have cars, track, hangers, rafter brackets, pulleys, rope. Order now. The dealer who has the goods is the man who will get the business.

Beatty Bros.,

Limited

Head Office: FERGUS, ONT.

Winnipeg, Man., Edmonton,

Ata., Montreal, Que.,

St. John, N.B.

BT Hay Tools

P. & W. Co. SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

**Pratt & Whitney Company
of Canada, Limited**

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of
Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

**Yale
Products**

Padlocks

**Night
Latches**

**made in
Canada**

**Door
Closers**

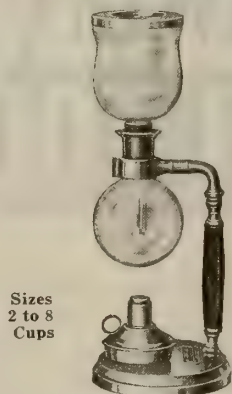
**Builders'
Hardware**

It means something for a dealer to be able to guarantee the goods he sells—and to know the maker stands back of them. The Yale line means just that—as every Yale dealer knows.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

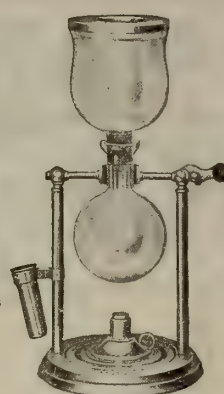
Plain Glass Bowls and Funnels, Nickel-Plated Frames



Sizes
2 to 8
Cups



Sizes
2 to 8
Cups

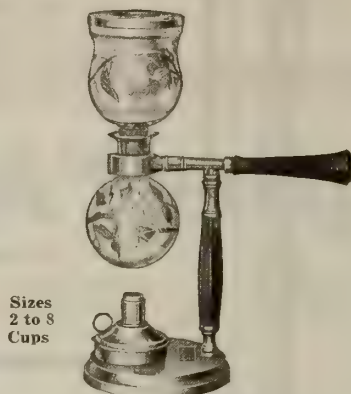


Sizes
4 to 8
Cups

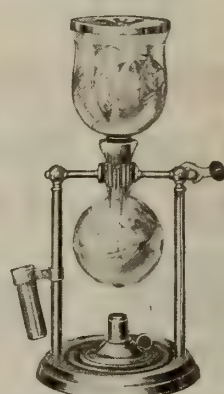
Silver Deposit Bowl and Funnel, Silver-Plated Frames



Sizes
2 to 8
Cups



Sizes
2 to 8
Cups



Sizes
4 to 8
Cups

Delicious After-Dinner Coffee UNIVERSAL CAFÉNOIRA

A new and fascinating addition to the line of Universal Home Needs is illustrated in the novel device for making perfect coffee shown above.

The method of straining the ground coffee through a filter in the Cafenoira accounts for the exceptional clearness and flavor of the beverage. In this way is accomplished a saving of fully a third in the amount of coffee which need be used.

The fact that the construction is almost entirely of glass adds to its interest on the table and the sanitary principle also assures the purity of the flavor.

Throughout the well equipped hotels in Canada and in the States the Cafenoira has already been adopted.

Its principle is correct, the prices reasonable and the demand a steadily growing one.

LANDERS, FRARY & CLARK

New Britain, Conn.

A. MacFarlane & Company, Montreal, Canadian Representatives

If interested, tear out this page and keep with letters to be answered.

DISSTON BRAND TOOLS

That Last For GENERATIONS



Extensive General Advertising

FOR

DISSTON

SAWS AND TOOLS

WAS BEGUN

MARCH 17th

This Disston advertising is going to make new customers for Disston products, because it is going to increase vastly the number of buyers who know the name of Disston and what it stands for.

Send in Your Orders NOW.

WE ARE HEADQUARTERS FOR DISSTON GOODS.

LEWIS BROS.

LIMITED

MONTREAL

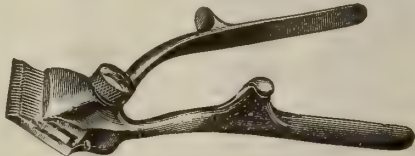
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for board and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



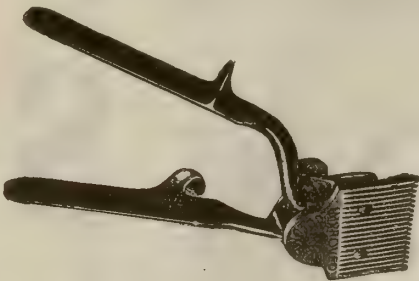
STANDARD No. 0, No. 1 and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

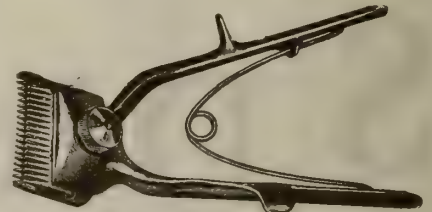
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.

Davidson's Japanned Water Coolers



THE Season is approaching when your customer will be looking for a Water Cooler. Japanned and Handsomely decorated. Fitted with Nickel-Plated Faucets.

These Coolers are made in six sizes as follows: Gallons 2 - 3 - 4 - 6 - 10 - 15

The Thos. Davidson Manufacturing Company, Limited
TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

**THE UNITED STATES OF AMERICA
PANAMA-PACIFIC INTERNATIONAL EXPOSITION
SAN FRANCISCO, MCMXV.**

CELEBRATING THE OPENING OF THE PANAMA CANAL
THE INTERNATIONAL JURY OF ARTS AND SCIENCES HAS CONFERRED A
COLLABORATOR'S MEDAL OF HONOR to **ROBERT B. CARNAHAN, JR.** in connection
with the exhibit of **The American Rolling Mill Company** for a metallurgical invention,
whereby **PURE IRON** is produced on a commercial scale in the basic open hearth furnace.
The resulting product is characterized by a high degree of:

<p>CHEMICAL PURITY RUST-RESISTING PROPERTY</p>	<p>ELECTRICAL CONDUCTIVITY</p>	<p>WELDING QUALITY ENAMELING PROPERTY</p>
--	---------------------------------------	---



PANAMA

EDUCATION
AGRICULTURE
MINING
ARTS & SCIENCES
MANUFACTURES
TRANSPORTATION

Leadership

Chemical
Purity
Rust
Resisting
Quality



Welding
Enameling
Quality
Electrical
Conductivity

International Tribute to Armco Iron

The American Rolling Mill Company
MIDDLETOWN, OHIO



The trade mark carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

**Armco Iron Blue Annealed Sheets and Tank Plate, Black, Galvanized
Polished and Special Finish Sheets, Roofing
Pipe and Metal Lath**

Branch Offices at New York, Chicago, Cincinnati, Pittsburgh, Atlanta,
Cleveland, Washington, Detroit, St. Louis and San Francisco.



No. SC 935

Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609

Corrugated Strap Hinges " " "	SC 935
Corrugated Tee Hinges.. " " "	SC 937

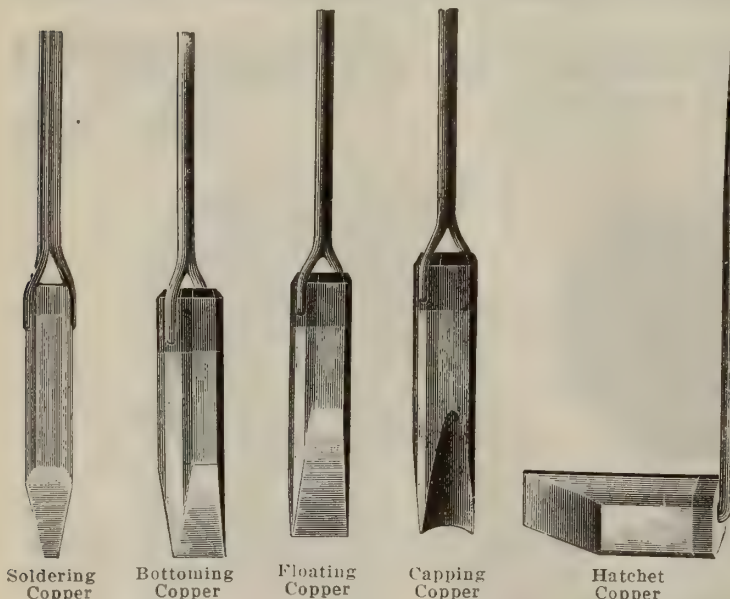
Don't forget the prefix "SC" !

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

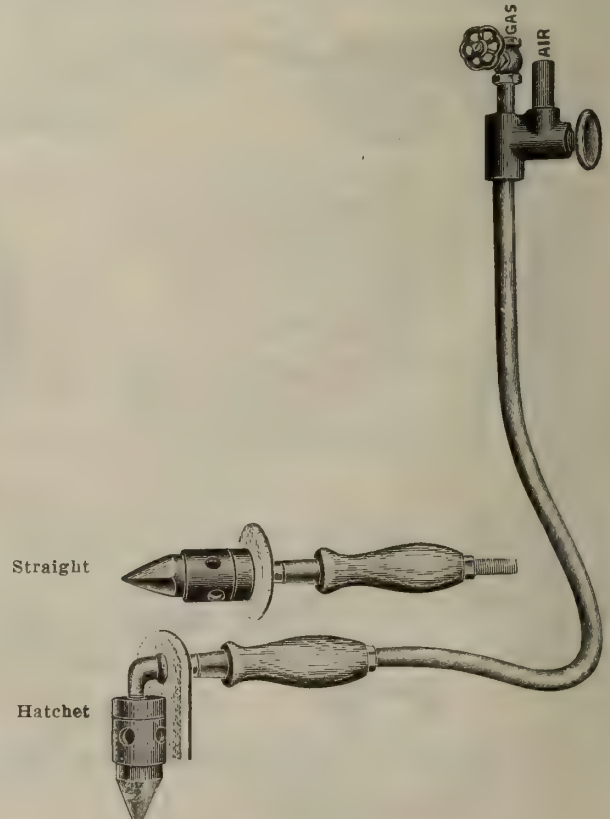
CANADA STEEL GOODS CO., Limited, Hamilton, Canada

Soldering Coppers



Soldering Copper Handles

Gas Soldering or Heating Coppers



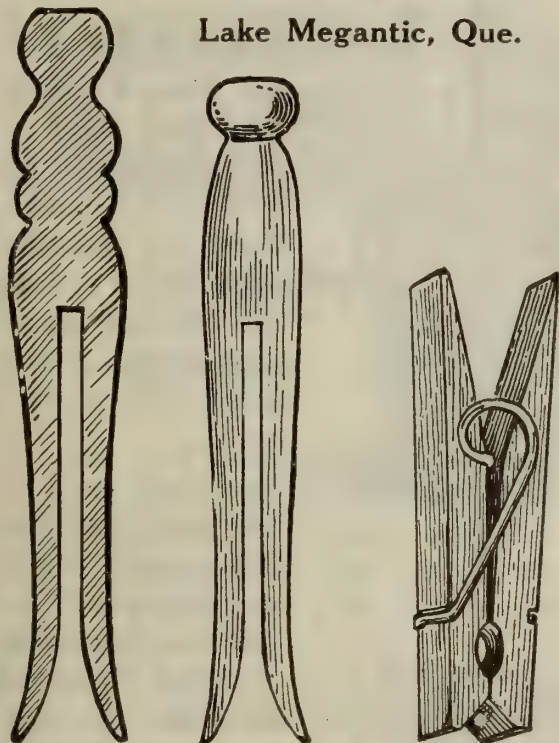
The Brown, Boggs Co., Limited, Hamilton, Ont.

Manufacturers of Tinsmiths' and Heavy Sheet Metal Working Machinery, Presses, Dies, etc.

If interested, tear out this page and keep with letters to be answered.

The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.



Write to us when in need of
 Clothes Pins.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old
 Standard, Globe and Pyramid
 Germantown Brands.

Suppliers of Bulk Blacks to
 the highest class Grinding
 Trade.

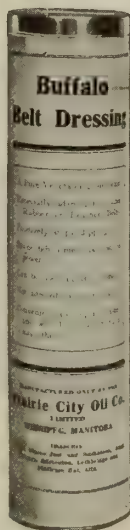
THE L. MARTIN CO.

New York Montreal Philadelphia
 London, Eng.

MADE IN CANADA

BUFFALO

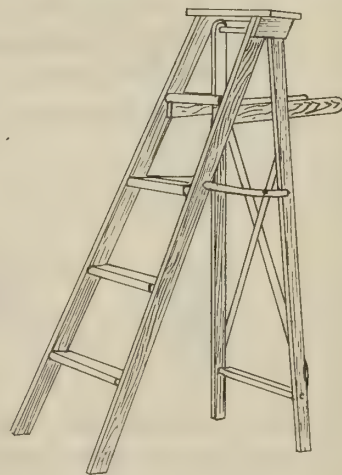
Auto Oils and Transmission
 Lubricants, Gas Engine
 Oils, Steam Cylinder Oils,
 Machine Oils, Belt Dress-
 ing. The Best and Most
 Favorably Known Lubri-
 cants in Western Canada—
 Most Profitable to Handle
 Because They Are Sold
 Only Through the Legiti-
 mate Hardware Merchants,
 and Are Never Peddled
 Direct to Their Customers.



Prairie City Oil Co., Limited
 WINNIPEG, MANITOBA

STEP LADDERS

Highest quality
 at lower prices
 than you have
 been accus-
 tomed to pay.



Special attention given to export enquiries. Write to
 Montreal for quotations.

J. E. Beauchamp & Co.
 Head Office, MONTREAL, QUE.

Agents: British Columbia, Hardware Specialties, Ltd., Van-
 couver; Western Provinces, T. A. Corley & Son, Winnipeg;
 Ontario and Maritime Provinces, W. J. Grant, Toronto; Quebec
 Province, J. Pouliot, Montreal; British Colonies, Dominion Ex-
 porters, Ltd., Montreal, etc.

If interested, tear out this page and keep with letters to be answered.



Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

Order Yours Now Be Prepared

Each of the three Freezers, **LIGHTNING**, **GEM** or **BLIZZARD**, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.



They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.




The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.



This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.
PHILADELPHIA - PA.



Quality Service

INDISPENSABLE LINKS
In the Successful Business Chain

Throughout our entire organization, we recognize and adhere to the highest standards of **QUALITY** and **SERVICE**. And upon this—in the future as in the past—the expansion and prosperity of our business depend.

IN OUR MILLS AND FACTORIES

Quality

IN OUR SALES DEPARTMENTS

Service

Believing **QUALITY** and **SERVICE** are the indispensable links between producer and consumer, we employ their combined strength to conserve and complete our relationship with all users of Steel and Iron products.

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON

-

-

MONTREAL

If interested, tear out this page and keep with letters to be answered.

After Spending millions of dollars, the N.C.R.

has decided to discontinue its gigantic direct-by-mail advertising department, and has sold its mailing equipment. It has done this in favor of open advertising in the Trade and Business Press, because, according to its own statement, it has found the press has brought better results and secured more sales than the company's direct-by-mail advertising. So in future the N.C.R.

will concentrate in the Trade and Business Press

THE advertisement reproduced to the right contains the N.C.R.'s official declaration of policy. An extract from this advertisement is as follows: "This is the big message the N.C.R. wishes to place before the greatest number of people at the earliest possible date. In order to do this it has abandoned direct-by-mail advertising of its machines to 1,600,000 probable purchasers in the United States and Canada, and has sold its mailing equipment in favor of open advertising in the trade press, financial papers, magazines and newspapers solely because the latter have brought better results and secured more sales than the former."

This deliberate utterance and decision have been made after millions have been spent in trying out the best methods of selling. No other firm in the world has surpassed the N.C.R. in its advertising and selling enterprise. It had a very hard problem to solve. It did pioneer work in its own particular field of objective and effort. It had the best minds and the best organization possible to sell its product. And always its customer was a man in business—a distributor—in the aggregate about 1% of the public. So direct methods naturally looked necessary and economical; less direct methods looked wasteful and costly. But now, after years of sternest and most enlightened striving, and after millions upon millions have been spent, the N.C.R.

has abandoned direct-by-mail advertising

and has burned its bridges by selling its mailing equipment. Not only has it done this, but it comes out openly, before all the world, and declares its decision. By so doing it leaves its former methods to competitors if haply competitors care to use them. And at the same time, the N.C.R. gives freely to all others seeking the favor of distributors the costly results of its own experience: it says that if any manufacturer or other class of firm wants the attention and favor of retailers and distributors generally, this attention and favor can be won best, quickest and cheapest by using the business and public press, and class publications.

—this must impress you

Important Decision in N.C.R. Advertising

NOTWITHSTANDING the impending war, the National Cash Register Company sees and feels that retailers throughout the entire country are face to face with a period of increased sales.

It is time right now for all store managers to plan for quicker service, greater protection and lower operating cost if they intend to get the greatest profit out of the coming expansion of trade.

This is the big message the N. C. R. Co. wants to place before the greatest possible number of people at the earliest possible date. In order to do this it has abandoned direct-by-mail advertising of its machines to 1,600,000 probable purchasers in the United States and Canada, and has sold its mailing equipment in favor of open advertising in the trade press, financial papers, magazines and newspapers solely because the latter has brought better results and secured more sales than the former.

The present Complete N. C. R. Department Store Equipment is fast being recognized as a standard outfit and will give a maximum of efficiency, speed, safety and economy—which is precisely what will be needed by retailers who intend to gather the fullest profits of the bigger business that is now directly ahead. Full details on request.

The National Cash Register Company
Dayton, Ohio, U. S. A.

Offices in all the principal cities of the world



NEARLY 1,000 new machine shops spring up every year and all of them will need fine measuring tools. Are you going to get the orders from the new machinists in your vicinity for the many fine tools that they will need? And the shop managements—you will find it easy to sell them many of the large and more expensive Starrett Tools for their shop tool rooms. Don't wait for them to come to you, but let them know that you carry these fine measuring instruments.

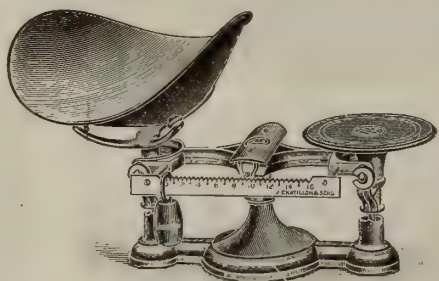
Write for free catalog No. 21MA—describing 2100 sizes and styles of fine tools.

The L. S. Starrett Co., Athol, Mass.
The World's Greatest Toolmakers



42-667

If interested, tear out this page and keep with letters to be answered.



A Scale for Every Customer

With every sale a profit to you and satisfaction to the purchaser.

Since 1835 we have been making a complete line of scales second to none.

Scales for every purpose in every style and capacity—strong, durable and accurate.

They will bear the most critical government inspection.

It is profitable to handle a line which renders such satisfaction and, moreover, our prices are right.

Ask your jobber about Chatillon Products or write for illustrated catalogue, prices and details.

JOHN CHATILLON & SONS

85 Cliff Street

New York City

CANE'S Clothes Pins



NOT

"Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The WM. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

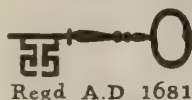
Buckers FAMOUS SHEFFIELD CUTLERY



GOLD MEDALS.

GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.



"BUTLER"
1768



GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.
CANADIAN REPRESENTATIVE
G. A. MARSHALL 70 Lombard Street, Toronto



High Quality TOOLS

that you'll find
very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.



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"Quality METALLIC First"

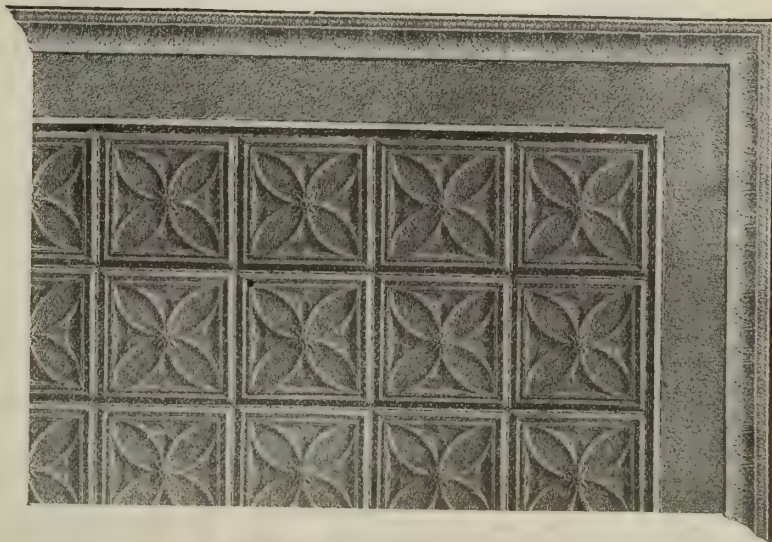
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Every Store is a Prospect

No good business man can say "No" to M-R Co. Ceiling and Wall Plates. They give his store a clean, bright, snappy, up-to-date look that brings good business.

Good, clean profits to our dealers too, because, M-R Co. plates are quickly and easily laid.

Illustrations and prices on request.



DESIGN REGISTERED 1912

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

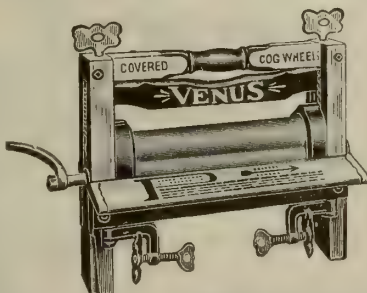
Have You Seen This Line
of



**ARROW
BRAND**

Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—

Complete trade information on request.

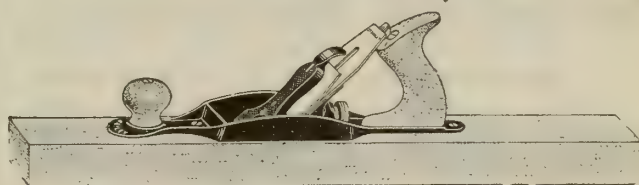
CUMMER-DOWSWELL

LIMITED

HAMILTON

CANADA

**Stanley
Tools**



Carpenters' Wood Planes

MADE IN CANADA

Every Carpenter needs two or more wood planes in his kit for rough outside work.

Those made by this Company at their Canadian plant are of a superior quality and fully guaranteed.

You will make no mistake to stock them.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.



The Renfrew

Household
Scale

Capacity
 $\frac{1}{2}$ oz. to 30 lbs.

Capture This Ripe Business!

Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious, few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is **guaranteed** accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

The Frost King All-Metal Refrigerator

is cheap, light, compact, attractive, strong, sanitary—six reasons why you should have this line on your floor right now.

Besides these points there are distinctive features which make the "Frost King" an article which no household, large or small, can afford to be without. It may be used as the only refrigerator in a small home, or as an auxiliary in the large home.

Write to your jobber
to-day or direct to
us.

Soren Bros.
Toronto, Ont.



STANDARDIZE YOUR FILE TRADE

Amongst the "Famous Five" there is a file to meet the exact needs of every customer.

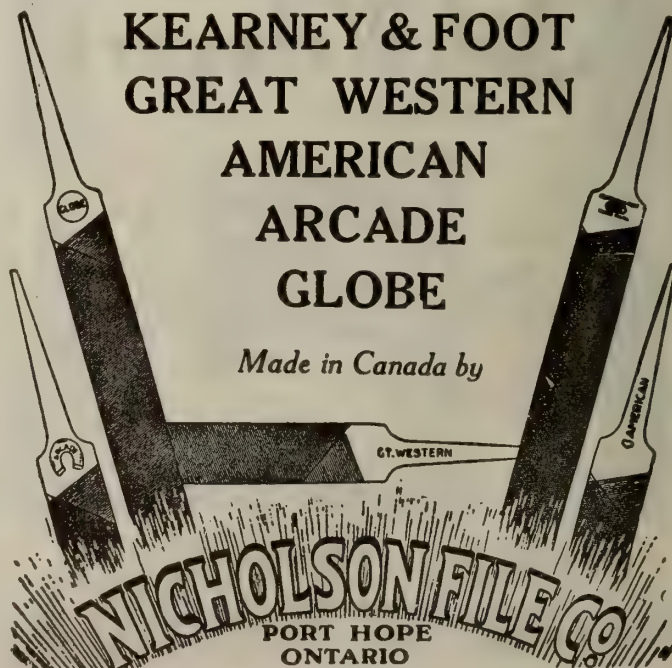
Your customer will accept a "Famous Five" file every time without question, because he knows that they are the standard for file quality.

Your "line of least resistance" in selling is to specify the "Famous Five" when buying.

They are:

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

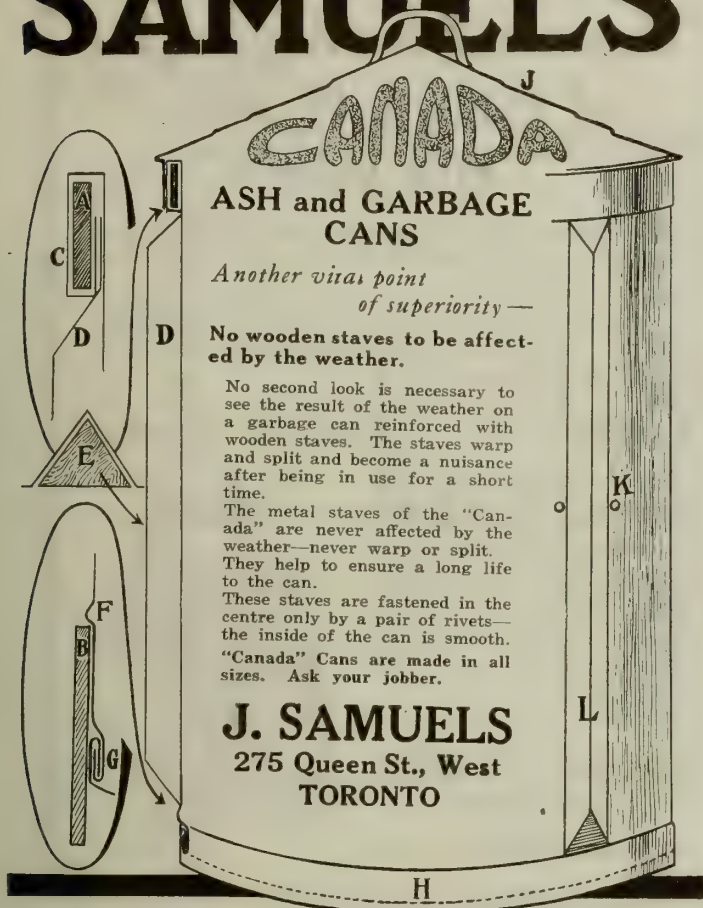
Made in Canada by



NICHOLSON FILE CO.
PORT HOPE
ONTARIO

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SAMUELS



ASH and GARBAGE CANS

*Another vital point
of superiority —*

No wooden staves to be affected by the weather.

No second look is necessary to see the result of the weather on a garbage can reinforced with wooden staves. The staves warp and split and become a nuisance after being in use for a short time.

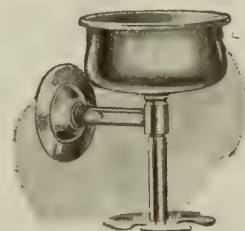
The metal staves of the "Canada" are never affected by the weather—never warp or split. They help to ensure a long life to the can.

These staves are fastened in the centre only by a pair of rivets—the inside of the can is smooth.

"Canada" Cans are made in all sizes. Ask your jobber.

J. SAMUELS
275 Queen St., West
TORONTO

A Dandy New Catalogue showing 40 pages of



Fine Bathroom Fixtures

is yours for the asking

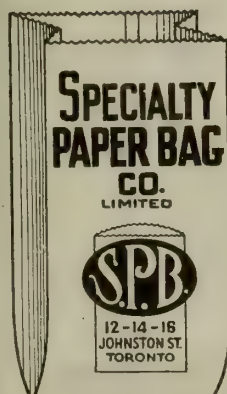


**WHAT WE MAKE
WE GUARANTEE**
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA.

Write for samples of

S. P. B. BAGS

and Open End Catalogue
ENVELOPES



**Bags for Heavy Hardware and Fittings,
Broom Covers and
Broom Handles**

also

**Bags for Forks and
Hoe Handles**

Specialty Paper Bag Co., Ltd.

Department M.

12-14-16 Johnston Street, Toronto, Canada

TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire
Needle Wire
Spring Wire
Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, for Busks
Steel Wire for Metal Fret Saws
Galvanized Wire for Hawsers and
Submarine Cables

J. SHIPMAN & CO., LTD.

**ATTERCLIFFE STEEL WORKS & WIRE MILLS,
SHEFFIELD, Eng.** Telegrams: "Shipman Sheffield." Cent. No. 465.

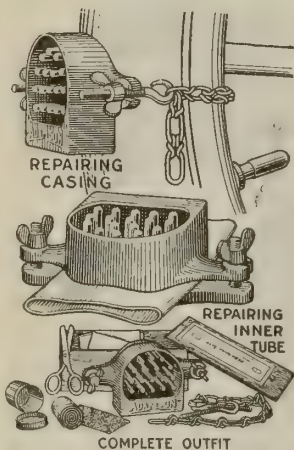
Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave,
Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

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ADAMSON Vulcanizers

MODEL "U" FOR TUBES AND CASINGS



The tire is repaired without deflating or removing it from the car.

Absolutely Automatic

Place the patch—attach the Vulcanizer, put in gasoline—light it. No further attention required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it.

A Practical Vulcanizing Outfit complete with repair gum ready for instant use.

Model "U" Mailing weight 4 lbs. **\$3.00**

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

Adamson Manufacturing Co.
Hamilton, Canada

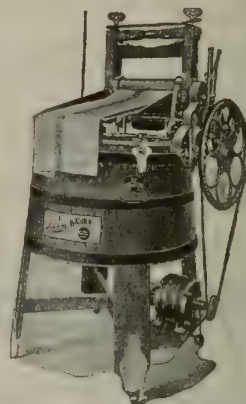
There will be Big Buying of *Electric Washers* this year

The Electric Washer has gone beyond the experimental stage and housewives have been educated as to its advantages.

The problem has been the price. Housewives are looking for a reliable electric washer at a reasonable price. You have the right washer at the right price for your customers in the

London No. 3 Electric Washer

This washer has every convenience to make washing easy at minimum power cost; the motor is guaranteed, the wringer is a Lovell Wringer and the machine in its entirety will give your customers continued satisfaction. Send for prices and descriptive booklet.



THE
London Foundry
CO., Limited
London, Ontario, Canada

HARDWARE WINDOW DRESSING

You May Become a Practical Window Dresser for \$2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

Price \$2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-153 University Ave., Toronto

If interested, tear out this page and keep with letters to be answered.



Quality Plus Range of Product Plus Service

With complete factories in Canada where every type of small arms ammunition is manufactured from raw material to finished product,

Dominion Ammunition

is the perfect brand for the Canadian market. With a thorough knowledge of the arms that are popular in Canada, and a desire to supply the demand, we are making cartridges and shotgun shells that will operate perfectly and effectively in all the popular guns in this country.

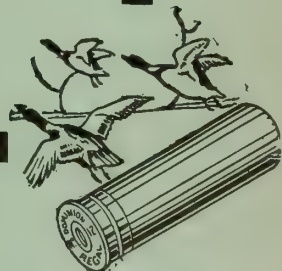
With warehouses in Brownsburg, Que., Winnipeg and Vancouver, and all jobbers in Canada carrying complete stocks, your Dominion Ammunition orders can be at your store in 48 hours.

Dominion Cartridge Company

Limited

120 St. James Street,

Montreal



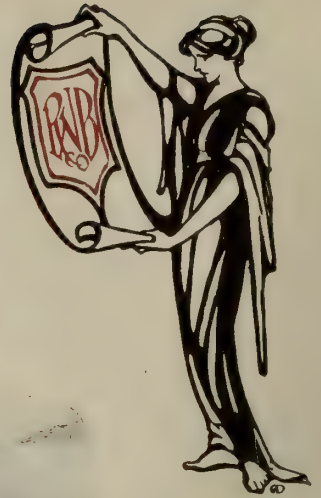
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NEW TORONTO

HEAD OFFICES:
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Front St. W., Toronto

BRANCHES:
Montreal Winnipeg

Export to Great Britain,
Australia, New Zealand,
South Africa, South
America

Boxer Wall Papers



MODERN MANUFACTURING EQUIPMENT—COMPETENT EXPORT DEPARTMENT

A complete selection of wall papers in all grades. Entirely new patterns every year of distinctive style and decorative individuality. Sizes and measurements of rolls to suit the requirements of all foreign countries.

Inquiries from all parts of the Empire and from foreign countries are solicited.

The Reg. N. Boxer Co. Limited
Makers of Wallhangings
TORONTO, CANADA

Los papeles decorativos BOXER tienen caracter e individualidad distintiva propios y son de rendimiento seguro para los comerciantes de la America latina.

Estos papeles forman muchos conjuntos nuevos, atractivos y alegres; despiertan fuertemente el deseo de usar papeles de buen gusto y de primera calidad. Las existencias BOXER se venden con facilidad.

Los articulos BOXER son fabricados en el Canada. El material de que se hallan fabricados nuestros papeles es mas fuerte que el empleado por los fabricantes de otros paises, cuyos productos se venden a los mismos precios.

La Cia Reg. N. Boxer Limitada
Fabricantes
Papeles de Colgadura
TORONTO, CANADA

GOOD PUMPS WITH GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The R. McDougall Company
Limited
GALT, CANADA



Each Sale Means Another

Recommendation has sold 850,000 Royal Self-Heating Irons and will sell many thousands more—many in your store when you handle the

Royal
**Self Heating
Iron**

There's a good profit for you and the certainty of added sales on recommendation. Women in your town are looking for modern, labor-saving devices—the Royal will turn their attention to your store. Write us for complete information and name of nearest Canadian Jobber who can supply you.

Royal Iron Manufacturing Company
600 Wayne Street Big Prairie, Ohio



NOW IS THE TIME
TO STOCK

"Rock" Wall Board

"Rock" Wall Board meets the demand for a good dependable board at low cost. It is not a cheap board, but a high quality material at a reasonable price. A board that will sell where good work is required. Sold in sheet 48 in. wide by 6-7-8-9-10 and 12 ft. long. Have a supply ready for the building season trade.

We also have a large stock of Building Paper, Ready Roofing, and other lines of building materials.

IMMEDIATE SHIPMENT OF ALL
THESE LINES FROM STOCK

Walter Belyea

Successor to the Late
THOMAS BLACK
WINNIPEG

IF YOU ARE 1ST WITH THE

REGISTERED



TRADE MARK

CASE HARDENING COMPOUNDS IN YOUR
LOCALITY

YOU WILL REAP THE BENEFIT OF YOUR ENTERPRISE

KASENIT

Is used in United States of America, South America, South Africa, Australia, New Zealand, Japan, Italy, Spain, France, Belgium, Great Britain and other countries.

SOLE MANUFACTURERS

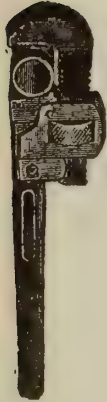
KASENIT 8 & 9 LUDGATE SQ.
LIMITED LONDON, ENGLAND

*Kindly Mention This Paper When
Writing Advertisers*

If interested, tear out this page and keep with letters to be answered.



Two Hundred Successful Merchants are using Hardware and Metal's Advertising Electros.



EVERYTHING WE SELL WE GUARANTEE

SWIFT CURRENT, SASK.

Sept. 20, 1916.

Messrs,
Hardware and Metal,
143-153 University Ave.,
Toronto, Ont.

Gentlemen:-

We beg to acknowledge receipt of your
favor of the 16th., also cuts as mentioned therein
and for which we thank you.

We are now using about fifty of these
with good results.

Yours truly,

THE W.W.COOPER COMPANY Limited.

P/H.

per. P.

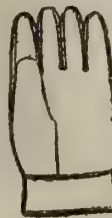
Since we announced HARDWARE AND METAL'S Electro Service about a year ago,
nearly 200 subscribers have availed themselves of the opportunity to secure cuts for
their local advertising at low cost.

The letter from The W. W. Cooper Company, reproduced above, is only one of many
which we have received from merchants who have had good results from using these cuts.

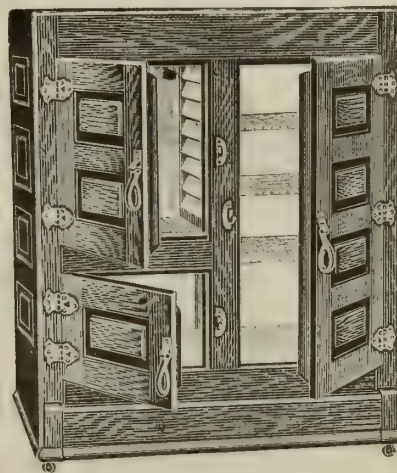
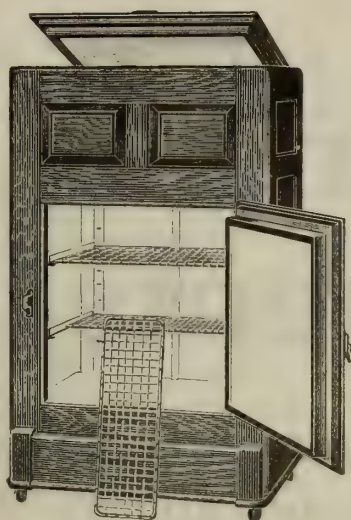
You can have equally good results from a judicious selection of electros combined with
good "copy." Write now for free proof sheets showing our complete assortment of
hardware electros. They cost only 20 cents each, and they will open up big possibilities
for expanding your sales.

HARDWARE AND METAL

143-153 University Avenue, Toronto, Ontario



If interested, tear out this page and keep with letters to be answered.



Better mail to us, NOW, your order for

REFRIGERATORS

We offer for sale a line which will meet most requirements from the less expensive to the highest grade designs and finishes.

Their construction is on scientific principles, giving perfect circulation, pure air, low temperature and good drainage.

Every refrigerator is guaranteed to be just as represented.

Write for Prices and Illustrations

H. S. HOWLAND, SONS & CO.
LIMITED

WHOLESALE HARDWARE
TORONTO



If interested, tear out this page and keep with letters to be answered.

In Answering Advertisements

It will greatly oblige our advertisers and facilitate matters generally if you will give the following information:

1. Are you a manufacturer, wholesale merchant, agent or consumer?
2. What are the actual working conditions under which the goods are to be used?
3. What is the most desirable shipping point—St. John, N.B., Montreal, or New York in Bond.
4. Is special packing desired?
5. Can you give Canadian or United States references, as to your financial standing?

Satisfied Customers—ALWAYS
if You Sell
Still's Handles

They are made of the best hickory, nicely made, well-finished and waxed.

No reason for complaint can be found in "Still" Service.

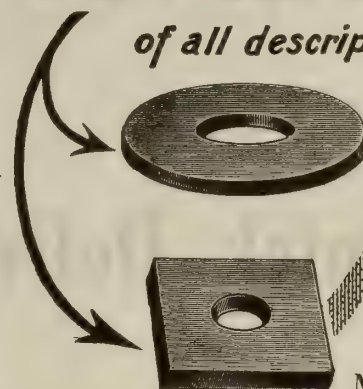
Insist on Still's and be sure you get Still's. Those who know them always do.

If your jobber cannot supply you, write us.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed
Rivet Burrs.

Felloe Plates.

Sheared and
Punched Plates.

Malleable Washers
and Cast Iron Washers.

Round & Square

Plain or
Galvanized

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.

Ask Us For
**Wrapping
Papers**

10,000 Rolls and Reams
and

Twines

Very large assortment.

Walter Woods & Co.
Hamilton and Winnipeg

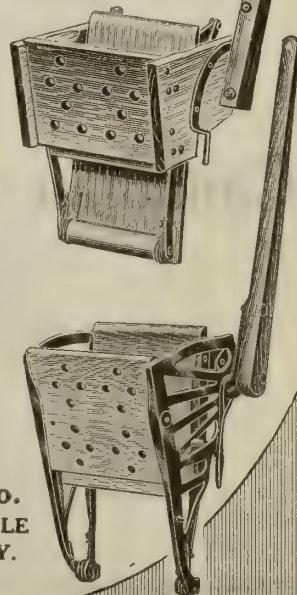


White MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use — often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife — it sells itself and is a good profit-maker.



**White Mop
Wringer Co.**
FULTONVILLE
N.Y.

If interested, tear out this page and keep with letters to be answered.



Quick Delivery Service

During the Spring and early Summer season, stocks frequently become depleted and rush Sorting Orders are sent to manufacturers. That is where our unequalled facilities for a quick delivery service prove very helpful to the trade. Our twenty-eight service branches make the quickest kind of service possible. If you have not proved that fact, put us to the test for anything you need in rubber.

FOR THE HARDWARE TRADE WE HAVE

Lawn Hose	Narrow Gauge Belting	Rubber Aprons
Garden Hose	Solid Rubber Bumpers	Fruit Jar Rings

Write our nearest branch.

Canadian Consolidated Rubber Co. Limited

Head Office - - - Montreal

Service Branches: Halifax, St. John, Moncton, Quebec, Ottawa, Toronto, Hamilton, Brantford, London, Kitchener, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Edmonton, Vancouver, Victoria.

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX.

TORONTO, MAY 12, 1917

No. 19

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887

HARDWARE AND METAL

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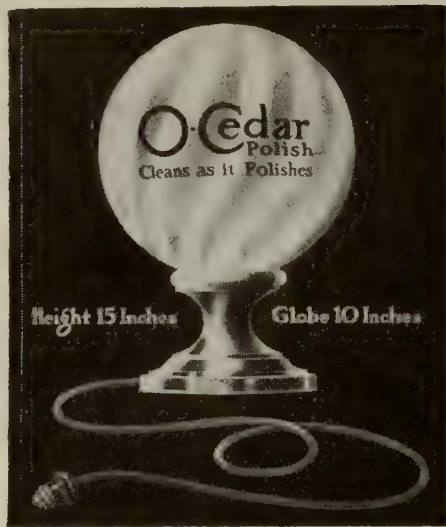
CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St. Phone Main 1255. Toronto, 143-153 University Ave., Telephone Main 7324. Winnipeg, 22 Royal Bank Building, Telephone Garry 2313.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway, Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, \$3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4 a year; Single Copies, 10 cents. Invariably in advance.



You Get This Sign FREE.

ATTENTION!!

You want the passerby to notice your window and merchandise displayed. This O-Cedar Electric Sign will get their attention and suggest not only O-Cedar but other articles about it.

O-Cedar Polish

with either of the following orders. Prices are subject to usual discount.

DISPLAY DEAL No. 63.

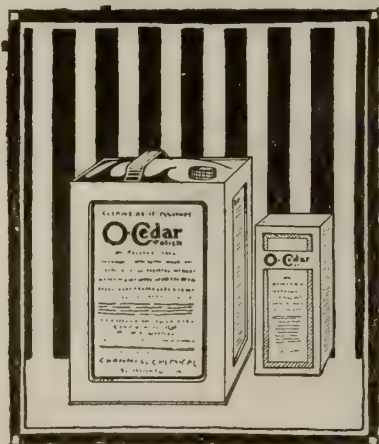
	Sells for
3½ Doz., 4-Oz. O-Cedar Polish	\$10.50
7 Doz., 12-Oz. O-Cedar Polish	42.00
1½ Doz. Quarts O-Cedar Polish	7.50
O-Cedar Electric Sign	Free

\$60.00

DISPLAY DEAL No. 64.

	Sells for
10¾ Doz., 4-Oz. O-Cedar Polish	\$32.25
4 Doz., 12-Oz. O-Cedar Polish	24.00
¾ Doz. Quarts of O-Cedar Polish	3.75
O-Cedar Electric Sign	Free

\$60.00



Order from your jobber.

CHANNELL CHEMICAL CO., Limited
369 Sorauren Ave. TORONTO



The doors of this garage are equipped with

STANLEY
GARAGE
HARDWARE

Swung out on Stanley Garage Hinges 1457, they take no inside space, and both entrances can be open at the same time.

Stanley Garage Door Holders 1774 prevent the doors from slamming as the cars go in or out.

Stanley quality and Stanley publicity make it easy for you to sell Stanley Garage Hardware. It is chosen for the most pretentious garages, yet it is well within the means of the average garage builder. And there is a gratifying profit in it for you.

Newspaper advertisements, folders, window displays, mounted samples and moving picture slides—a complete series of selling helps—will be furnished Stanley dealers on request.

These are all illustrated and described in a booklet, "Selling More Stanley Garage Hardware." If you have not received your copy, send for it to-day.

In case you are not already a Stanley dealer, ask also for Catalog R-52.

The Stanley Works

New Britain

Conn., U.S.A.

Canadian Representatives: A. MacFarlane & Co.,
Coristine Bldg., Montreal

If interested, tear out this page and keep with letters to be answered.

Hardware Demonstration at Orillia

Macnab Bros. Hold Biggest Event of its Kind in District—Interested Crowds From Whole Community Throng Store For Two Days—Active Publicity Campaign—
“Value of Demonstration Unlimited,” Says Messrs. Macnab.

COMMENCING on Wednesday morning of May 2, and concluding on the following evening, the town of Orillia was treated to the biggest demonstration of new things in the retail hardware lines which has ever been shown in the town.

Macnab Bros., hardware merchants, have for some time past realized that benefits accrue from demonstrations, as evidenced by the success with which such events have been attended in larger centres, and to this end, in connection with their spring opening, they threw open their spacious store for two days and sent out invitations for representatives of manufacturers, whose goods are sold in the store, to come and demonstrate the merits and give advice concerning the use of their various products.

With indication of a hearty reception adorning the front of the Macnab store, in the form of one large announcement and numerous small ones, many hundreds of visitors from the town and from the country places, fathers, mothers, sons and daughters, took advantage of the opportunity to further investigate the wonders of modern appliances, and expressions of mingled surprise and appreciation were heard from the groups of interested spectators gathered around the various booths. As might be expected, the visitors as a class were representative of many varying walks of life, but the keenest interest displayed was that of the people representing the more or less isolated country places, who, for the first time, viewed the operation of many of the devices of which they had read so much, and keen delight was evinced at the almost uncanny realization of what before had only appealed to them as pictures in magazines. Needless to say, many cases indicated an atmosphere approaching that of “the child with his new toy.”

The Publicity Campaign

The success of the event, which admittedly exceeded the most sanguine ex-

pectations of the management, was not attained without involving expense and the expenditure of considerable time; and the method of the campaign was of such a nature as to warrant its publication. This plan could be profitably adopted by other retailers who have aspirations along the same line. The first announcements of the demonstration appeared in connection with the advertising space used by the Macnab Bros. in the local newspapers. Shortly prior to the event, attractive invitations, such as that reproduced herewith, were printed and mailed to customers and other townspeople, and, in addition, to many other retail dealers in neighboring towns who indicated an interest in the event. About the same time as the invitations were

exemplified by the large number of visitors who swarmed the store and the street in front of the store, and owing to the continued stream of people it was found necessary to keep the store open during the evening of the opening day. In judging the attendance, it must also be borne in mind that the weather was decidedly inclement, and a snowfall greeted some of the earlier morning visitors.

The Social Side

One of the big factors in making a success of the occasion was the social atmosphere created by the intermingling of townspeople, who appeared to have had little previous opportunity for discussing matters, and this social atmosphere was greatly enhanced by the convenience of a lunch room on the second floor wherein friends could discourse over a light afternoon tea. A patriotic touch in keeping with the times was also lent to the social phase of the occasion owing to the arrangements for the tea having been left in the hands of the local Orillia Red Cross, and the girls were successful in raising considerable funds to send boxes to the soldiers.

Visitors Eagerly Interested

After arousing sufficient interest by means of the publicity campaign, to fill their store with eager and interested visitors, no difficulty was experienced in holding their interest, and rather a reverse effect was in evidence. This situation was no doubt due to the attractive character of the demonstration which embraced all the strongest points of display and effectiveness. Entering the store, the visitor was confronted with the various demonstrating booths arranged in horseshoe formation and extending to nearly the depth of the store. One of the most outstanding features of the display, and one with which the visitor was immediately impressed, was the advances evidenced in the electrical world. In this branch, Orillia offers a most alluring prospect owing to the absence of gas and the cheap rates for

You are cordially invited to Macnab Bros. Hardware, when we will hold a two days Big Demonstration of household needs, on Wed. and Thurs., May 2nd. and 3rd. 1917.—¶ We will have experts in attendance who will be pleased to demonstrate the merits, and offer advice relative to the use of the different lines shown. ¶ A full line of Martin-Senour Paints and Finishes, will be demonstrated, also other lines including: Electric Devices, Coal Oil and Vapor Stoves, Safety Razors, Vacuum Cleaners, Household Brushes, Roofings & Asphalt Shingles.—¶ The biggest demonstration of this kind ever held in Orillia.—Do not miss it.

Macnab Bros.

Orillia, Ont., April 16-1917

forwarded, the local newspapers took up editorially the advantages to be secured from such a demonstration, particularly from the standpoint of the adoption of electrical goods, owing to the difficulties experienced in the town through the absence of gas for cooking purposes. Through these mediums every family in the town and surrounding community was apprised of the event and through the regular channels of intercourse the affair was indelibly stamped on their minds. As a last reminder of the occasion, the Macnab Bros. had a large announcement sign strung across the front of the store and numerous small invitations adorned the windows. The success of this advertising campaign was amply

electricity, and for this reason an almost unprecedented interest in electric ranges and appliances was shown. The even nature of the heating process, in the cooking appliances, absence of smell, convenience, safety and economy were points which engaged the interest of the visitors, and many of them only had to take a bite off one of the nicely browned tea biscuits, cooked in the oven of the stove, to convince them that they had at last seen perfection in the cooking stove line. As a further indication of what could be done with the electric stove, the demonstrator very kindly attended to the necessary cooking of supplies for the tea tables upstairs.

Electric Appliances Popular

The sight of a kettle boiling and bread being toasted was found to have aroused two greatly varying sensations among the visitors, according to circumstances. For one class it was but a good advertisement for the tea room, while for others, the sight of a kettle boiling on an electric plate and the smell of toast on an electric toaster aroused the most intense interest. A sample of the work done by the appliances could also be had in the tea rooms, for the toast was cooked and the eggs were boiled by the devices on display. Considerable interest was displayed in the immersion heater which can be used for boiling water up to two or three gallons, and an insistent demand soon cleared out the stock held by the demonstrator. A two plate, three heat cooker, and the use of an iron which it is claimed, can boil a kettle on the ironing side when overturned, were also features which were thoroughly investigated.

For Clean-Up Time

It is a well known saying that "Cleanliness is next to Godliness" and even this proverbial statement could not miss the Macnab demonstration, or rather the demonstrator for a line of wall finishes, who added to the saying an urgent call for the visitors to "clean-up." The advantages of the new material which renders it fit for use at any length of time after being mixed, and the prevention of it spoiling in the pail, were fully pointed out and effective designs and decorative borders were executed by the use of stencils. Samples of the stenciling work were kept on hand by Macnab Bros. to be used at future times.

The Vacuum Cleaner

The case with which the electric vacuum cleaner sucked up large quantities of dust and dirt liberally scattered on a carpet, was of great interest to a large portion of the visitors, and undoubtedly many have made new resolutions regarding the future cleanliness of their houses with the use of one of these newly perfected devices. The almost negligible cost of one half of a cent per hour was also a big factor in its favor.

Oil Stoves Also Shown

While the users of electric power are greatly on the increase, and new power lines are constantly reaching out to previously isolated districts, there are many country places still untouched.

For this reason the displays of latest electric devices merely aroused hopes among a part of the visitors. But their needs were not lost sight of and figuring largely in the demonstration was a line of oil cook stoves and heaters. A cabinet style stove with a kettle boiling on the exposed burners and a thermometer on the heat retaining oven over two other burners indicating the cooking power of the stove, were indications of progress in lines unaffected by either gas or electricity.

For the Men

Despite the fact that many of the country's younger men have gone to the war, and Orillia is no exception in this regard, an appreciable interest was shown in the demonstrations form of safety razor shaving.

New Roofing Innovation

Prominent in another corner of the demonstration was displayed an attractive model house, in the construction of which the newest innovation in roofing had been adopted. A composition of pure gum with a surface of crushed slate and appearing not unlike the article in common use, was being demonstrated, much to the interest of both the farming and town communities, and the topic was the subject of serious discussion among small groups when the demonstrator proved that the roofing was durable, curl-proof and endorsed by the Canadian Underwriters' Association.

Paints and Finishes

Spring is recognized as the logical clean-up and paint-up time, and such lines were exceptionally popular. In addition to those enumerated, there

were effective demonstrations of paints, varnishes and other wood finishes. The process of graining, has been greatly facilitated by the introduction of newly devised tools, and many housewives were quick to realize the possibilities in this line in connection with their spring cleaning and painting campaign. Latest productions in paint, varnish and other similar lines have done much to bring their effective use within the reach of the amateur, and this factor figured largely in the popularity of these lines.

Value of Demonstration

That such a demonstration is in the best interests of the trade and embraces a good opportunity for retail merchants to effectively introduce new lines, is the firm conviction of the Messrs. Macnab, who state that the results of the present demonstration are such as to justify the encouragement of further operations along this line.

"It is an up-to-date affair and we have to keep up with the times" said Mr. D. A. Macnab. "Old-time stocks such as wooden planes and cross-cut saws are done away with, and new things are being brought in—vacuum cleaners, electric goods, for example—and these lines have to be introduced."

Demonstrating Supports Advertising

Mr. Macnab pointed out that such demonstrating backs up advertising, for the impression of a new article cannot be conveyed by means of pictures alone. To illustrate this fact he pointed out that the salesman who carries samples of his lines is always much more successful than the salesman who

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JUDICIOUS ARRANGEMENT OF DEMONSTRATIONS

Realizing that much of the success of a demonstration of hardware lines depends upon the initial impression conveyed to the visitor, and also that an effective arrangement of the demonstrating booths was necessary to draw and retain interest. Macnab Bros., Orillia, planned their occasion to embrace all the strong points of display, and added interest was undoubtedly lent to the demonstration through the judicious arrangement and grouping of certain booths, which together were found to be more effective than they would have been individually. This grouping was based on the desirability of having demonstrations of a like character, or of a similar appeal, classed together.

The full effect of this latter important point could be immediately seen by the visitor, entering the Macnab store, whose interest had first been attracted by the welcome extended by window posters and the signs of activity around the various booths. Entering the store, the eye was first drawn to the display of such seasonable lines as wall finishes and paints, which are particularly saleable at this time of the year. Interest in them naturally tended to draw visitors to whom such an event would otherwise be unattractive. Grouped with these booths was a demonstration of ready-roofing and it was found that interest in this line went hand in hand with the painting and wall finishing lines. In another group were demonstrations of both oil and electric stoves, carrying a similar appeal according to the comparative circumstances of the visitors. On the opposite side of the store were grouped lines which were more or less of a specialty character. This group included electric appliances, electric vacuum cleaners and safety razor, etc.

Apart from these groups there were few demonstrations which were compelled to stand alone, and such booths lost none of their effectiveness in filling up the intervals. The Macnab Bros. accredit much of the success of the event to the appeal conveyed by judicious arrangement, and their plan could be effectively used by other dealers contemplating such a demonstration.

Equipping Farm Homes with Bathrooms

Port Perry Merchants Are Working Comparatively New Field With Gratifying Success—One Sale Brings Another—In Old as Well as New Homes—
Added Turnover of Over \$3,000 in a Year — Suggestions
For Pushing Sales.

WHEN one enters the store of Parrish Bros., at Port Perry, Ont., on the edge of Lake Scugog, probably the most prominent thing that first attracts the eye is a group of glistening white bathroom fixtures.

In a town the size of Port Perry, with only 1,200 population, the merchant naturally has to depend to a great extent on his country trade, and it is for the purpose of drawing attention to a line that has been proving a good seller in the country districts around Port Perry, that this article is written. On this single line, Parrish Bros. increased their total turnover by between \$3,000 and \$4,000 last year.

In Line With Other Comforts

The public has been stirred by the present scarcity in a great number of articles of food due to a lack of labor on the farm. This has started anew the agitation for an improvement in conditions upon the farm in order to keep the hired help and sons of the farmer there instead of having them drift into the cities. Various suggestions have been made along this line. These, of course, include radial railways, electric lights, use of autos, extension of the telephone system, and also of rural mail delivery. Not as much attention has been paid to improvements of the inside conveniences of the farm house and the farmer is in a mood now to listen to an argument of this kind. It is up to the hardware merchants to advance this argument. It is being done by this firm in Port Perry and another one, W. V. Carnegie, to good effect. The installation of the bathroom in a country home will surely stand up with any of the other improvements as one of the strongest elements in keeping farmers' sons in farm life.

Interesting the Wives

What a chance here to interest the house wife, just as the seller of automobiles does the wives of his prospects and their children as well! Have a few circulars to send out to 50 or 100 farmers in the neighborhood, one addressed to the husband, the next addressed to the wife, perhaps. Show them some attractive views of the various pieces, and a bathroom already fitted up, and play up the idea of an "added comfort" in their home, making it in this respect fully equal to a city home in comfort, and see how soon you will have stirred up a desire for purchase, in at least the heart of the feminine member of the household—once that has been secured, the head is likely to capitulate sooner or later. If the possibilities in this line are carefully followed, the sales should be very large.

Old Homes as Well as New

Most of the work was done by Parrish Bros., as might be expected, in new homes that were being built by the farmer. The building of a new home always opens up a very favorable prospect. A fair proportion, however, of the orders received came from the older houses in the country, and this, too, offered a very promising field for the hardware merchant who is able to carry this department in his store.

Customers Brought New Business

Another favorable feature of this line of business was that several of the or-

try home has a distinctive advantage over the city in being able to have the system installed and operated with "soft" water. The tank that is used for supply is about 6 feet long and about 18 inches wide and high.

The Septic Tank

So far as the installation of the septic tank is concerned, the excavation is usually done for this and for the drain by the farmer himself. The work, of course, can be undertaken, if desired, by the merchant. This will be added to the estimate of cost already given. Very frequently the farmer undertakes also



Bathroom supplies featured near entrance to store of Parrish Bros., Pt. Perry, Ont. The accompanying article tells how Parrish Bros. are developing trade in the rural districts.

ders came from neighbors or other friends of those whose houses had been fitted up and who had been persuaded by the satisfaction the others felt to follow their example. This brings out strongly the old saying about the satisfied customer being the strongest advertisement a firm can have.

From \$250 to \$300

The prices charged for the shipment run from \$250 to \$300. Usually the smaller sum rather than the larger. This includes the three pieces themselves and also the water tank at the top of the house for storing up water, and the hot water boiler in the kitchen. It also includes connections between the tank and the cistern, and on this point the coun-

try building of the septic tank with cement that is furnished by the merchant.

The payment for the contract is done wherever possible in cash, but occasionally merchants accept a fair proportion of the total and take the farmer's note for the balance.

Send Around Photographs

A good suggestion as one means for working up a buying spirit in the breast of the farmer and his family is that a merchant who has installed one of these systems arrange to have a photograph taken of the bathroom itself and use this in the store either in the window or besides the goods themselves in the store, and also get some prints to send

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Seeds Grown in Hardware Window

Toronto Merchant Uses This Method of Demonstrating Way His Line Produces —
Going Heavier Into Automobile Accessories—Factors in Success of a
Toronto Suburban Store.

Based on an interview by a Hardware and Metal Representative with Everton McNichol, Bloor and Dundas Streets, Toronto.

WITH an actual demonstration of the way his particular brand of seeds will grow in his store window, Everton McNichol, Bloor and Dundas Streets, Toronto, is this year reaping a good trade from the sale of garden seeds. Mr. McNichol's store is located at the terminus of the Bloor Street civic car line and as such is a transfer point to the Toronto Street Railway. When people alight from the civic car line, the first sight that meets their eyes is the window of seeds with the growing plants. Mr. McNichol planted these seeds in boxes in the window two weeks ago, and the window having a southern exposure, was favorable to the development of the plants. Some of the plants which Mr. McNichol has now in a thriving condition are tomatoes, cabbages and kohlrabi. The latter plant Mr. McNichol is specializing in because it is not generally known, and he urges its sale because he believes it is a very toothsome vegetable for any family to have in their garden. With hardy plants growing in the window, there is a very weighty argument for the particular brand of seed that he is selling. Furthermore, he is tying up with the campaign which the Department of Agriculture is carrying on in the interest of food production, and which has been commented upon several times of late in **HARDWARE AND METAL**. Mr. McNichol states that while he has only had his window in for two weeks the sale of seeds has been exceptionally good. The display of seeds in the window is attractively arranged, and suggests the various kinds of seeds that might be suitable for a garden.

Believes in Timely Window Displays

Mr. McNichol is a firm believer in timely window displays. Just at the present time he is featuring lawn mowers, garden hose, earth trowels, etc. "I always find that when a man is thinking of buying a lawn mower he will most generally look around for a considerable time before he finally decides to buy. These displays should precede the actual time when they are needed. A man, for instance, knows pretty early in the season that he will need a lawn mower in that particular year. He is thinking over the matter and sizing up the various makes and comparing prices. We have been able to secure the trade of our neighborhood, because in the last analysis the majority of the people come to the conclusion that we are able to give as good and perhaps better value than they can get elsewhere. The department store competition does not affect us as much as might be supposed. On comparing their prices with ours, we find they get their 25 to 50 per cent. profit on

almost all their lines. People who are on their way down town will often drop in and ask the price of an article and give us the assurance that they will buy from us because they can do as good, if not better, than elsewhere." While the **HARDWARE AND METAL** representative was talking with Mr. McNichol, one of his customers stopped to price the spades he had on display. "I will get one on my way home," said he. "I can do as well with you as I can any place down town."

Keeps His Stock Complete

Mr. McNichol has made a success of his business. He started six years ago with a \$2,000 stock, and in small quarters a little farther to the south on Dundas Street. Now his stock is in the neighborhood of \$15,000, and he makes it a talking point and a selling point, too, that his stock is complete. He asserts that while his stock is not as heavy as some of the larger hardware stores in the heart of the city, still his line is just as complete. The people of his district have come to know that they can depend on him for anything they may need, and this has helped him wonderfully in building up his business. Last fall Mr. McNichol moved into new and larger premises farther to the north, and now has a well-arranged store interior, and one with plenty of light.

Thinks Good Field in Accessories

Mr. McNichol has been handling automobile accessories in a quiet way for the

past two or three years, and he is so satisfied with the possibilities of this trade that he intends to go into it on a larger scale. In the past he has been developing the trade in tires, and has been able to win out in competition with larger concerns because he bought his stock right last fall when prices were lower than they are at present. He handles such things as patches, wrenches, automobile polish, and quite a number of small lines. "We have had a fine trade in the polish, because we had featured it in our window and had pressed our customers to buy when we found they owned automobiles and were interested. This line has proved a remarkably good seller, and one in which there has been a good profit. To our way of thinking the hardware store is the logical place for the motor accessory trade. Garage men for the most part are handicapped for the lack of sufficient capital to handle the business rightly. Furthermore, with a fairly complete hardware stock the accessory trade fits in well with the hardware business. We intend to go after this business stronger and will in all probability devote a section of our store to that trade."

Quick to Take Up New Ideas

Mr. McNichol is a firm believer in the value of the trade press. "I always make it a point to go through each issue of the trade papers, one of these papers being **HARDWARE AND METAL**. And I read not only the editorial and news pages, but each advertising page. When-



Exterior view of store windows of Everton McNichol, Bloor and Dundas Streets, Toronto.

ever there is anything new offered in the advertising pages I send for that article and add it to my stock if it seems to have good points. In this way we are able to keep up with the latest developments in the trade and keep our customers well supplied. I have found that people will forget the price of an article long before they forget how the article stood the test of time and service. I no longer cater to the trade that likes a cheap article. We like to give our customers value for their money, and we find that they will invariably forget what they paid for it, but will always remember whether or not it gave them good service. One memorable instance came within our knowledge when we first started in business in this neighborhood. We carried a cheaper line of paint, and one of the higher-priced as well, in which there was good wearing qualities. In the cheaper line of paint they would often complain that it did not wear, or that it faded, or something else went wrong. In the better line of paint they would come back and ask for the same kind, because they were satisfied with the way it stood the test. Often we would ask them what they paid for it, but invariably they did not remember what they did pay. They were interested primarily in the fact that it gave good service. I am confident it does not matter how high the price of an article may be, people will buy it as long as they feel they are going to get their money's worth. Paint has been moving well this year, and we will have to replenish our stock shortly. But it has been the better quality of paints that has been going into consumption."

Service as an Advertisement

"We often do little jobs in which there is no money—in fact, sometimes we lose money on them. For instance, here is a lock for which a customer asked me to fit a key. We have not the right key in our assortment of odd keys,



View showing store of Everton McNichol, Toronto, with seed window at side, where people alighting from Bloor Street Civic Car Line cannot fail but see it.

so we will have to file one of the keys and make it fit. The time and labor consumed in this will be far greater than any return we get in money value, for we will only charge them for the key. But this service given will all come back to us in the shape of trade in other lines. This customer has been accommodated in this particular instance, because he has been saved carrying the lock down town or calling in a locksmith. People do not forget a service like that. And their other trade naturally flows to us. There is another feature of our business that I believe has been the means of building up a substantial household trade, namely, the service given to the children when they are sent to the store on errands.

"When a parent sends a child to the store I always make it a point to give them equally as good service as their parents would receive. In fact, I would rather give them a better article if there is any choice. Through this method we have come to gain the confidence of the public in this neighborhood and our household trade has grown in consequence.

Prompt Delivery a Factor

"Another factor that in our opinion has assisted greatly in building up trade has been the promptness of our delivery. We keep a boy specially for that purpose. If an order is telephoned in with the request that it be sent over as soon as possible the boy is despatched on his bicycle and the goods are delivered within a half hour. For the heavier items there are delivery companies that make calls twice a day, and in this way we are relieved of an expensive delivery system," said Mr. McNichol.

Incorporations

The North Shore Ironworks of Vancouver, B.C., has been incorporated with a capital of \$100,000.

Independent Metal Co. has been incorporated at Toronto, with a capital of \$100,000, to manufacture metals and alloys of all kinds at Toronto.

Galt.—The Perfect Machine Co., Ltd., has been incorporated with a capital stock of \$40,000 to deal in iron working tools.



View in McNichol's Hardware. Note large case of seeds on left

Sports Goods Becoming Active

Soldiers in Concentration Camps Have Used Quantities of Sporting Goods — Small Boys Are Buying Freely—Good Display in Western Canada Store.



Window display of Sporting Goods arranged by F. E. Keller, of Latham's Hardware, Moose Jaw, Sask.

NOW that spring has given fairly good evidence that she has come to stay with us for another season, a great activity in the branching out into the sale of sporting goods lines is becoming noticeable. As the fields take on a summer-like appearance the small boys re-commence after school, games of baseball, football, and others, and an intense desire to "get out" is given vent to by younger people in general, as the spring fever brings with it visions of the tennis court and the bowling green. Nor is this activity alone restricted to our young people at home, for our soldier boys at concentration camps in Canada, in England, and even right at the battlefield, have sent forth their call for sporting goods, chiefly football and baseball outfits, in order that they may be given a good sportsmanlike opportunity to match their ability against that of their neighboring regiments, and also to be used as a much needed relief from the dull monotony of trench warfare, the initial excitement of which soon gives place to that of a game of football, even though extreme danger is run in the playing of it.

While it may have been thought that the war would greatly curtail the business done in sporting lines, owing to the absence of the large number of boys who have signed up for service overseas, the large increase in the sale of juvenile lines has tended to balance the trade, and reports of representative firms on conditions of this branch at the begin-

ning of the war and as they exist to-day, indicate that in many cases business has shown an increase, while the remainder report a normal trade.

A considerable amount of sporting goods has been sent to England and France, chiefly through the efforts of the remaining organization of previously thriving associations for the development of sport, and in the absence of many of the larger boys, the younger set have made big strides in an effort to keep things going. The result of this situation is that a general increase in the possibilities for sales in this line are open to all dealers who make a conscientious effort to arouse interest in their respective communities. As far as other lines of sport are concerned, very little change is indicated, for the chief interest taken in the tennis court was that of the fair sex, and the chief interest in the bowling green was that of older men and the fathers of the boys who have gone.

The war has undoubtedly caused a change in the demand for sporting goods in Canada, but the situation as a whole is very little changed owing to the increased popularity of certain lines, which compensates for others which have shown a slight decline. That no misgivings should be entertained by the retail hardware merchant concerning the advisability of pushing such lines, the reports of a number of the larger dealers of the country should be taken into account, one of whom says "taking the situation

all in all, our turnover is really considerably greater than it was before the war started."

From other centres come reports that while there has been a decrease in the demand for some of the better grades of sporting goods, there has been an increase in the demand for the cheaper lines. Another firm which handles a complete list of baseball, tennis, hockey, and other sporting lines report a slight falling off in the high grade lines of baseball supplies such as would be used by professionals and high grade amateurs. This, as has been explained, was due to so many young men of this class proceeding overseas and the disorganization of old sporting clubs. The cheaper line of goods, however, used by boys between the ages of 10 and 15 years, are reported as showing a considerable increase. The tennis trade showed an increase and a further increase is expected this season. An increasing tendency which has become quite noticeable is that the necessity of keeping fit has a wider appeal to-day than ever before, and the introduction of a large number of new users of sporting goods has added greatly to the purchasing public.

The possibilities of business along this line have been realized by some dealers, among whom are to be numbered Latham's Hardware, Moose Jaw, Sask., and the accompanying display was arranged by F. S. Keller, of that store. The exhibit of sporting goods shown is simple

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Time Opportune to Cut Down Credits

Retailer Has Best of Arguments Now For Adopting Cash Basis With His Customers
—Port Perry Merchant Urges Point That High Prices Compel Too Heavy Capital—Using I.O.U. for Town Customers.

THERE would seem to be no more opportune time than the present, for the hardware merchant who desired to get rid of the burden of long credits to grasp the situation boldly and come out for cash business or for some form of shorter credit that will greatly improve that which he has labored under, since the time, perhaps, he first opened his store. If an excuse were needed for a step of this nature, surely it is furnished now by the high prices that rule everywhere, and by the fact that a very greatly increased capital is required to carry even an ordinary stock.

The most favorable part of the argument for the merchant is that the public thoroughly realize the situation. From all sides are heard statements from merchants that with few exceptions no complaints are made to them about the prices they are charging for their goods and a man would stand an increase of 50 or 100 per cent. on nails where before the war he objected strenuously to an advance of even 15c or 25c per keg.

Customers Appreciate Situation

For those merchants who are hesitating to take this step, it can be safely said that no more favorable occasion is likely to arise during their lifetime. As soon as the market starts dropping they will lose the main point of the argument about the greater capital that is required to carry their stock on their shelves for months at a time. Nor can there be, in the opinion of the majority, a continued plentiful supply of money to the extent there has been the last year or so. People are not only accustomed now to pay high prices but are accustomed to pay cash for their goods. This is the condition that starts right out from the manufacturer and passes on to the jobber and the retailer, and in many respects the consumer has been called upon to pay by cash to a greater extent than he ever did before. The time, therefore, is ripe now for a change for those merchants who feel that they have been carrying far too heavy a load of credit accounts in the past.

Port Perry Merchant Changes Over

In a recent issue of **HARDWARE AND METAL**, there appeared a story of a Brighton merchant who cut down the length of his credit to three months and was charging interest on all accounts that ran beyond that period. In Port Perry, Ont., a merchant, Mr. W. U. Carnegie, came out with an announcement in the local papers last week declaring that he was going to place his business on a cash basis. The reason given for this was that owing to the extreme advance in prices he had decided that in order that his customers should obtain

their hardware at the lowest possible price, he must insist on cash to do business. He added that those who found it inconvenient to pay cash might pay by note (with interest added).

A considerable portion of the business of Mr. Carnegie is on credit, particularly in the country districts. In the case of some merchants the credit business is greater than the cash business, although in most cases looked into by **HARDWARE AND METAL**, the credit is not more than one-third of the total. In the Port Perry store bills for farmers were rendered once a year, although they were sent out at shorter periods for those in town.

W. U. CARNEGIE

Announces

Owing to the extreme advance in prices, I have decided that in order to have customers and friends able to obtain their Hardware, etc., at the least possible price, I must place my business on a Cash basis. Customers finding it inconvenient to pay cash may pay by note.

Special terms to builders.

W. U. CARNEGIE

Hardware, Furnaces, Plumbing,
and Wall Paper.
Port Perry, Ont.

Hopes to Hold All His Customers

"I think I will be able to hold all my customers, or nearly all," said Mr. Carnegie to **HARDWARE AND METAL**. "Several already told me that I am quite right and seem to realize that by cutting down on my credit business I will be able to give them better value in the articles I sell in the store. However, I am quite prepared to lose a share of my business on this account, if necessary. I would have the stock instead of the long standing accounts."

Not only does this merchant feel that he is at a great disadvantage in having so much money out, making it more difficult for him to finance his purchases and take advantage of discounts, but he feels that there is bound to be a certain laxity among the clerks in the store in charging up everything that is bought.

Some Charges Not Entered

"They are anxious to wait on as many customers as possible at the busy time," he said, "and sometimes they forget to charge up the item at the time, as we do not make out sales slips for every transaction. People have come in here and paid their accounts and we have found that it was not charged up at all. If they had not remembered the purchase and been honest about it, without

waiting for the bills to come in, we would have lost that money."

Mr. Carnegie is now engaged in sending out accounts and considers that all of them, no matter how short a period they have run, are now due, following an announcement in the weekly papers.

However, as he says in his advertisement, he will make special terms to builders. That is, he is willing to allow a contractor to have a little time in building a house, as he has to wait for his money, so there will be a certain amount of credit business done with contractors.

SPORT GOODS BECOMING ACTIVE

(Continued from page 32)

and yet effective, and could be easily copied by other dealers so inclined. A good range of supplies retailing at prices to suit all purses from that of the small boy up, are shown; and are displayed in plain figures on each individual article.

Among other lines, are shown forty-two gloves and mitts; fifteen bats; four masks; eight lines of balls; five kinds of suits, and boots. The Latham management believe in widely advertising their sporting goods department and not only use the medium of window display, but also are extensive users of newspaper space, circulars, and catalogues. This store has been noted for years for carrying an unusually large stock of sporting goods and considerable store space is devoted to the display of these lines, including guns, rifles, ammunition, tennis goods, baseball and football supplies. Photographs of the various departments of the store have previously appeared in **HARDWARE AND METAL**.

HARDWARE DEMONSTRATION AT ORILLIA

(Continued from page 28)

merely carries catalogs with pictures of his lines. The value of demonstrating in the retail store, the real article after its introduction through advertising is therefore of greater value than either of the foregoing.

In the successful operation of such a demonstration Mr. MacNab is of the opinion that such points as the placing of the demonstration on the ground floor and the devoting to it of plenty of floor space, are big considerations. He believes that the demonstration has proved of unlimited value in the placing of the goods demonstrated before the people of the community and he is convinced that many homes in the district will soon be initiated to the use of many of the lines as demonstrated on this occasion. In addition the demonstration brought many new faces to the store.

How Retail Merchants May Co-operate

Subject Gone Into Thoroughly by Horace Chevrier at the Convention of Retail Merchants' Association, Saskatchewan Branch, Held at Moose Jaw This Week.

SASKATCHEWAN CONVENTION OPENS

A. A. Evans, of Outlook, Sask., Provincial President of the Retail Merchants Association, in an address delivered at the opening of the Convention of the Saskatchewan Retail Merchants Association now being held in Moose Jaw, noted with concern the attitude of the Grain Growers' Association, in planning to turn their trading interests over to the Saskatchewan Co-operative Elevator Company. Of the stock of this Association, 85 per cent. was guaranteed by the Province of Saskatchewan, R.M.A. Mr. Evans stated that he had written the Premier of the Province regarding this matter, and the premier had replied that he doubted whether the Elevator Company had the right to thus go into the retail business. He strongly urged the necessity of keeping to the fore the interests of the agricultural class, yet at the same time do nothing to prejudice the interests of the retailer.

Mr. Evans in the course of his address, sharply criticized the Knowles Bill and showed how it would be detrimental to the trade at large.

HARDWARE AND METAL'S representative is present at the Convention, and a complete report will be published in next week's issue.

AFTER the delegates had been accorded a welcome by the Mayor of Moose Jaw, and by S. D. McMicken, president of the local Retail Merchants' Association, Mr. Horace Chevrier, of Winnipeg, president of the Dominion Retail Merchants' Association address the convention on "The Value of Co-operation to Retail Merchants."

Mr. Chevrier started in by defining the term "co-operation," and showed how it could be applied by merchants in their buying, selling, and deliveries. In connection with buying, he dealt for some time with the subject of bankrupt stocks, and co-operation as applied to freights, merchants joining in making up car lots for goods coming in, and for produce going out.

As regards selling they could co-operate by arranging special sales so as not to overlap; on giving credit, they could agree on the amount of discount to be allowed, on the time to allow their cus-



A. A. Evans, of Outlook, Sask., President of the Saskatchewan Retail Merchants' Association.

tomers, and on whom they could afford to allow credit.

Much interest was shown in what Mr. Chevrier had to say on deliveries, as regards goods being sent out on approval, using separate routes, and allowing a special discount to customers who carried their own parcels home.

Having only half an hour to deal with this subject, Mr. Chevrier did not attempt to lecture on any one branch of co-operation, merely indicating to his hearers in how many ways they might co-operate with one another to avoid unnecessary losses, and help towards building up the community. During his discourse he remarked how often, especially in the United States, merchants in a town had started in by cutting one another's throats, and had eventually come to realize that it did not pay.

Fellowship Among Dealers

The Dominion president then went on to speak of fellowship among dealers, and the resultant community building. There was the matter of rentals; in the hard time which have been experienced during the past few years, the merchants of some towns had got together and approached landlords with a view to having rents reduced; in some cases the stronger merchants had approached the landlords of weaker merchants who were afraid to take the matter up.

In the matter of having store fronts painted, the town was often too small to permit of a resident painter; in such cases it was possible for dealers to get together and have a painter or carpenter

brought in. Between them they could arrange for church fairs, and exhibitions give prizes for children's gardens, organize agricultural fairs, and give prizes. There were so many ways in which they could help one another and help keep business in town, said Mr. Chevrier. They could see that people in the outlying district got their mail delivered. If the Government would not deliver it, then the dealer himself might offer to have it sent in his own wagon, and, added Mr. Chevrier, the woman who was dealing with the mail order houses would soon feel ashamed when she saw her own dealer carrying parcels from the catalogue houses.

Co-operation Among Dealers

They could co-operate by the exchange of goods. It was impossible for one merchants to carry everything, and by a fair system of exchange and allowing one another a fair discount, their expenses could be effectively reduced. Dealers might help one another by preparing for seasonable demands. For instance, the grocer while out in the country might take note of the fact that his customer needed some fencing, and advise his fellow hardware merchant; he might also count the number of rubbers that would be required out there next winter, and get an idea of the sizes.

Merchants should interest themselves in municipal government matters, study their by-laws, see that they had good roads and walks, support the school ma'am if she was a good one, and agitate for a better one if she was no good; they might organize a district dance. Prince Albert merchants had recently united in holding a dance in their city, and together they contributed over seven hundred dollars. If there was no bank in the town, they should unite to have one there, or at least an agency for the bank; they should agitate for a railway station; if they had a station and it was a poor one, then they should all kick together.

Having dealt with the questions of co-operation as it concerns the dealers in their own town, Mr. Chevrier dealt with the question of co-operation as between merchants of the province, and the mechanism provided by the Provincial Board of the R.M.A. for dealing with problems, finishing up by dealing with the question of co-operation between dealers all over Canada, and thus dealing, through the Dominion Board with such matters as freight rates, adjustment of differences between retailed and wholesalers, dealing with trading stamps, fraudulent advertising, etc.

EDITORIAL COMMENT

ENLIST in the army of production.

* * *

DON'T forget that this is dunning time.

* * *

AUTOMOBILES are becoming almost as common as bicycles were twenty years ago.

* * *

SPRING will soon be classed with German spies and Peace-at-any-price pacifists if it doesn't soon get around and get busy.

* * *

THINGS are not so bad after all. A bumper water-melon crop is predicted in the Southern States. The peculiar feature is that the exodus of negroes north still continues.

* * *

WESTERN farmers are saying that Free Wheat is not as advantageous to them this year as it would be in normal times. Canadian millers are saying that it is generally admitted that Free Wheat may benefit the West in this present year but that it will not be of advantage when normal conditions return. Isn't it interesting how a man's position colors his opinions?

* * *

THE latest advent to the list of the Allies, and they are coming almost every day, is the little Republic of Haiti. This is a Negro Republic, ruled by a Negro, and in the past, if history speaks correctly it has not been a particularly gentle or law abiding little Republic. But apparently even here the Kultur of the Teuton cannot be stomached so the dusty colored President Artiguenave has sent a message to his senate demanding war. Good work for the sons of Ham.

* * *

CANADA MUST ADVERTISE

IN this issue appears an article on the industrial development and natural resources of Canada. It was written, not for Canadians, but for those abroad who are interested in Canada and Canadian goods. It is not intended as a complete review of the subject nor as an exhaustive compilation of the facts. It is merely a number of interesting facts gathered together in the form of a brief article designed to give an idea of the importance and the future of Canada to those who, perhaps, know little about our country.

Unquestionably a bright future lies before Canada as an exporting country. We have the resources and the material here and we are acquiring the capital to increase our capacity for developments. It will pay Canada to advertise.

A REAL SERVICE

A REVIEW of the price changes shown in the market reports elsewhere in this issue of *HARDWARE AND METAL* will give the reader a fair idea of what has been happening weekly in Canadian hardware markets for many months past, or in fact ever since the outbreak of the war in 1914. We are living in a critical period and the merchant who has the best interests of his business at heart, must follow the weekly market reports if he wants to keep posted on the important price changes which take place from week to week. There is only one possible way in which the retailer can keep thoroughly posted regarding the sudden and drastic changes which take place with such alarming regularity and it is by following the trade paper market report. The weekly market reports of *HARDWARE AND METAL* are being watched more closely to-day than at any time in the past. Although the market reports are published chiefly in the interests of the retailers, even manufacturers and wholesalers are finding in *HARDWARE AND METAL* each week, a great deal of vital information on market conditions and tendencies. Many hardware merchants have told us how they have time and time again, saved many hundreds of dollars, by following *HARDWARE AND METAL*'s weekly market reports. Not only have they made money by taking advantage of the advance information supplied regarding forthcoming price changes, but they have re-marked their stocks in accordance with the price changes as announced in *HARDWARE AND METAL* each week.

No retailer can afford to miss a single issue of *HARDWARE AND METAL*. The market reports are gathered each week by trained market editors. They secure their information from the most authoritative sources. They report conditions in an absolutely fair, square, and straightforward manner, without any regard whatever to those who at times try to get us to swerve from our position and publish information which we know would be one-sided and would not reflect the true conditions. It costs *HARDWARE AND METAL* a pile of money to supply the market service which goes out each week, but the service is worth the cost. We are repaid by the many commendatory letters received from retailers, by the steady growth in our circulation, by the regular renewals year after year from the best hardware firms in Canada, by the support received from the trade in general, and last, but not by any means least, by the knowledge that we are giving a service that meets the requirements of the shrewdest buyers in any branch of Canadian trade—the hardware buyers.

EVENTS IN THE TRADE

FIRE LOSS

Hamilton, Ont.—There was a fire on April 30 at the premises of the Laidlaw Bale Tie Co., when the cooper shop was totally destroyed. The loss will be about \$5,000.

NEW FIRM.

Winnipeg, Man.—A. Kellough, 122 Osborne Street, Winnipeg, who has been in the plumbing and heating business for six years, has recently put in a stock of hardware, and has moved to new premises at the above address.

BUSINESS CHANGES.

Cudworth, Sask.—R. E. Moore, hardware, has sold out.

Winnipeg, Man.—D. Seebach and Company, tinsmiths, has been sold.

Renfrew, Ont.—H. M. Moss, tinsmith, has been succeeded by P. Guest.

Iroquois, Ont.—A. J. Ross Hardware Company has been sold to Seeley Bros.

Calgary, Alta.—R. H. McKenzie has commenced hardware business.

Hazenmore, Sask. — P. D. Sweeney, hardware, has sold to Prairie Hardware.

Alsask, Sask. — Acheson Hardware Company has opened a branch at Oyen, Sask.

Edmonton, Alta.—Western Hardware Co. has closed its Fort Saskatchewan branch.

Fort Saskatchewan.—Western Hardware Co. Stock has been purchased by Gordon & Dubuc.

Toronto, Ont.—McKnight Stove Company, stoves and hardware, has sold to W. B. Morrison.

Winnipeg, Man.—C. Tadman, 866 Main Street, is now doing business under the name of Tadman Hardware Co., Ltd.

OBITUARY

Estevan, Ont.—R. McKinnon, formerly of Perry Hardware Co., is reported killed in action.

Quebec, Que.—Chas. H. Shaw, of S. J. Shaw & Company, hardware merchants, is dead.

North Sydney.—A. C. Thompson, founder and head of chain of hardware establishments and of stove works and foundry, is dead in Los Angeles, Cal.

Galt, Ont.—S. R. Sheldon, vice-president and chief engineer of Sheldon's Ltd., manufacturers of heating and ventilating equipment, died suddenly last Monday after an operation for appendicitis aged 40. Mr. Sheldon was originally with the McEachren Ventilating Co., and about fifteen years ago took over the business with his brother, W.

O. Sheldon. The company was at a later date incorporated as Sheldons Ltd.

PERSONAL

John O. White, of the Walworth Mfg. Co., Boston, U.S.A., visited the Montreal hardware trade this week.

Raymond Cantlin, of the Corbin Lock Co., was a business visitor in Montreal this week.

Mr. Will Earl and Mr. Gobson, of the Oneida Community Co., New York, were visitors in Montreal this week on business.

T. H. Rothwell, of the International Varnish Co., Limited, Toronto, was a business visitor to Montreal during the present week.

Ed. D. Jones and Geo. Parent, of the Canadian Yale & Towne Mfg. Co., were in Montreal this week, visiting the hardware trade circles.

T. F. Hodgson, manager wire department Toronto Branch Steel Co. of Canada, was a business visitor in Montreal during the week.

W. A. Laidlaw, assistant manager Laidlaw Bale Tie Co., Hamilton, Ont., is in Vancouver, having been called there by the serious illness of his father.

A. McL. Seeley, for several years general storekeeper of the Nova Scotia Steel and Coal Co., at Sydney Mines, N.S., has been appointed to the position of general purchasing agent, with headquarters at New Glasgow, N.S.

Raymond Walker, of the Wakye Mfg. Co., Winnipeg, was married on Monday, April 30, to Miss King, daughter of Geo. King, general manager of the James Ballantyne Co., Ltd., Winnipeg. Following the ceremony Mr. and Mrs. Walker left for Edmonton, Calgary and Banff, where the honeymoon will be spent.

At the last meeting of the Canadian Wholesale Hardware Association in Montreal, a resolution was passed expressing sympathy of the members with the relatives of the late J. H. Hanson, of the B. Greening Wire Co., whose personality was well known to all members and whose dealings with all had been marked with the greatest courtesy and consideration in all business and social matters. A letter to this effect was sent by the Secretary to the relatives.

George W. Beardmore, who has been made a director of the Canadian General Electric Company, to take the seat made vacant by the death of Senator Kerr, is a member of the firm of Beardmore & Company, the tanners and wholesale leather merchants of Toronto. He is well known in business and social circles in the Queen City and is prominently connected with a number of business and public organi-

zations. He is president of the Beardmore Belting Company and a director of the National Life Assurance Company. A well-known horseman, he has been president of the Canadian National Horse Show Association for eighteen years and Canadian representative at the International Horse Show, London, England, since 1906. He is a member of the Canadian Jockey and Toronto Hunt Clubs and of the latter has been master of foxhounds since 1894. He is also a member of the Sports Club of London.

Williaw D. Ross, who takes the place of J. K. L. Ross on the board of the Canadian General Electric Company, is one of the most prominent of Montreal's business executives. He is perhaps best known as president of the Montreal Board of Harbor Commissioners in connection with which organization he has done important work in creating efficient machinery for the handling of transportation on the St. Lawrence. He is also president of the Asbestos Corporation of Canada and a director of the Prudential Trust Company, Nova Scotia Development Company, Dominion Steel Corporation, National Steel Car Company, Montreal Tramways Company, and the Amherst Land Company.

INCORPORATIONS

Montreal, Que.—Colonial Supplies Ltd has been incorporated with a capital of \$50,000 to manufacture lubricating and medicinal oils, soaps and greases, etc.

Montreal, Que.—Canadian Utilities Steel and Engineering Ltd., has been incorporated at Ottawa with a capital of \$49,000 to manufacture and deal in all kinds of gauges, tools, engines and machinery, with office at Montreal.

London, Ont.—Steel Lockers Ltd. has been incorporated at Ottawa with a capital of \$40,000 to manufacture steel and metal lockers and furniture at London, Ontario.

St. Catharines, Ont.—Turnbull Electro Metals Ltd. has been incorporated at Ottawa with a capital of \$50,000 to carry on business as iron and brass founders, engineers, boilermakers, machinists, etc., at St. Catharines, Ont.

Montreal, Que.—The Hydraulic Machinery Co. has been incorporated at Ottawa with a capital of \$200,000 to manufacture and repair all kinds of hydraulic presses and pumps and screw presses, etc. Office at Montreal.

Valleyfield, Que.—The Valleyfield Tool Mfg. Co. has been incorporated with a capital of \$100,000 to manufacture all kinds of machinery, tools, implements, foundry supplies, etc., at Valleyfield, Que.

HARDWARE LETTER BOX

Waste Paper.

J. E. Scriven & Sons, Tillsonburg, Ont.—Please give name of firms buying waste paper.

E. Pullan, Adelaide and Maude Sts., Toronto; The Levis, 100 John St., Toronto; Helpport Bros., Toronto; Harris & Co., London, Ont.—Ed.

Stewart Range S19-18

Rutherford Hardware Co., Retlaw, Sask.—Please advise where we can get supplies for the Stewart range S19-18 Regent.

The stove is made by the Fuller Warren Co., Milwaukee, Wis. and is sold in Western Canada by the J. H. Ashdown Hardware Co., Winnipeg.—Ed.

Laundry Machines.

A. F. Miller Hardware Co., Ltd., Lloydminster, Sask.—Please give names of firms from whom we can purchase ironing machines. Also sirens for town fire alarm purposes.

Laundry machinery is sold in Canada by Stanley Brock, Ltd., Winnipeg, Man.; American Laundry Machinery Co., Toronto. Sirens can be secured from the Northern Electric Co., Winnipeg, Man.; The Jas. Morrison Brass Mfg. Co., Toronto.—Ed.

Grist Mills.

D. Mistele, Rodney, Ont.—Please advise where we can secure repairs for the Gale cultivator. We would also like to know where we can purchase a family grist mill.

Gale cultivators are made by the Gale Plow Co., Albion, Mich.

Grist mills are sold by W. & J. G. Greey, 8 Church St., Toronto; Walker Mfg. Co., Denver, Col.; B. F. Gump Co., 429 S. Clinton St., Chicago, Ill.; Ypsilanti Machine Works, Ypsilanti, Mich.—Ed.

Wood Silos.

John Fennell & Son, Kitchener, Ont.—Kindly give names of makers of wood silos.

Nicholson Lumber Co., Burlington, Ont. The Houston Co., Ltd., Tweed, Ont.; Farmers Silo Co., Marlsham, Ont.; Geo. M. Mason, Ltd., Ottawa, Ont.; Adirondack Silo Co. of Canada, Ltd., Montreal, Que.; Robert Stewart, Ltd., Guelph, Ont.—Ed.

INDUSTRIAL NOTES

Tillsonburg, Ont.—The Tillsonburg Foundry and Machine Co. propose to erect a machine shop and install new equipment. The cost is estimated at \$10,000.

Windsor, Ont.—The Windsor Tool and Machine Co. are building a one-storey, 84 ft. x 52 ft., addition to their plant

which will comprise a machine shop and office accommodation

Stratford, Ont.—At a meeting of directors of the National Portland Cement Co., it was decided to reopen the plant at Durham at once for the manufacture of cement, this time as a rock proposition. The works have been closed since June last. R. H. McWilliams, of St. Marys, was again appointed manager.

DEATH OF BOWSER MANAGER

Late W. R. Hance Was Well Known in Business Circles in Canada

Toronto, Ont.—A well known business man throughout Canada was W. R. Hance, late Canadian manager of the S. F. Bowser Co., who died last week in Toronto General Hospital. Mr. Hance had been ill for three weeks, suffering from appendicitis, when it was found necessary to perform an operation from which he failed to recover. His business career since he was called in from the Western States and sent to Canada as manager of the Bowser interests in 1906, was an interesting one, and he was accredited as being mainly responsible for the building up of the organization which he represented in this country. Mr. Hance was a well known member of the Masonic Order, and also a member of the Rotary Club.

ST. JOHN, N.B., NOTES

William Arthur Davis, twenty-three years of age, formerly with T. McAvity & Sons, Ltd., St. John, N.B., was killed in action in France on April 9.

Retail stores in St. John are considering closing at five o'clock during the summer months. If a general agreement can be reached the plan will be put into effect.

Owing to the difficulty in securing contracts for the delivery of steel plates in less than two years, it is reported that the establishment of a steel shipbuilding plant on the Miramichi River, New Brunswick, has been indefinitely postponed.

Lieutenant Herbert B. McDonald, who was killed in action on the western front,

on April 28, was the only son of Charles McDonald, managing director of the St. John Iron Works, Ltd. Before joining the siege battery, with which he went overseas, Lieutenant McDonald was with the ironworks company as chief draughtsman and mechanical superintendent.

EQUIPPING FARM HOUSES WITH BATHROOMS

(Continued from page 27.)

out to prospects in the neighborhood. This will be one of the least expensive and most effective methods that can be adopted for advertising these goods.

Show Bathroom Complete in Window

In connection with this the dealer might fit up a window, using a typical wall finish, either of enamel paper or a tile background, and a bathroom flooring to secure as complete a representation of the "real thing" as possible. In this window he should place the pieces of plumbing just as they are placed in the regular home. Then he could use along with this, to get the proper "atmosphere," a view taken from a magazine of a country home, and throw out the suggestion in every way at his command that this outfit, so comfortable and so attractive, can be installed at comparatively small cost in any home in the country.

Print Opinions of Customers

Opinions might also be secured from some of your "pleased" customers—who are enjoying the conveniences you have added to their rural life—and the reading of these views by their neighbors you will find of great assistance in persuading them to "Go and do likewise."

For the merchant who is in a position to install these bathroom equipments the successful experiences of the Port Perry merchants will be a stimulant to a similar exercise of enterprise that will not only be gratifying in the way of increased profits and turnover in a new field, but result in an equally valuable return, by strengthening the bond between the merchant and customers.

APPOINTED CANADIAN DISTRIBUTORS.

Distributors for the Evinrude detachable rowboat and canoe motors have been appointed in Canada as follows: A. R. Williams Machinery Co. of St. John, N.B., Ltd.; The Saskatchewan Motor Company, Ltd., of Regina, and Revillion Wholesale, Ltd., Edmonton. Since January first the following distributors have represented the Evinrude in Canada: A. R. Williams Machinery Co., Ltd., Toronto, Province of Ontario; E. Drolet, Montreal, Eastern Quebec; Capt. A. A. Sears, Victoria, Province of British Columbia.

CATALOGUES AND BOOKLETS

Auto Accessory Catalog

An exceptionally complete and splendidly illustrated catalog of auto accessories has been issued by La Cie Martineau, Quebec, Que. The catalog consists of 135 pages, and is made up in compact form. The wide range of goods shown is indicative of the trend of trade in the auto accessory business, in hardware stores. Copies of the catalog will be supplied on request.



Breaking into the Big League.

—Chapin in the St. Louis Republic.

WHAT OTHER PAPRES SAY

PRODUCE AND CONSERVE

From the *Financial Post*.

There is a two-fold mission behind the campaign of the Organization of Resources Committee; production and conservation. Both of these are direct factors in increasing our exportable surplus of foodstuffs. Increasing food exports not only means that we are fulfilling our duty to the Empire and the Allies in the great crisis but it means national prosperity. An effective advertising campaign to this end is being waged and the points referred to are being brought home to both farmer and citizen. This campaign cannot but have effect upon public sentiment but it must also be accompanied by practical national efforts for control and direction if the desired results are to be obtained. There are many suggestions to this end but few worthy of much consideration. Two of the more recent which are on a sound business and economic basis are those of the Canadian Manufacturers' Association and the packing interests.

The suggestion of the Manufacturers' Association that arrangements be made in the city for men who understand farming to return to the land for the season of production, when they can possibly be spared—loss of income to be made up to them—is more practical than the enthusiastic but ill-considered effort to get business men to spend their vacations in the role of farmers. The average office man would be little more effective on a farm than would the farmer be in an office. Besides a man on his "vacation" is not likely to put much energy into work which would be very trying physically; many would be still looking for cures for blisters, sun-burn and strained backs when it was time for them to go home. On the other hand residents of cities and towns who have had experience in farm work would be efficient workers.

The suggestion of the packers and provision dealers that a national food controller be appointed is one which bears directly on the situation as regards consumption and the cost of living. Reducing consumption is not only an effective method to increase the exportable surplus but means less spent by the individual and, in relation to supply and demand, a factor for readjustment of prices to lower levels. A food controller could do much in the education of the public as to the value of foodstuffs and their use to the best advantage in the elimination of waste, besides considering, as may be necessary, the regulation of individual consumption. Supply and demand are regulating prices and will continue to be the dominant factors in that connection.

PROFIT IN ACCESSORIES.

From *Hardware Trade*, Minneapolis, Minn.

With good road conditions in Minnesota and adjoining Canadian border states automobile traveling promises to be heavy this third year of the big war. Touring abroad is absolutely abandoned by the foreign pleasure seeker. Americans are learning their own country and conditions are reported right for scenic and pleasure places in Minnesota, for instance, according to the state forester, this year to get full measure of recognition due them.

Naturally this means a heavy business in motor car supplies. Who is going to get

this trade? In the South this business is considered as much as a hardware trade as any other merchandise linked with that name. It is getting to be so in the Northwest.

The garage is generally a repair shop. Its men are good mechanics, but usually not salesmen. Like the doctor, they do not pay so much attention to the drugs as to the repair work. The traveling automobilist is getting used to go to the hardware store for a tire or a tire chain, or any other accessory, the same as a man would go to a hardware store for a tool rather than to a machine shop.

Accessories carry as high as 30 to 35 per cent. profit and are sold daily. Tires possibly return an average of 15 per cent. and the turnover is large. It is a case of getting a good initial stock and then keeping it up and adding to it. Tests have shown the hardware dealer that this stock takes up less room than many hardware lines, and frequently can be turned oftener.

To help out in this work the merchants should see to it that summer and road hotels improve and offer good facilities and accommodations to motorists touring the country for pleasure. They will not otherwise come again. The tourist business in the North Star State alone runs into the millions, but better preparation must be made to entertain and sell them merchandise this year.

HOW WAR AFFECTS SPORTS GOODS SALES.

From *American Sporting Goods Dealer*.

Many men with the best intentions in the world have been urging colleges to discontinue all athletics during the war. They are urging the people to buy sparingly of everything; they urge them to cut down their food consumption, and to spend money only for the necessities.

These men, no doubt, are sincere, but they have not given serious thought to the things they advocate. One of the greatest qualifications of a soldier is his willingness to obey orders, and the second is his physical fitness. Understanding this, isn't it foolish to even hint of a discontinuance of athletics? One of the lessons of war has been the necessity for physical fitness. It has shown that of the many who have applied for entrance to the Army and Navy a large majority have been rejected because of their not being physically fit. The men and women who advocate the discontinuance of athletics would have more men lacking in physical fitness.

Men who urge the tightening of the purse-strings are not versed in the laws of economics. Under present conditions every man who needs to tighten up in his expenditures has already tightened. He has done this because of necessity. Understanding this, it will be readily seen that the only persons who can be influenced in such a campaign are the men of wealth who do not of necessity need to curtail their expenditures. Suppose, then, that this campaign is successful and the wealthy men of the nation begin to draw in—what will happen? It is not necessary to answer this question. Anybody knows the answer. With the demand cut off, there must be a reduction in factory forces and in the sales forces of the nation. Let's permit business to be as usual. Let's develop a bundle of

optimism. Let's start no negative campaigns. They are not in keeping with our spirit. Let's be optimistic, not only in our ability to come out of this war with honors, but let's be optimistic as to our finance and general business conditions. Let's keep athletics going. Introduce athletics in the Army, and by all means let's not encourage the wealthy men of the nation to draw up their purse-strings.

Teach men of finance, and men in general, who buy sporting goods, that while sporting goods may appear in the luxury class to them, they are real necessities to the people who make them, to the people who sell them, and to the men who have their money invested in the business.

MERCHANDISING AUTO. TIRES.

From *Hardware Age*.

Some humorist has said that opportunity will knock once or twice at any man's door, but draws the line at kicking the door down to attract attention. As it really works out, the amount of knocking is in direct proportion to the importance of the person behind the door. The hardware merchant has always represented an extremely conservative element in our commerce. It is rather a fine thing about him that he has attained material success without deviating from the sound and dignified traditions of his business. His door has a good latch and does not respond to the sudden demands of any new and untried ventures.

Tires and accessories have been candidates for consideration by the hardware dealer for years, but until recently they have carried an odor of newness coupled with unsound distributing methods that has been disturbing to the conservative dealer. This situation, however, is passing out rapidly and a new era is at hand. Quantity price schedules, consignment accounts and flamboyant statements are giving way to clean-cut business methods—surely the time is ripe for the hardware merchant to unlock the door and meet opportunity half way.

MERCHANTS GO TO SCHOOL

From *National Bulletin*, U.S.

Quite a number of colleges and universities held Merchant's Short Courses this past winter. We got in touch with the work of two of these schools, namely, the University of Illinois, and the University of Minnesota, for the sake of posting ourselves on how merchants were taking to the idea of special instruction.

Dean Weston, of the U. of I., reports that their total registration of business men was two hundred and twenty-seven; twenty-seven different lines of business were represented. The largest number of dealers from any one line was eighty, these coming from the general stores.

Hardware stood third on the list, with twenty-one representatives.

There were two hundred and seven retailers registered at the University of Minnesota. Here, also, the general merchants were most in evidence. Hardware was not quite so well represented as elsewhere, possibly because it was so closely followed by the convention of the Minnesota Retail Hardware Association.

A large percentage of those in attendance seem to be the second generation, that is—they were mostly young men who are associated in business with their fathers.

THE JUNIOR CLERK'S PAGE

THE ROMANCE OF A SMALL BUSINESS

How George J. Marott Started in the Retail Trade With \$167—and Made a Fortune.

THE romance of business is not found only in the realms of "big business." System, the Magazine of Business, tells of a man, George J. Marott, who began on a capital of \$167, and who built up a business through stages where ingenuity and perseverance and hard work counted. It is a story of remarkable interest:—

The romance of business is not found only in the realms of "big business." System tells of a man, George J. Marott, who began on a capital of \$167, and who built up a business through stages where ingenuity and perseverance and hard work counted. It is a story of remarkable interest:—

When a man saves one thousand dollars in three years while he is earning a salary of only ten dollars a week—starts in business with a capital of \$167 and makes a net profit of three thousand dollars the first year—succeeds markedly in the first eight years, while twenty-eight of his thirty-two competitors fail, and two of the remaining four go out of business—builds up a retail shoe trade to one of the largest in the United States, occupies all the floors of a seven-storey Building—when a man does all these things in a city of 170,000 there is pretty sure to be something besides luck back of his success. And George J. Marott, of Indianapolis—who has done all these things and more—doesn't count luck in with the factors that have helped him succeed.

Marott entered the shoe business because it was about the only method of making money with which he was familiar. His father was a shoe manufacturer in England, and he set George to work in the factory at eleven years of age. When twelve years of age he was given one year's school education. With a few odd months of "time out" Marott has been in one or another branch of the shoe business ever since, and, in making his unusual success, he has developed a lot of interesting methods.

Marott's father, eager to try for his fortune in a new country, sold out his shoe factory in England and came to the United States. He and his family arrived in Indianapolis one day in April, 1875. Marott senior promptly went into the business he knew best—but this time he sold shoes instead of making them. And he took in his son as a clerk, at ten dollars a week.

When young Marott first came to America he was past seventeen years of age. A little over a year later he went back to England for a visit. On the return journey, he says, he began to think

over his circumstances more seriously than he ever had before. He realized he was getting to be a man, presently he would be wanting to spread himself a bit and perhaps get married; yet he hadn't a penny. Then and there, on board the ship, he set his teeth and resolved that during the next year he would save five dollars out of his weekly salary, and that nothing but sickness would prevent him.

He kept that resolution. He began to save, economize and deny himself everything that he could do without. For eight years he did not see the inside of a theater or any place of amusement that had any cost. He bought socks at five cents a pair, and wore celluloid collars and cuffs.

He saved \$260 during the first year, according to schedule, and at the beginning of the next year he renewed his resolution. But now, having a small capital to loan, he so far relaxed as to permit himself to spend the interest. The rate of interest at this time was ten per cent. By saving and loaning, also discounting commercial notes of several merchants, his assets, at the end of the third year, reached a total of \$1,000 in cash and two lots in Emporia, Kansas, which had cost him one hundred dollars.

At this point Marott got married, and used all his capital in furnishing a little home and buying a piano for his wife. His entire capital was gone. He was still earning but ten dollars a week. He found it impossible to maintain a cottage on that salary. So with the cheerful co-operation of his wife they rented one room and became boarders. Upon reaching this status, he again determined to save something. He could not decide upon a definite amount, but he resolved grimly that it would be something; and it was. Sometimes it was twenty-five cents a week, and again it was fifty cents. At rare intervals it rose to one dollar a week.

By these means Marott accumulated, after nearly five years of married life, the sum of \$167, in addition to the two lots in Emporia. With this capital, \$167, he decided to enter the retail shoe business. It was Marott's idea that the way to begin is to begin. His resources consisted largely of confidence in himself, and a pretty thorough knowledge of the shoe business.

Marott showed his sound business sense at the start in his choice of a location for his store. He selected a room in the very heart of the retail district of Indianapolis. With the sum of \$167 in his pocket, he agreed to pay a rental of \$1,800 a year. It required sound nerve to make such a contract, but Marott left self-confident and argued that in selling he must be where there were customers.

Out of his capital Marott transferred

\$150 to the landlord, one month's advance rent, but was allowed ten additional days in which to clean up the rubbish left by his predecessor. His next step was to call upon ten jobbers and manufacturers with whom he had become acquainted while working for his father. He proposed that each one should extend him a credit of two hundred dollars, or the consideration that it would never exceed this amount. On the other hand, the creditors were not to press him unduly, but were to permit him to pay off the original indebtedness when he could. Marott had a hard struggle with pessimistic jobbers. One pointed to the appalling failures which had occurred in the shoe business in Indianapolis, cited the case of the man who had failed in the very room Marott had rented, and hesitated so long that Marott's heart sank. Nevertheless, this jobber and the other nine finally agreed to extend the credit Marott asked.

Next, he applied for a loan of three hundred dollars on his household furniture. He needed a line of shoes to complete his stock which he could not buy in Indianapolis, and for this cash was required. He succeeded in securing two hundred dollars, for which he gave a chattel mortgage, and this, with the few dollars left from his original capital, gave him \$217 dollars. He took a train to Cincinnati. There he gave an order amounting to \$228. He had \$217, minus his railroad fare, with which to pay it. He asked the jobber's consent to send a check for the balance when the goods arrived, which was granted.

Marott had selected his stock by twelve o'clock, but he had given the jobber his last nickel. He had eaten nothing since he night before, but he could not afford a meal, so he walked the streets and looked at show windows to while away the time. It was midnight when he reached home. He had not eaten for thirty hours. But Marott promised his stomach future rewards for the present sacrifice. He asked the Cincinnati jobber to ship his goods immediately. The carpenters were putting up the shelves in the store and he could not pay them until he had moved some stock.

As soon as the shoes were in the store-room, he plunged into them, verified the invoice and prepared to receive customers. Then he went into the highways and byways, detained his friends wherever he found them, as well as nearly everyone to whom he had ever sold shoes, and announced that he was going to open a store. He solicited their immediate custom. In this way he sold enough shoes before the formal opening to pay the carpenters, the drayman, and the owner of the shelving, and sent a check to Cincinnati.

The organization when the store opened consisted of three persons: Marott's wife, Marott himself, and a boy. They sold \$84 worth of stock that day, and closed a few minutes before midnight. The profits, above all expenses, were eleven dollars—exactly one dollar more than Marott had ever earned for a week's work. That night was almost the happiest of Marott's life. After closing the store he bought three stogies for five

cents, smoked until two o'clock and made plans.

Marott soon began to introduce novelties into his business. He strove to give better values, superior goods, or in some way to be in advance of competitors.

The number of Marott's storeroom was 22. He was eager for his patrons to remember the number, and so he sold a line of shoes at \$1.22 a pair. They were of \$1.50 value.

Keeping up appearances without violating economy has always been one of Marott's principles. When he began he had over two hundred feet of shelving and a storeroom which would easily have accommodated a stock of \$40,000. In those days shoes came in large pasteboard "cartons." They held twelve pairs of shoes. During the noon hour, or whenever business was quiet, he sent his boy to the different stores to ask for the empty cartons which the merchants usually threw away. These he put on his empty shelves. Marott wanted his salesroom to look like a shoe store, and he gained his purpose.

Marott cleared over three thousand dollars the first year. When he knew that success was assured, he resolved not to increase his salary of ten dollars a week until he could take the cash discount on all his purchases. Before the end of the first year he had lifted his chattel mortgage. At the end of the fifth year he had made \$25,000 clear of debt.

During the first eight years that Marott was in business all of the downtown shoe stores in Indianapolis but four—thirty in all—failed. The capital of two of the remaining four was so much impaired that they presently retired. More money was lost by shoe merchants who failed during this time than Marott made.

In 1890 Marott was compelled to give up his original location; and he moved once again in 1911, when he leased a seven-storey building for 25 years, at an average rent of \$20,000 a year, making an investment of more than \$200,000, which he had made in the shoe business.

It has always been Marott's policy not only to keep up-to-date, but to be a little ahead of it. His children's playroom is not only the largest, but one of the only two, in Indianapolis. And he has a department where women may have their shoes "shined" for five cents.

Marott's business, which started with a capital of \$167 and increased to an investment of \$225,000, has been built up by hard work and unflinching honesty. Once he kept his word at a cost of \$60,000. He is sure it paid.



EFFICIENCY.

By H. J. Daly, General Manager the National Cash Register Co. of Canada, Limited.

A few years ago we only occasionally heard the word efficiency, which the dictionary defines as "the power to produce the results intended." But to-day it is a magic word standing for the power of great nations, signifying the brains, energy and resourcefulness of millions of people. It is to efficiency the world owes its progress, and to this same power we are indebted for all the crowning achievements of the twentieth century.

It was misused in 1914, and the great war began, but in different hands, it will likewise end the war; yes, it will even rebuild the regions devastated by the war.

It is the great dynamo of humanity,

the propeller of achievement and progress, the destroyer of the unfit and the builder of the better-than-ever.

But what is this much talked of indispensable efficiency? Isn't it simply striving to do the things you have to do in the best possible manner?

No matter what our avocation may be, soldier or sailor, tiller of the soil, factory hand or a distributor of goods—no matter if a man be a digger of drains or a trainer of brains, no matter the work or the responsibility, we must, in order to be efficient, strive to be the best in our line.

The average man won't do, because he does things in the average way. He sticks to the rut and the rut only grows deeper.

The man who is successful is the man who strives and strives to do better, who does the unusual thing, who is even dissatisfied with the best he has ever done.

At this particular time we are not free to do as we please, because the nation, our fellow men, every trait of manliness demands that we put forth our best efforts, that we be keen enough to recognize methods superior to our own and big enough to adopt them.

I was going to add at this particular time we must all work—but, after all, isn't life one endless round of work of some kinds, crude and refined. In its crude state we call it drudgery, but properly boiled down in goodly portions of efficiency, it becomes a pleasure. It becomes something we long for and live for.

What a wonderful nation we would have if every man in it determined to do the best work in his line; but they wouldn't, because all men are not so constituted. However, every self-made man, every successful man you have ever met, must have possessed this spirit, this determination to be efficient, to be as good or better than anybody else in his line, and in his struggles, he very soon caught up with success and even passed beyond the fields where men work for work's sake.



CRIME TO MISBRAND GOODS

Effort Being Made to Push Barkley Bill in the United States

Efforts are being put forth at Washington, according to *Hardware Age*, to put through the Barkley Bill, to prohibit the manufacture, sale or transportation in interstate commerce of misbranded articles. This is not a war measure, but its friends declare that it is so obviously in the interest of honest merchandising that it should be placed on the statute books at the earliest possible moment.

The Barkley Bill is patterned upon the pure food and drugs law, and makes it an offence for anyone to ship in interstate commerce any misbranded commodity. For the purpose of the proposed law an article is defined as misbranded under the following conditions:

First: If it be an imitation of, and

offered for sale under the name of, another article.

Second: If the contents of the package, as originally put up, shall have been removed in whole or in part, and other contents shall have been placed therein.

Third: If in package form, and the contents are stated in terms of weight, measure, numerical count, or quality, they are not plainly and correctly stated on the outside of the package.

Fourth: If there is stamped, stenciled, branded, engraved, printed, embossed, or otherwise marked upon such article or commodity, or upon any label, tag, card, or other appendage attached thereto, or upon any box, barrel, package, cover, wrapper, or other receptacle, enclosing or incasing the same, any word, statement, symbol, design, device, or indication which is false, fraudulent, deceptive, or misleading, as to its weight, measure, or numerical count, or as to the state, district, territory, possession, or country in which it is manufactured or produced, as to the materials or substances of which it is composed, as to the mode of its manufacture or production, as to being the subject of an existing patent or copyright, as to its being the manufacture, product, or merchandise of any person other than the person whose manufacture, product, or merchandise it is in fact, or which indicates or is designed, intended, or calculated to indicate that the article or commodity is of a character or quality superior to, or otherwise different from its real character or quality, or that it is an article or commodity known by some other distinct name, or if there are applied thereto the name or initials of any person in any false, inaccurate, misleading, or deceptive manner, or which is false, misleading, or deceptive in any other particular.

Fifth: Or if there is published, issued, or circulated concerning, regarding, or in any manner pertaining to said article, in any newspaper, magazine, book, pamphlet, circular, or other publication or advertisement any false, fraudulent, misleading, or deceptive word, statement, representation, symbol, or device as to any of the matters or things stipulated in the foregoing sections of this section.

Few manufacturers, dealers or consumers will quarrel with the first four specifications set forth above. Concerning the fifth, however, there is much diversity of opinion, and there will be strong opposition in both House and Senate to its adoption.

Reduced to plain language, it penalizes false or misleading advertising, but does it in so clumsy a manner that innocent rather than guilty persons would be caught in the toils of the law.



NEW FIRMS

Renfrew, Ont.—Guest & Fishenden, have purchased the hardware and tin-smithing business of H. N. Moss.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Hardware prices continue to advance, and this week's budget of price changes, all upwards, is an exceedingly heavy one. Among the many products which have been advanced in price are axes, iron rivets and burrs, pipe fittings, whiffletrees and neckyokes, horseshoes and nails, lawn rakes, metal polishes, stove rods, pressed spikes, black wire cloth, lead pipe, solders, old brass and copper, tin, lead, hose nozzles, black sheets, galvanized and painted corrugated sheets, fibreware, linseed oil. The recent dull and wet weather has slackened the demand for spring lines. Wholesalers are having great difficulty in securing deliveries from the railways, owing to the scarcity of labor. Manufacturers are also having difficulty in securing deliveries. One Toronto manufacturer this week found it necessary to have three cars of sheet steel shipped in by express.

MONTREAL MARKETS

MONTREAL, May 9.—The great price changes of the week appear to have been in connection with heavy goods. Iron pipe has advanced, and may even advance further before next week; some wire price changes are noted in some quarters. Axes have advanced again. Crowbars, picks, and hoes have advanced. Rivets have settled down to a different discount figure than that given last week. Fibreware is up 10 per cent. Horseshoes are up 35c a keg. Pressed spikes are up. It seems to be a case of all articles made of iron and steel in for further advances. There has been great activity locally in gardening tools, and tools of husbandry have been in demand in the provincial districts. Opening of navigation has greatly augmented business, and there is marked activity.

Shelf Goods And Heavies Alterations

Montreal.

SHELF GOODS, ETC.—There have been a few advances in the class of strictly shelf goods this present week, and in every way the tendency is firm still as to these.

Axes Have Advanced

Axes are up by about a dollar a dozen. All varieties of chopping axes are included.

Picks and Grub Hoes Up

Picks, both rock and clay picks, and grub hoes have gone up by \$1.25 per dozen in each case.

Malleable Pipe Fittings

Malleable pipe fittings are up 5 per cent. These have been selling at net list in Montreal.

Eddy's Fibreware Up

Eddy's fibreware articles are all advanced about 10 per cent. this week.

Horseshoes Up 35c

Horseshoes have been advanced by 35c a keg this week owing to the condition of the iron and steel market. Prices are shown in current market quotations.

Horseshoe Nails Also Up

Horseshoe nails are also advanced in line with the market by the same amount as horseshoes, and new prices are shown in a panel elsewhere.

Crowbars Are Up

Crowbars are up to \$6.25 per hundred pounds this week.

Brush Hooks Advance

Brush hooks have advanced to \$9 per dozen during the week.

Pressed Spikes

Pressed spikes are up this week also: $\frac{1}{4}$ and $\frac{5}{16}$ are \$6.80 base; $\frac{3}{8}$ ths and larger are \$5.80 base per 100 pounds.

Stall Fixtures Net

Stall fixtures are net list, and cattle chains $17\frac{1}{2}$ per cent. discount. This represents an advance.

Rivets and Burrs

Last week altered to $22\frac{1}{2}$ per cent. discount; rivets and burrs are this week placed at $17\frac{1}{2}$, the figure being general in Montreal.

Lawn Mowers $33\frac{1}{3}$ Off

The "one-third off" discount which applies to lawn mower prices maintains this week in Montreal. There were rumors of a further advance of 50c each on lawn mowers, and one wholesale firm has made this advance, but others did not have it.

Iron Pipe May Go Higher Still

Montreal.

IRON PIPE.—As predicted last week, iron pipe has advanced, and at the time of writing, in spite of the advances being recorded, there came word of further advances taking place in the States, so that the present figures may be superseded at any time by still higher figures. Supplies are famine-short in some sizes. Prices on standard butt-weld and standard lap-weld are shown in a panel elsewhere, and also in current quotations.

Sheet And Plate Situation Worse

Montreal.

SHEETS, PLATES, ETC.—Everything that applies to the iron and steel market these days applies right on to the market for sheets and plates. It is a story of scarcity and high prices all the time. This week sees the prices on black sheets and boiler plates advanced by at least 25c per 100 pounds, as compared to last week, and certain kinds of plates are right off the market. It is doubtful if anyone could buy Canada plates to-day in Montreal at even high prices. There may be a few available, but they are not looking for a market. If there are any bright Canada plates at all they are being held firmly. Similarly with tinned iron. It requires all the diplomacy and persuasion of commercial concerns even to begin negotiations involving the securing of supplies from England, and at time of writing the outlook for replenishment of stocks is dark.

	Per 100 lbs.	
No. 10 gauge, base	\$7 25	\$7 50
No. 28 gauge, base	7 75	8 00
$\frac{1}{4}$ -inch (boiler plates)	6 75	....
Differentials for other gauges: No. 12 gauge 10c higher than No. 10; No. 14 gauge 20c less than No. 10; No. 16 gauge 10c less than No. 10; Nos. 22-24 gauges same as No. 10; No. 26 gauge is 10c less than No. 28.		

Iron And Steel Market Very Strong

Montreal.

IRON AND STEEL.—No changes have been recorded during the week since last report on iron and steel, but there is every sign of stronger markets to come. Iron pipe has advanced again; such items as Mrs. Potts' sad irons are up, and all horseshoes are advanced. Accounts of affairs as regards iron and steel manufacture in the States are all ominously towards higher prices. It is rumored that the U. S. Government is to look after the whole output of the mills, which are at present preferring all orders for shipbuilding to all other kinds of orders. If further changes in iron and steel prices come, they need not be unex-

Exporters ^{to} the World

The Dominion Linseed Oil Co.'s products—Boiled and Raw Linseed Oil, the old reliable Livingston Brand Oil Cake (old process always uniform), and pure Oil Cake Meal, etc., are known not only in Canada, but have been sold in many quarters of the globe for the past fifteen to sixty years. Their high standard quality has made them world-wide favorites.

GREAT BRITAIN



To the Mother Country

For over sixty years Livingston Brand Linseed Oil and the famous old, reliable Livingston Oil Cake have been the standard throughout the British Isles.

Though the war has temporarily disorganized exporting, we anticipate the re-establishment of our connection in the

near future through our agents—Alexander Cross & Sons, Glasgow, Liverpool and Belfast. Get in touch with them for future delivery.

A Note to Holland

When the European war broke out we had a nicely established connection in the Netherlands, extending well over twenty years.

Manufacturers, painters and retailers in Holland have during that time held Livingston Brand Linseed Oil, Oil Cake and Meal in very high esteem. We hope very soon to be able to make delivery and to re-establish our friendly relations through our agents—G. L. Stuyck & Co., Antwerp, Belgium, now located at 7 Gracechurch, E.C., London.

HOLLAND



WEST INDIES



A Message

Though the export of the Livingston Lines—Livingston Brand Linseed Oil (Old Process), Oil Cake and Meal, has during the past two years been practically impossible, we anticipate a renewal before many months.

With this in view, we ask our friends in the West Indies to communicate with us at an early date. Orders can now be taken, though delivery may be somewhat delayed.

The Dominion Linseed Oil Co. Limited
Baden Toronto Montreal Canada

If interested, tear out this page and keep with letters to be answered.

Clax Seed Products

BELGIUM



Greetings to Belgium

War is a terrible thing and no country knows better than Belgium. Peace is no doubt in sight and a new war will commence — the commercial

war which will start with the rebuilding of scarred Belgium. Representatives of Belgium industries will do well to anticipate the country's need in Linseed Oil, Oil Cake and Meal, and get in touch with our agents — G. L. Stuyck & Co., 7 Gracechurch, E.C., London, or direct with us.

FRANCE

To Brave France



The rebuilding, reorganization will soon commence in France. Requirements of many kinds are no doubt in prospect even now. Among the many needs of France will be Linseed Oil (raw and boiled), Oil Cake and Meal.

When laying plans don't overlook the Livingston Brand Linseed products which has a world-wide reputation for high quality. It will pay you to get in touch with us.

AFRICA



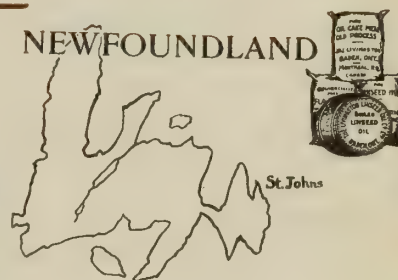
A Message to Africa

The world seems small to-day, owing to the way the great world-war has drawn the liberty-loving nations together into the common strife for humanity. We hope in the future to know our brothers in Africa better than ever, and to have more friendly business relations.

Livingston Brand Linseed Oil, Old Process Oil Cake and Meal are not unknown in Africa, but we hope to soon establish a wider connection in our brother country. We solicit enquiries.

NEWFOUNDLAND

Just a Word



to the merchant jobbers, and manufacturers of Canada's very close brother—Newfoundland.

We have from time to time made shipments of Livingston Brand Linseed Oil (boiled and raw), Livingston Brand Old Process Oil Cake and Meal to Newfoundland, and hope in the near future to establish a very wide connection there. The high standard quality of Livingston products will meet with great favor in Newfoundland trade. Shipments can be made immediately from Montreal.

The Dominion Linseed Oil Co. Limited
Baden Toronto Montreal Canada

pected. Pig iron in Montreal is still nominally quoted at \$50 per ton, with exact figures varying from day to day, as the market indicates new aspects almost hourly.

Common bar iron, per 100 lbs.	\$ 4.00
Refined iron, per 100 lbs.	4.25
Horseshoe iron, per 100 lbs.	4.05
Norway iron	11.00
Mild steel	4.70
Rand steel	4.70
Sleigh shoe steel	4.70
Tire steel	4.90
Toe calk steel, per 100 lbs.	5.60
Mining tool steel, per lb.	0.13 1/4
Black Diamond tool steel, per lb.	0 16
Spring steel	6.25
Single reeled machinery steel	6.25
Iron finish machinery steel	4.75
Harrow tooth steel	4.85
Black Diamond cast steel, lb.	0.16

Lead Pipe And Products Advanced

Montreal.

LEAD AND ZINC PRODUCTS.—There have been advances in lead goods. Lead is increasingly strong and scarce in Montreal as well as in the United States. Lead pipe is up a cent a pound. Waste pipe and composition pipe are also up a cent. Lead traps and bends are now plus 15 per cent. Lead wool is up 2c a pound. Lead sheets are also advanced by half a cent a square foot. The solders show firmness, one firm of wholesalers quoting 35½c per lb. for commercial and 38c per lb. for strictly pure in 50-lb. boxes. Spelter is steady, and the demand for zinc sheets continues strong with these in firmish market.

Lead pipe, lb.	\$ 0 17	....
Lead waste pipe, lb.	0 18	....
Lead traps and bends	Plus 15%	....
Lead wool, lb.	0 17	....
Lead sheets, 3½ lbs. sq. ft.	0 16	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 15 1/4	....
Cut sheets, ¾ lb. extra and cut sheets to size, 1c lb. extra.		....
Solder, guaranteed, lb.	0 34	....
Solder, strictly, lb.	0 32 1/4	0 38
Solder, commercial, lb.	0 31 1/4	0 35
Solder, wiping, lb.	0 31 1/2	0 32
Solder, wire, lb.	0 35	....
Zinc sheets, per lb.	0 23	....

Nails Are Firmer; Some Wire Is Up

Montreal.

NAILS, WIRE, ETC.—The outlook is for higher-priced nails; the \$5.25 base quotation for standard steel wire nails, however, still ruling at the time of writing. Cut nails are also expected to advance. Steel market conditions justify the predictions of further advances being made here and there in trade circles. Wire prices have been advanced by one large firm of wholesalers in Montreal. Plain galvanized wire was quoted as follows:—No. 8 per 100 pounds, \$6.70; No. 9, \$6.25; No. 10, \$6.75; No. 11, \$6.80; No. 12, \$6.40; and No. 13, \$6.50. Barbed wire was quoted at \$6.25. Coil spring wire was quoted at \$6.30 for No. 9, and for No. 12, \$6.45.

U.S. Condition May Affect Stoves And Ware

Montreal.

STOVES, ENAMELLED WARE.—Rumors that the United States Government may take over the steel mills and take care of all their possible output are going the rounds, and though in these

days little serious attention is given to unconfirmed rumors, the prospect is not unconsidered. The effect of such action would be to advance the prices of goods made of sheet metal, enamelled ware, galvanized ware, etc., and also some stoves and ranges perhaps. Manufacturers are as well protected against eventualities as they can by foresight contrive to be, but war exigencies may upset the best calculations. Supplies of sheet metal goods, such as galvanized and enamelled ware, are not over plentiful, nor easily replenished now owing to conditions, and those concerned are wise to watch markets closely.

Binder Twine Higher For New Business

Montreal.

ROPES, BINDER TWINE.—The market for ropes and cordage of sisal and

WROUGHT IRON PIPE.			
New net prices effective May 8, 1917, which advance was recorded in last week's issue of Hardware and Metal.			
Standard Butt weld.			
	Black	Galvanized	
	Per	100 feet	
1/8 in.	\$ 4 50	\$ 6 00	
1/4 in.	4 72	6 76	
3/8 in.	4 72	6 76	
1/2 in.	6 04	7 61	
3/4 in.	7 59	9 72	
1 in.	11 22	14 37	
1 1/4 in.	15 18	19 44	
1 1/2 in.	18 15	23 24	
2 in.	24 42	31 27	
2 1/2 in.	39 20	50 02	
3 in.	51 26	65 41	
3 1/2 in.	63 48	80 50	
4 in.	75 21	95 38	
Lap weld.			
2 in.	27 38	33 86	
2 1/2 in.	40 95	51 19	
3 in.	53 55	66 94	
3 1/2 in.	65 32	83 26	
4 in.	77 39	98 65	
4 1/2 in.	90 17	114 90	
5 in.	105 10	133 90	
6 in.	136 30	173 80	
7 in.	178 50	224 90	
8 L in.	187 50	236 30	
8 in.	216 00	272 20	
9 in.	258 80	326 00	
10 L in.	240 00	302 40	
10 in.	309 00	389 30	
Prices—Ontario, Quebec and Maritime Provinces.			

Manila is still persistently strong. No further advances had been put into effect following last week's increased prices. The outlook, however, is all towards greater strength, and probably more advances later on. As regards binder twine, while prices between 15 and 16 cents have been announced across the border, and while old business has been taken care of in Canada at around the figures announced some time ago in **HARDWARE AND METAL**, there is very little doubt at all but that new business in binder twine that may be coming to Montreal manufacturing plants would have to be undertaken at a price based on the cost of the raw material, hemp, and that the price would be in the neighborhood of 20c or over. There is binder twine open to market in Montreal at this figure or close to it, although at the lower prices only old business is under attention.

Gasoline And Coal Oil Still Steady

Montreal.

GASOLINE, ETC.—There have been no changes in gasoline and coal oil at the time of writing, although in some branches of the retail trade a firming tendency in coal oil was noted. Quotations for gasoline were at the time of writing still 32½c per Imperial gallon for quantities wholesale, and for coal oil 17c per Imperial gallon for Royalite and 20c per Imperial gallon for Palacine. Automobile demand is brisker now, some of the auto-tourist resorts having opened up this month, and the industrial demand is steadily maintained.

Market For Old Metals Is Active

Montreal.

OLD METALS.—The market for old metals is firm at the range of prices quoted last week, there having been no very important tendencies to note since that report. Business in old materials is reported fairly good, and fairly active, but the outlook is not very predictable at present. Merchants are watching United States doings in respect to steel, and the other metals may be affected by action across the border. Meantime the under-noted prices represent the market at the time of writing.

Tea lead	\$ 0.07 1/2	....
Heavy lead pipe	0.09	....
Yellow brass	0.15	0.15 1/4
Red brass	0.20	....
Light brass	0.09	....
Heavy zinc	0.09	....
Heavy copper	0.24 1/2	....
Old cast ron, per gross ton	....	22.00
Stove plate, per ton	16.00	17.00
Old rubber, boots and shoes	0.08 1/2	....
Overshoes, lumbermen's rubber boots	0.08 1/2	....
Auto tires	0.05 1/2	....
Bicycle tires	0.03	....

Tin Reaches Its Record High Price

Montreal.

INGOT METALS.—The market for the metals shows renewed firmness in various items, notably lead and tin.

Tin Scarce and High

TIN.—Tin has reached its record price in history, both in London and on this side of the Atlantic. The quotations are: \$60 per hundred for large orders, and \$62 to \$62.50 for smaller business.

Lead Strengthens

LEAD.—A stronger tone is noted in lead. Prices quoted are \$13 for large business, and up to \$14.25 or \$14.50 for smaller orders.

Copper Also Stronger

COPPER.—The market for copper, influenced by U. S. Government steps in securing supplies at 25c, amounting to 300,000,000 pounds, shows strength again, and \$35 to \$36 or \$36.50 for smaller orders as quotations in Montreal.

Spelter Steady

SPELTER.—The tone of spelter is steady, but fairly firm, as the U. S. Government is looking out requirements in this line; \$13 is quoted in Montreal, some figures rather lower being obtainable for large purchases.

Antimony Easier

ANTIMONY.—Slightly weaker is the tone of antimony, and prices from \$27 to \$29 are quoted in Montreal.

Aluminum Quiet

ALUMINUM.—There is no recorded change in aluminum quotations, and \$70 is the quotation this week still.

Hose Nozzles Up 50c

An advance of 50c per dozen has been made effective in the price of hose nozzles, which now makes the price \$5 per dozen. An advance in lawn hose has also been put into effect.

TORONTO MARKETS

TORONTO, May 10. — Price changes are all in the upward direction again this week with small prospect of easier prices in anything. Malleable fittings, bushings, unions and plugs have all been moved to higher levels. Axes, doubletrees, whiffletrees and neckyokes have been among the lines to share in the higher prices. Horseshoes and horseshoe nails, black wire cloth, lead pipe and waste pipe, traps and bends, have all recorded advances. Business has been very good during the week, but deliveries are causing a lot of trouble. Wholesalers are experiencing difficulty in having the railways deliver their goods after they have arrived in the local freight yards. The difficulty is stated to be one of lack of labor to unload the cars.

All Axes Have Gone Up \$1.00 Per Dozen

Toronto.

AXES.—During the week an advance of \$1 per dozen was made effective on the selling price of axes, the advance being effective on single bit, double bit, boys', hunters' bench axes and broad axes. Prices on the single bit axes now range from \$8.25 per dozen to \$12 per dozen. Double bit axes range in price from \$13 to \$15. Regular handled axes have a range from \$11.50 to \$15.50 per dozen, while boys' axes sell from \$7.25 to \$8.50 per dozen. Hunters' axes are quoted from \$6 to \$7.25. Bench axes No. 2 are now quoted at \$9.40, No. 3 at \$10.20 and No. 4 at \$10.90. Broad axes are quoted at a discount of 10 per cent. off list.

Iron Rivets And Burrs Again Go Up

Toronto.

RIVETS AND BURRS.—A further advance has been recorded in the price of iron rivets and burrs by the changing of the discount from 20 per cent. to 17½ per cent. This advance follows one made about two weeks ago. In some quarters belt rivets and burrs are quoted at 22½ per cent. while tinnery rivets and burrs are quoted at the same discount of 22½ per cent.

Fittings And Unions Make Advance of 5%

Toronto.

FITTINGS, UNIONS, PLUGS.—By the change of discount on malleable and cast bushings an advance of approximately 5 per cent. has been put into effect on these commodities. Class A is now quoted at 20 per cent. off list, while classes B and C are selling at net list. Cast iron fittings are quoted at a dis-

count of 30 per cent. Prices which prevail on some of these lines are as follows: Malleable fittings, Class B in black are quoted at 22c per pound. Class B galvanized, 31c per pound net; class C black, 13¼c; class C galvanized, 21c. Malleable and cast bushings have also been changed and are now quoted at a discount of 37½ per cent. unions are quoted at a discount of 45 per cent. and plugs at 35 per cent. off list.

Whiffletrees And Neckyokes Moved Up

Toronto.

WHIFFLETREES, DOUBLETREES.—An advance of 7½ per cent. has been made in wooden whiffletrees, doubletrees and neckyokes. Discounts have been changed and on the doubletrees it is now 15 per cent. off list, on carriage whiffletrees 30 per cent. off list and on heavy whiffletrees, both oval and round, it is 20 per cent. off list. Neckyokes are now quoted at a discount of 20 per cent. off list.

Horseshoes Advance 35 Cents Per Keg

Toronto.

HORSESHOES.—An advance of 35c per keg has been made effective in iron horseshoes, both medium and light, which now makes the selling price of No. 1, \$5.50 and No. 2 and larger \$5.25 per keg, f.o.b. Toronto. Complete prices will be found in panel. Net prices which now prevail on horseshoe nails are given in panel elsewhere, an advance having taken place during the week in M.R.M. brand.

Lawn Rakes And Metal Polish Higher

Toronto.

RAKES, METAL POLISH.—Higher prices have been made effective on Dunn's lawn rakes which makes the selling price now \$10.70 per dozen. Brasso metal polish has also been increased 5c per dozen on the small No. 3 size, which now makes the price 90c per dozen. On the medium size No. 6 there has been an increase of 20c per dozen, making the selling price \$1.80 per dozen. On the No. 12 size of the same polish there has been an increase of 50c per dozen, which makes the price now \$4 per dozen. Silvo silver polish in No. 3 size is now quoted at 90c and the No. 6 size at \$1.80 per dozen. An advance of from 5 to 10 per cent. has been made in all lines of the Wellandvale Manufacturing Company, including carpenters' adzes, broad axes, bench hooks, ship carpenters' adzes.

Stove Rods Are Moved Higher

Toronto.

STOVE RODS.—Stove rods have again advanced in price. The 3-16 size is now quoted at 40 per cent. off list; 3-16 slotted are quoted at 35 per cent. off.

Sizes ¼ in.-5-16 in.-¾ in. are now quoted at 10c per lb. with 25c per 100 lbs. added for slotting.

Pressed Spikes Again Moved Up

Toronto.

PRESSED SPIKES.—New and higher prices have been issued on pressed spikes. Sizes ¾ in. and larger are now quoted at \$5.80 per 100 lbs.; ¼ and 5-16 in. at \$6.80 per 100 lbs.

Gasoline Consumption Gradually Increasing

Toronto.

GASOLINE, COAL OIL.—There is an increasingly heavy consumption of gasoline and oils of all kinds. One large concern reported that their business for the month of April was 78 per cent. heavier in all lines than it was in the corresponding month last year. Gasoline held steady in price during the week at 31½c and 32c per gallon and benzine at 30½c and 31c per gallon. There has been a general expectation that there would be an advance in refined petroleum products in the United States but as yet it has not materialized. Production is keeping fairly well apace with consumption. If a price movement is recorded in the United States there will no doubt be a sympathetic movement in Canada.

Black Wire Cloth Advances 25c Square

Toronto.

WIRE CLOTH, WIRE NAILS.—Following the recent advance in smooth steel wire a further advance has been made in black wire cloth of 25c per hundred square feet. In 100-foot rolls the price is now \$3 per hundred square feet and in 50-foot rolls the price is \$3.05. Wire products of all kinds are in a firm position. Standard steel wire nails held steady during the week at \$5.20 base with cut nails at \$5.05 base.

Upward Movement General In Sheets

Toronto.

SHEETS, PLATES.—Other concerns moved toward higher levels in black sheets during the week following the advance recorded by one concern in these columns last week. The increase amounts to 50c per hundred pounds which makes the range of prices within

narrow limits. Deliveries of black sheets are coming fairly well from the mills in the United States, but mostly on delayed orders that should have arrived some months ago. In boiler plates there is an exceptionally good demand, which demand is expected to increase. These plates are being used in the manufacture of ships and this industry is making great strides at the present time. The market for plates is in very firm position.

	Per 100 lbs.	
10 gauge	\$ 7.55	\$7 50
12 gauge	7 55	7 60
14 gauge	7 45	7 50
16 gauge	7 50	7 60
18-20 gauge	7 30	7 65
22-24 gauge	7 35	7 70
26 gauge	7 40	7 75
28 gauge	7 50	7 85
29 gauge	7 60	.....
1/4-inch boiler plate .....	.....	8 00

Corrugated Sheets Go Still Higher

Toronto.

CORRUGATED SHEETS.—Still higher prices than those recorded last week have been made effective on both galvanized and painted corrugated sheets. No. 28 gauge galvanized is quoted at \$7.25 per 100 square feet and the painted sheets are selling at \$6. In the painted sheets there is a straight advance of 50c on all sizes. Demand for corrugated sheets is not heavy as yet, but stocks are dwindling and with firmness in the market for raw materials from which they are made there is a continued firmness in the market for the sheets even at the recent advances. Dealers point out that corrugated sheets are not as high as the plain sheets which is an inconsistency.

Galvanized shingles have also been advanced \$1 per square which makes the price now \$8 per square and \$6.25 on painted shingles. Metal siding has made a corresponding advance and is now quoted at \$7 per square for galvanized and \$5.50 for painted. Following are the new prices on corrugated sheets:

	Galvanized Per 100 Sq. Feet.	Painted
No. 28 gauge	\$ 7 25	\$ 6 00
No. 26 gauge	8 00	6 75
No. 24 gauge	12 00	9 00
No. 22 gauge	14 50	11 00
No. 20 gauge	17 00	13 50
No. 18 gauge	22 00	17 00

Mills Behind On Iron And Steel Orders

Toronto.

IRON AND STEEL.—With the mills behind on their deliveries of iron and steel dealers who have any stocks find there has been a brisk demand and keen inquiry for anything available. Prices remained unchanged during the week in all the various lines of iron and steel.

	Per 100 lbs.	
Common bar iron	\$ 4 75	\$ 4 75
Common bar steel	5 00	5 00
Refined iron	5 10	5 10
Angles, base	5 25	5 25
Horseshoe iron	5 00	5 00
Norway iron	8 00	9 00
Mild steel	5 00	5 00
Tire steel	5 20	5 20
Toe calk steel	5 75	5 75
Sleigh shoe steel	5 00	5 00
Band steel	5 25	5 25
Spring steel	6 50	6 50

Mining tool steel	16 50	18 00
Sheet cast steel	26 00	35 00

Boiler Tubes Take On A Firmer Tone

Toronto.

BOILER TUBES.—There was a firmer tone in the market for boiler tubes during the week as a result of action taken by certain Eastern Canadian dealers in increasing the price. Toronto dealers were of the opinion last week that although the recent advances in the American market warranted an advance in the local market still there was hesitancy in putting the price higher because of the already high level at which they are quoted. It was pointed out that the action of Eastern dealers might necessitate higher prices here. Demand is not heavy as yet.

	Per 100 Feet	
	Cold Drawn	Lapweld
1-inch	\$24 00	\$
1 1/4-inch	30 00	.....
1 1/2-inch	32 00	25 00
1 3/4-inch	32 00	25 00
2-inch	35 00	26 00
2 1/4-inch	37 00	.....

HIGHER PRICES ON HORSESHOES.

Horseshoes, New and higher prices have been issued on M.R.M. horseshoes. The new prices are as follows:

	Price per keg	
	No. 2	No. 1
	Size made	and and
Light iron	0-7	\$5.25 \$5.50
Long heel light iron	3-7	5.25
Medium iron	1-8	5.25 5.50
Heavy iron	6-8	5.25
Snow	1-6	5.50 5.75
New light "XL" steel	1-6	5.70 5.95
Featherweight "XL" steel	0-4	7.10*
Special countersunk	0-4	7.60*
T oe weight (front only)	1-4	8.10*

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than three sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville. Terms cash, 30 days, less 2% discount.

*All sizes.

2 1/2-inch	44 00	33 00
3-inch	47 00	38 00
3 1/2-inch .....	.....	45 00
3 3/4-inch	59 00	48 00
4-inch	74 00	60 00

Lead Pipe Advances; Solder Also Higher

Toronto.

LEAD AND ZINC PRODUCTS.—An advance of 1c per pound in lead pipe and lead waste pipe was recorded during the week which now makes the selling price 17c per pound for lead pipe and 18c per pound for lead waste pipe. Lead traps and bends have advanced about 5 per cent. being now sold at 15 per cent. on list prices. Solder has advanced approximately 2 1/2c per pound, guaranteed being now quoted at 37 1/2c per pound for guaranteed, 36c for strictly, 34 1/2c for commercial and 34c for wiping solder. Solder wire has advanced 1 1/4c per pound and is now quoted at 36 1/4c. Zinc sheets have increased 1c per pound, being quoted now at 26c per pound. This increase in solder is directly due to the announcement of a 10 per cent. increase in the

tariff of the United States whereby tin and other products that enter into the manufacture will be affected.

Lead pipe, lb.	\$0.17	.....
Lead waste pipe, lb.	0.18	.....
Lead traps and bends	15% on list	.....
Lead wool, lb.	0.16	.....
Lead sheets, 3 lbs. sq. ft.	0.16	.....
Lead sheets, 3 1/2 lbs. sq. ft.	0.16	.....
Lead sheets, 4 to 6 lbs. sq. ft.	0.15 1/2	.....
Cut sheets, 3/4 lb. extra and cut sheets to size, 1c lb. extra. ....	.....	.....
Solder, guaranteed, lb.	0.37 1/2	.....
Solder, strictly, lb.	0.36	.....
Solder, commercial, lb.	0.34 1/2	.....
Solder, wiping, lb.	0.34	.....
Solder, wire, lb.	0.36 1/4	.....
Zinc sheets, per lb.	0.26	.....

Old Brass And Copper Again Up

Toronto.

OLD MATERIALS.—There was a movement toward higher levels for old materials during the week when the price paid by dealers for yellow brass was increased 1/2c per pound, 1/2c increase on red brass, 1/4c increase on heavy zinc, 1/2 cent increase on heavy copper. Old cast iron was also advanced \$1 per ton. Old tires, however, were slightly easier being quoted 1/4c pound down. The firmer prices in brass and copper are due to the higher prices being paid for the ingot metal in the United States. There has been a fair demand for these products.

Ten lead	\$ 0.07	.....
Heavy lead pipe	0.10	.....
Yellow brass	0.15	.....
Red brass	0.20	.....
Light brass	0.10 1/2	.....
Heavy zinc	0.09 1/2	.....
Heavy copper	0.25	.....
Old cast iron, per ton	24.00	.....
Stove plate, per ton	18.00	.....
Old rubbers, boots and shoes	0.08 1/4	.....
Overshoes, lumbermen's rubber boots	0.06 1/2	.....
Bicycle tires	0.03 1/2	.....
Auto tires	0.05 1/4	.....

Shortage of Labor Affecting Twine Supply

Toronto.

CORDAGE, TWINE.—Some manufacturers of binder twine in Canada report they are experiencing difficulty in getting labor to turn out their product. There is apparently a scarcity of the right sort of help. This interfering with production. Manufacturers have already started to deliver binder twine. Prices are holding steady at the opening prices, and which will be found in the current quotations. In cordage lines manufacturers are busy shipping on old orders. Dealers seem eager to take their goods in as they purchased at a good time and will be able to avail themselves of the higher prices that now prevail.

Stocks of Stoves Are Getting Low

Toronto.

STOVES, ENAMELWARE.—Manufacturers of stoves report that the demand for gas, electric and coal oil stoves is keeping up so well that they find their stocks rapidly dwindling. The great difficulty is not to get business at the present time but to get the goods wherewith to fill the orders. Manufacturers still have their troubles in getting sufficient supplies. The demand

for enamelware still keeps up well with prices holding steady at recent quotations.

PIG IRON.—The pig iron situation locally is unchanged, and no prices are obtainable. In Buffalo, prices range around \$45 furnace for all grades. The furnaces are not anxious to do business, as very little iron is available that has not been contracted for.

METALS.—Although the situation has improved the uncertainty as to the American Government requirements continues to be the dominating factor in the metal markets. The fear that the Government purchases at low prices will depress the market is disappearing and giving way to a more optimistic feeling. Prices this week are firmer. Tin and lead have advanced, but antimony is lower. Copper is showing more strength, but is unchanged locally and prices continue nominal.

TIN.—Tin has scored an advance and the market is decidedly firm. The price locally is now 60c lb.

LEAD.—Pig lead continues in a strong position with the Trust quoting \$9.50 New York. Prices locally are slightly higher ranging from 12½ to 13½c lb.

SPELTER.—The spelter market is rather dull, and unchanged with prices

locally ranging from 13 to 15c lb.

COPPER.—The copper market is firmer, and quotations locally range from 37½c to 38c lb.

ANTIMONY.—The market is weaker and prices have declined. There is but little demand for spot antimony, but some interest is being shown in futures, principally May and June shipments from the East. Antimony has declined 5c locally, and is now quoted at 30c per pound.

ALUMINUM.—The market has grown a trifle easier, but quotations in the meantime are unchanged at 68c per pound.

Market For Bolts And Nuts Very Firm

BOLTS AND NUTS.—There is a firm market for bolts and nuts which in the opinion of some well-informed in the trade points to higher prices. The gradually higher prices for iron and steel have reached such a point that there is strong probability that prices in bolts and nuts may have to be moved upward in the near future. At the time of writing prices remain unchanged at the discounts given in the current quotations.

LONDON MARKETS

LONDON, May 10.—Advances have again been recorded in a number of important lines of hardware. Wrought iron pipe has been increased, and iron rivets and burrs have again been moved higher. Brooms have been marked higher. Other lines in which advances have taken place include iron clevises, jack screws, night latches, chains of various descriptions, pocket cutlery, butcher knives, horseshoes. Business continues fair, but the unfavorable weather has stopped the sale of some lines. Goods are hard to get and deliveries continue to be slow. Collections, however, are fairly good.

Wrought Iron Pipe Advances \$10 Per Ton

LONDON.
IRON PIPE.—An advance of five points in the price of wrought iron pipe provides for an increase of \$10 per ton. The change has been made effective in this district. All lines advance, with the exception of genuine wrought iron pipe. New net prices will be found in a panel elsewhere in this issue.

Iron Rivets And Burrs Advance 12½%

LONDON.
RIVETS AND BURRS.—By the change in the discounts on iron rivets and burrs an advance of 12½ per cent. has been made effective. The new discount on rivets is now 17½ per cent., with a similar discount on iron burrs. Some of the net prices that now prevail on capped rivets and burrs in 5-lb. packages are as follows:—No. 8, in ¼-lb.

packages, \$1.98 per 5 lbs.; No. 8, in ½-lb. packages, \$1.82 per 5 lbs.; No. 10, in ½-lb. packages, \$1.94 per 5 lbs.

Nails Hold Steady

There was a steadiness in the market for nails during the week, with prices remaining the same as last week at \$5.20 base for standard steel wire and \$5 for cut nails.

Fence Wire Firm

Although the quotations on fence wire are firm, there has been no change in price. Barb wire is selling at \$4.65 per 100 lbs., No. 9 plain galvanized at \$4.25, No. 12 plain galvanized at \$4.45, No. 13 plain galvanized at \$4.55, No. 9 coil spring at \$4.30, No. 10 oiled and annealed at \$6.16, No. 11 oiled and annealed at \$6.22, and No. 12 oiled and annealed at \$6.30.

Rope Remains Unchanged

Following the recent advance in rope, the market is holding steady with an inherent firmness, due to the demand for rope in the United States and the difficulty of getting supplies of fibre. Pure Manila is quoted at 33½c per pound base,

British Manila at 27½c base, New Zealand hemp at 27½ base, sisal at 24½c base. Cotton rope, 3-16-inch, is selling at 41c per pound, ¼-inch and larger at 40c, and deep sea line, ¼-inch, at 40c per pound.

Wheelbarrows in Demand

Now that the spring gardening is on, wheelbarrows have been in fair demand. Light garden are quoted at \$2.75 each, and heavy garden at \$4 each.

Screens Selling Well

With the approach of the fly season, screen doors are going well. Prices quoted on common grained only are \$11.35 dozen; mission grained, filled and varnished, \$17 dozen; panel doors, grained, filled and varnished, \$20.50; oval panel, grained, filled and varnished, \$24.30 dozen.

Corn Brooms Go Up 75c Per Dozen

LONDON.
BROOMS.—Owing to the situation in the broom corn industry, manufacturers have advanced prices, and wholesalers have been compelled to follow suit, the latest advance amounting to 75c per dozen. The cheapest broom now obtainable is \$6 per dozen. Some manufacturers have withdrawn prices altogether. It is expected there will not be any relief until the new crop of broom corn is harvested about the middle of July.

Clevises, Jack Screws And Night Latches Up

LONDON.
CLEVISES, JACK SCREWS, AND LATCHES.—An advance of 20 per cent. has been made in the price of iron clevises, and a similar advance of 20 per cent. has been made effective in iron jack screws. Yale night latches are also among the articles to be increased in price during the week. New net prices on the latter are as follows:—No. 26, \$5.35 dozen; No. 34, \$19.80 dozen; No. 34X, \$19.80 dozen; No. 37, \$22.50 dozen; No. 42, \$27.50 dozen.

Screen Wire Very Firm

There is a very firm market for black screen wire, and an advance would not come as a surprise. Black screen fly cloth is now quoted at \$2.75 per 100 sq. ft. in 100-ft. rolls, and in 50-foot rolls, \$2.80. Bronze screen wire is quoted at 14c per sq. foot.

Poultry Netting Firm

There is a firmness in the market for poultry netting, but the price remains unchanged at a discount of 30 and 10 per cent. on Canadian netting.

Lawn Mowers Unchanged

Taylor-Forbes lawn mowers remain unchanged at a discount of 40 per cent. from list. Empress, Woodyatt, Star and Daisy are some of the lines to which the discount applies.

Tie Out Chains And Trace Chains Advance

LONDON.
CHAINS.—New discounts that have been made effective on tie-out chains,

HORSESHOE NAIL PRICES.

Horse Nails.—New and higher prices have become effective on M.R.M. horseshoe nails. Following are new net prices:

No.	Length	Price Per Box
3	1½"	\$18.75
4	1¾"	8.75
5	1 15-16"	3.75
6	2¼"	3.50
7	2 5-16"	3.25
8	2½"	3.25
9	2 11-16"	3.00
10	2¾"	3.00
11	3 1-16"	3.00
12	3¼"	3.00

F.o.b. Montreal and Belleville.

trace chains and cow chains provide for a substantial increase. Tie-out chains are now quoted at 60 per cent. discount, trace chains at 12½ per cent. discount, and cow chains at 12½ per cent. There is a firmness in the market for all chain products, due to the condition in the steel market.

Pocket Cutlery And Horseshoes Advance

London.

CUTLERY, HORSESHOES.—An advance of 10 per cent. has been made in the price of Joseph Rodgers pocket cutlery, butcher knives, etc. New prices have been named on horseshoes, which are higher than those recently prevailing. No. 1 iron horseshoes are now quoted at \$5.50 per keg, and No. 2 and larger at \$5.25 per keg. No. 1 steel horseshoes are quoted at \$5.95, and No. 2 and larger steel are \$5.50. Complete prices on other sizes will be found in panel elsewhere.

Linseed Oil Prices Firm

Although there has been no change in the price of linseed oil during the week, the quotations are holding very firm in

the face of the steadily advancing price of flaxseed. In 1 to 2-barrel lots, raw linseed oil is quoted at \$1.50 and boiled at \$1.53. In 3 to 5-barrel lots the price is \$1.49 for raw and \$1.52 for boiled. In 6 to 9-barrel lots the price is \$1.47 for raw and \$1.50 for boiled.

Turpentine Unchanged

Turpentine prices remain unchanged at 78c per gallon in single barrel lots, and 77c per gallon in 2 to 4-barrel lots. In 5-gallon lots the price is 85c.

White Lead in Oil Steady

There was a steadiness in the market for white lead in oil during the week, with prices remaining unchanged at \$15.75 per 100 pounds in ton lots and \$16.05 in less than tons.

Glass and Putty Firm

Discounts on glass remain unchanged, although the market is in a firm position. The demand for glass is light. Single and double diamond are quoted at 15 per cent. off list and cut lights at 50 and 5 per cent. off list. Putty remains unchanged, standard in 100-lb. drums being quoted at \$4.10 per hundred, and pure putty in 100-lb. drums at \$5.10. Bladder putty in barrels is quoted at \$4.35.

price of about 7½%. Net prices based on this latest increase are shown herewith: Each: No. 0, \$6.75; No. 1, \$6.75; No. 2, \$7.50; No. 3, \$8.25; No. 4, \$9.75; No. 5, \$12.

Wood Alcohol Up

For the second time in one week wood alcohol has made a new high record for price, the latest quotations showing the following advanced figures: In 5 gal. lots, \$2.13 gal.; in 1 gal. lots, \$2.40 gal. Cans included.

Carpet Tacks Advanced

A new discount has been issued on carpet tacks, 65% now being quoted in place of 70% formerly ruling. Clout nails and steel shoe rivets are similarly advanced and the following net prices reveal just to what extent these revisions have affected quotations:

Carpet Tacks—4 oz., blued, 43c, tinned, 50c doz.; 6 oz., blued, 55c, tinned, 65c doz.; 8 oz., blued, 69c, tinned, 82c doz.; 10 oz., blued, 84c, tinned, \$1 doz.; 12 oz., blued, 98c, tinned, \$1.16 doz.

Clout Nails—½ in., blued, 18c, tinned, 22½c lb.; ⅝ in., blued, 17½c, tinned, 22c lb.; ¾ in., blued, 17c, tinned, 21c lb.; ⅞ in., blued, 15½c, tinned, 20c lb.; 1 to 2 in., blued, 15c, tinned, 19c lb.

Steel Shoe Rivets—¾ and 3½/8, 26c lb.; 4/8 and 4½/8, 23c lb.; ⅝, 22c lb.; 6/8, 21½c lb.

Coppered, Tinned Rivets And Burrs Advanced

Winnipeg.

During the week the discount on coppered, iron rivets and burrs and tinned rivets has been changed from 20% to 10%, representing a decidedly big increase in price. Net prices based on this latest advance are as follows:

Rivets and Burrs—Coppered iron, assorted, No. 8, 39c lb.; No. 10, 42c lb.

Rivets only—Coppered iron, No. 8, 23c lb.; No. 10, 25c lb.

Burrs only—Coppered iron, No. 8, 42c; No. 10, 45c lb.

Rivets only—Tinned iron, No. 8, 26c lb.; No. 10, 27c lb.

Burrs only—Tinned iron, No. 8, 44c lb.; No. 10, 47c lb.

All lines of iron rivets have been affected by this change and the new discount of 10% applies to carriage rivets, wagon box, section and black tinner's rivets. Net prices are not yet available.

Planes, Squares, Bends, Etc., Score Advance

Winnipeg.

Latest advices from the Stanley Rule & Level Co. indicate advances approximating 10% throughout their line. Goods which will be affected are Tee Bevels, Try Squares, Spoke Shaves, Marking Triangles, Stanley and Bailey Planes.

Screen doors have also been affected with the increase germ during the week and new prices representing an advance of approximately 10% have been issued.

Jack Screws, Anvils, Well Points Advanced

Winnipeg.

A new discount has been issued on jack screws, the former discount of 30% being replaced by advanced figures as represented with a discount of 20%. This discount reveals the following net prices to the trade:

WINNIPEG MARKETS

WINNIPEG, Man., May 10.—Business throughout the West continues fair, although the demand has slackened somewhat just now owing to the fact that practically every available man is on the farm getting the land ready for another crop, so that trade in the small towns is greatly curtailed. However, the business handled during the past four months has been excellent and it would seem that the merchant's time for watchful waiting over his stock on hand was now here. Generally speaking, stocks throughout the country are very heavy and it would not seem at this writing that the volume of business for the balance of the year will be as heavy as the turnover for the spring might warrant. Retailers generally will be buying only those lines necessary from now on and until a new crop is reasonably well assured, it can hardly be expected that the individual consumer is going to part with his money freely.

Outlook Uncertain; Curtailing Expenditures

Winnipeg.

The outlook generally seems to be that all unnecessary expenditure must be curtailed and this attitude is assuming far more definite proportions from day to day. This is not only a state of mind brought about by the war, but a case of necessity on account of the enormous advances as effected in every commodity. The true seriousness of the situation is really only becoming apparent now and is being shown in the universal labor unrest which prevails throughout the country.

And that the unrest seems justified to some extent may be seen from the weekly market reports issued from every com-

mercial source. Perhaps no line has had a steadier increase generally than hardware in its many branches, and the present week shows again the tendency which is ever upward.

Many Price Changes; Mostly All Upwards

Winnipeg.

A further advance has gone into effect on rope, as predicted in HARDWARE AND METAL a short time ago, and brings present prices to an extremely high level. The lines affected are pure manila, on which the advance has been 2c. per lb. and British manila, on which the advance is 1c. per lb. This makes the new prices read as follows: Pure Manila, 34c. lb. basis; British Manila, 27½c. lb. basis.

Another important change during the week is that affecting solder, lead waste and lead pipe. These lines have shown continued advances during the past few months and though present prices are extremely high, it would seem that the zenith is still to be reached. Conditions point to further advances, although the prices now in effect may hold for some little time.

The advance on solder is a large one, being 3c. per lb., while lead waste and lead pipe each advanced \$1 per 100 lbs., bringing the new prices to the following high levels:

Solder, half and half, 39c. lb. in full cases; 40c. lb. less than cases. Lead waste, \$18.40 per 100 lbs.; lead pipe, \$17.40 per 100 lbs.

Churns, Wood Alcohol, Tacks, Rivets Advanced

Winnipeg.

Barrel churns are again in the lime-light this week with a further advance in

Each, 1 3/4 x 8 in., \$4; 2 x 10 in., \$5.40; 2 x 12 in., \$6; 2 x 14 in., \$6.60; 2 x 16 in., \$7.40.

Norris anvils from 80 lbs. up have been revised and an advance of 3c. per lb. makes to-day's quotations read, 15c. per lb.

Other lines of interest to the trade which have undergone revisions during the week are shown in the memorandums below. All prices shown represent further advances:

Drive Drill Points—No. 90, \$19.80 doz.; No. 94, \$25.30 doz.; No. 140, \$33 doz.; No. 144, \$39.60; No. 164, \$49.50 doz.; No. 184, \$99 doz.

Sisal Clothes Lines—No. 48, \$1.50 doz.; No. 60, \$1.85 doz.; No. 72, \$2.25 doz.

Wire Clothes Lines—No. 50, \$3.30 doz.; No. 100, \$6 doz.

Washing Machines, Horseshoes Advanced

Winnipeg.

Following on the advance recorded in clothes wringers last week comes new prices on washing machines at a figure about 5% higher than those formerly ruling. Net prices based on this latest increase are:

Dowsell, \$4.75 each; New Century, B, \$9.50; New Idea, \$10.50; Snow Ball, \$8; Playtime, \$10; Scafoam, Power, \$23; Seafoam, Electric, \$54.

Horse Shoes Up 35c.

An advance of 35c. per keg has been made on horse shoes, revealing the following new prices:

Iron—Nos. 0 to 1, \$6.25 per 100 lbs.; No. 2 and larger, \$6 per 100 lbs.; Snowshoes, 0 to 1, \$6.50 per 100 lbs.; No. 2 and larger, \$6.25 per 100 lbs.

Steel—Nos. 0 to 1, \$6.70 per 100 lbs.; No. 2 and larger, \$6.45 per 100 lbs.; featherweight, \$7.85 per 100 lbs.

Axes Higher

Late advices contain the information that another advance has gone into effect on axes. All handled axes show an advance of \$1.50 per doz.; unhandled \$1 per doz.; and boys' and hunters' 50c. per doz. Net prices are not yet available on the new basis, but will be given in next week's report.

Brush hooks have also advanced \$1 per doz.

Balata belting No. 1 takes a new discount of 52 1/2%.

Paint and Products Higher

Many revisions in price have been made throughout the week and two of the most important on account of their probable effect on the manufactured article are linseed oil and white lead. Further advances in each of these lines are in evidence and it is more than likely that advanced prices will soon be issued on mixed paints which are directly affected. The new prices prevailing are as follows:

White Lead—Decorators' pure, ton lots, \$16.30 per 100 lbs.; less, \$16.65 per 100 lbs.; Decorators' Special, ton lots, \$15.30; less, \$15.65 per 100 lbs.

Linseed Oil—Raw, \$1.50 gal.; boiled, \$1.53.

No change in the local market on turpentine has been made, and prices remain at the same level as has prevailed during the past few weeks. The market seems steady, and no immediate change is expected. The basis for present quotations is: 85c per gal., bbl. lots; 88c per gal., 1/2 bbl. lots; 90c per gal., 5 gal. and 1 gal. lots.

CATCHING CUSTOMERS BY THE EYE

(Continued from page 50.)

tention after the windmill had first secured it. There were plenty of inspiration in the window to stimulate ideas for a painting campaign; and last, but

not least, the "WET PAINT" advertising card in the right hand corner close to the observer had its effect also, serving to awake the idea of a new paint newly applied.

Stopped Twenty Per Cent.

Direct sales resulted from this window display—lots of them. Many of the passers-by entered the store. Many of them spoke about the windmill as the attracting feature which had brought them along, and some said that they had remembered the store by it, and came back for their paint wants later on. Of course other goods besides paints were sold as a result of the window's power to bring people into the store.

"I am a believer in frequently changed window shows," said Mr. St. Pierre. "I think a window can be changed about once a week with good results and profits in a location like this. And a store with a narrow front simply has to have good striking window displays."

A Clever Seed Window.

"As a 'still' window display which possessed really fascinating suggestive power, but which unfortunately could not be effectively illustrated, the Spring Seed window in this same store is worth mention. The feature of the display was a watering can hung very high in the window. From the little perforations in the nose of the can ran a 'spray' of yellow strings, which conveyed the idea of a shower of water. The strings led down to a great pile of flower seed packets all with their colored picture covers, and the whole suggestion was one of real gardening inspiration, calculated to make the most hardened office worker pause and think of putting in a few seeds, and watering them and watching them grow. Effective windows, both of these, and worthy the attention of hardware men everywhere. But the note of special value to hardware men occupying stores with a narrow frontage on busy streets is the pith of the matter.

PERSONAL

R. Blain, M.P., of Brampton, hardware merchant, was in Toronto on Saturday last.

O. B. Henry, hardwareman of Drayton, Ont., spent Monday of this week on a business trip to Toronto.

J. W. Kennedy, of Georgetown, Ont., was among the visitors to the city during the first part of the week.

James Dandy, hardwareman of Streetsville, Ont., visited Toronto during the early part of the week.

W. M. Pringle of Whitby, hardware merchant, was on a business trip to Toronto on Friday of last week.

Mr. Padget of Padget & Hay, Agincourt, Ont., paid one of his periodical visits to the city during the first part of the week.

J. D. Roland of Mt. Albert, Ont., was in Toronto during the latter part of last week calling on the wholesale jobbers. He reports business good in his district and that farmers are fairly well along with seeding in that section.

OBITUARY

Winnipeg, Man.—The death occurred here of John E. Birch, who for some years was in the hardware business at Austin, Man., and later at Roland, Man.

Col. Britton Killed

Gananoque, Ont.—Word has been received that Lt.-Col. Russell H. Britton has been killed in action.

The late Russell Britton was born in Gananoque 35 years ago, the eldest son of Charles E. Britton. Shortly after attaining manhood he entered the firm with which his father had a leading connection, that of Cowan & Britton, manufacturers of butts, hinges, etc. He steadily advanced until he became manager of the company, a position he occupied when the call to arms was sounded in August, 1914.



This Cincinnati real estate man states that he saves an hour each day by dictating in his auto while driving between his home and office. Despite the claim put forth, it is not likely that the scheme will be generally adopted.

Catching Customers by the Eye

Window Trimming to Meet the Problem of the Hardware Store With a Very Narrow Frontage on a Very Busy Street—A Window That Stopped and Held Twenty Per Cent. of the Passers-by.

HARDWARE STORE window dressing to stop and interest the passer-by on a busy street, and within a space that a tall man can cover in two strides is the specialty of W. E. St. Pierre, manager of the St. Catharine and Mackay Street branch of the M. Philbin Hardware Company, Montreal. "Ours is a narrow store front," said Mr. St. Pierre to a representative of **HARDWARE AND METAL** who called as a result of the "man-stopping power" of one of Mr. St. Pierre's windows. "It is because it is such a narrow store-front that I have to specialize in window dressing that will do the work in the shortest possible time. Hundreds and thousands of people will pass a narrow store-front and never know what kind of a store is there unless the windows are dressed so as to arrest attention, to stop a passer-by and excite interest even from a sidelong glance.

Catch the Corner of the Eye.

"People pass along the street quickly, as a rule, and the street car transfer point where occasional crowds stand waiting for a few moments, is beyond this store by quite half a block. The long vista of St. Catharine Street with its lights by night and its flags and movement of traffic by day, is ahead East and West, and the chances are that the eyes of the people passing along in either direction are looking straight ahead more often than not, as this is not in the heart of the Department Store district. It is necessary for our store windows to catch the corner of the passing eye and in that swift half glance to grip and compel interest. The second glance must develop interest enough to stop the prospective customer, and then the window should have attraction enough to bring the customer into the store."

A Window That Does It.

The window illustrated possessed the strong qualification of being able to attract attention of the people even as they passed rapidly in the street cars. Of course such passengers could not be more than passingly interested, but still the window served to let them know that here, there is a hardware store, for the contents of the window are clearly visible by street car passengers. What drew attention to the window from as far away as the street railway tracks was the movement of the arms of the windmill which is the feature of the display.

As first displayed, the revolving arms bore only advertising lettering, but the "stopping-power" of that ever-moving sign was so successful that Mr. St. Pierre speedily decided to vary the display with goods attached to the arms, and he chose a big variety of brushes for the first ex-

hibit. Other lines can always be used in a display of that kind.

A Paint Window Trim.

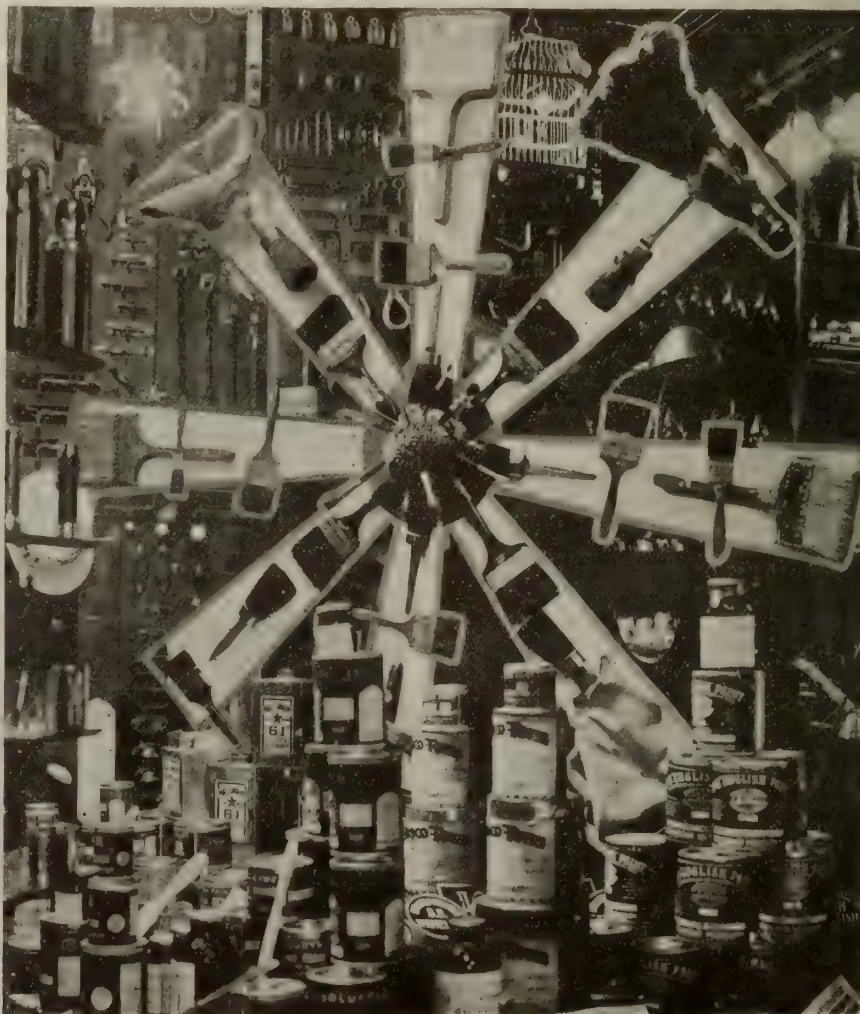
To adjust the weights of the various articles attached to the revolving arms was a matter of nicety, but the success of the window trimmers' art is based largely upon nicety and skill as well as upon good selling judgment, and the result as achieved by Mr. St. Pierre was a striking and effective trim. It was not difficult to build the mill arms of light wood framework attachable to the motor of an ordinary electric fan or one of the light electro-motors so easily obtainable nowadays. Care had to be taken to allow full and sufficient space for the arms to revolve and in making the change from advertising lettering to articles for display, especial care has to be taken in this direction. Plain white was the color of the arms. This set off the goods well

and proved more effective than even a color in making the windmill conspicuous.

Sponge Served Neatly.

In the centre of the windmill arms there was set a sponge attached firmly. This formed a clever dodge for the exhibition of the lighter brushes which were stuck into the sponge like the bristles of a ground-hog. This sponge and the wiping cloth or dusters attached to two of the arms attracted particular attention. The wheel revolved slowly enough to permit of a good look at each article it bore, and yet fast enough to make every eye that caught even a corner glimpse of it turn and look longer. The big display of paints and varnishes with color cards, and some other brushes placed as if carelessly, but with studied plan, amongst the paint cans, served to concentrate at-

(Continued on page 49.)



The windmill in operation attracted the attention of hundreds of people. It was operated by a small motor as explained in the accompanying article.



BOECKH'S

Steel Grip—Rubber Set
Painters Brushes



*The
Bristles
Can't
Come
Out*



*Every Brush
Guaranteed
Absolutely
Perfect*

The features above stated combine to make Boeckh's Brushes the easiest selling and most satisfactory Brushes on the market. Sell Boeckh's guaranteed Brushes; they will enhance your reputation as all dependable lines do. You know that there is no article that will cause your customer more dissatisfaction than a bristle-shedding brush.

Put our reputation behind your reputation, and give your customers absolutely satisfactory service.

**The BOECKH BROS. Company
Ltd.**

TORONTO

CANADA



We offer for
**Prompt
Delivery**
In limited quantities
**WARRANTED PURE
LINSEED
OIL**



If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 9.—Almost a continuous note of firmness in nearly all departments characterises the paint market for the present week in Montreal. It is impossible to avoid the tendency (though as one close student of the linseed oil market mentioned to talk of 'tendencies' in these days is hardly justifiable). Main features of the state of affairs are the advance in flaxseed which points to further advances in linseed oil, the temporary scarcity of turpentine and the strengthening tone to white lead in oil in spite of the very recent advances. Shellac is also much firmer, and there is more strength to the outlook for putty. To find mixed paints higher in price before long, would surprise no one now observing the markets.

Linseed Oil Is Very Strong Again

Montreal.

LINSEED OIL.—If the market for flax-seed only recently showed a fleeting tendency to easier tone, that tendency was fallacious in the light of this week's showings, and flax-seed has outstripped all previous records, running as high as \$3.23, and even \$3.26 per bushel, about the time of writing. "To talk tendencies or attempt to follow the wild flight of markets for the present is rather impractical" suggested one expert in the matter of linseed oil. "Flax-seed is absolutely at unprecedented prices. The market is behaving like a runaway horse. No one can tell with anything much better than a guess, what may happen in the future." There was throughout the trade a feeling that flax-seed had not seen its limit, and that linseed oil was bound to go higher. Again the disposition to conserve supplies of linseed oil is evident, and few firms are willing to quote for more than a barrel lot or so at a time. Prices at the time of writing were once more firming up, but the quotation of last week \$1.45 for raw per Imp. gallon, and \$1.47½ for boiled by one of the large firms doing business in this line were still maintained. Other firms quoted higher for linseed oil in one barrel lots, prices of \$1.50 for raw linseed oil per Imperial gallon, and \$1.53 per Imp. gallon for boiled, being found in several instances. One firm quoted \$1.43 for raw, and \$1.45½ for boiled, but with these quotations was given the comment that prices may be higher very shortly. Crushers had every feel-

ing of certainty that no lower prices for linseed oil are in sight for a long time. On the date of writing advances were made late in the afternoon and linseed oil was quoted at \$1.53 for raw and \$1.55½ for boiled where the price had been 3 cents lower in the morning.

White Lead In Oil Again Sharply Firmer

Montreal.

WHITE LEAD IN OIL.—With very little risk of an alteration in the present condition of market, white lead in oil looks as though it is in for another advance although last week's report recorded a 75 cent jump. There have been still more strenuous market conditions developing for the metal lately, and dry white lead has notched higher quotations since the recent advance in white lead in oil. Linseed oil is looking like further advances so that all things considered, it will surprise no one to find white lead in oil again mounting. This in spite of the fact that last week men in close touch with the situation were hopefully believing that white lead in oil had at last reached high water mark as to price. Prices at time of writing are \$15.55 for ton lots, \$15.85 for less than tons, and \$15.25 for five ton lots. all quotations per hundred pounds, and subject to bookings up to June 15 only.

Sharp Passing Shortage Of Turpentine Seen

Montreal.

TURPENTINE.—What was really a temporary famine of turpentine occurred in Montreal during part of the week, the greater part of the week as a matter of fact, but in response to some sort of S.O.S. signal some carloads of turpentine were railed along to supply needs. One importer was said to have brought in a car-load by express. In the opinion of some men in touch with matters, turpentine could at one period have been sold at a dollar a gallon in Montreal in small quantities to meet urgent call, but as a matter of fact the quotations of last week were given for one barrel lots, that is from 74 cents per Imperial gallon to as high as 80 cents for one barrel lots, but purely nominal prices as no one was willing to part with turpentine while the scarcity was on. The market tone for turpentine keeps firm, but at the prices quoted some may be available from day to day, always subject to risk of some further sudden cutting off of supply.

Stronger Tone To Mixed Paints Noted

Montreal.

MIXED PAINTS.—With conditions as regards the oils, and lead, etc., as extraordinarily firm as they are, there never was a time, it is claimed by manufacturers when better value was being shown than is shown in ready mixed paints as contrasted with the materials for making them up. The outlook seems to be very markedly towards further advances in paint prices. It is difficult to avoid this with conditions as they are, and though at present sorting order business is coming in briskly, and no one wants to keep thinking of higher prices coming until this business is nearer completion, yet the tendency is too obvious to be overlooked. Unless something very unexpected occurs during the summer months the markets for raw materials, oils and the metals required, let alone the dry colors, will almost certainly tend to advance the prices of mixed paints yet further.

Putty May Rise; Glass Very Firm

Montreal.

GLASS AND PUTTY.—The firmness of market for glass continues, since there is no avoiding the fact that the production of this material in the United States is costing more, and Canada has to import a great deal of the glass used in this country. It is costing more now by a considerable amount, to replenish glass stocks and even the large stocks previously held in Montreal are slowly being depleted. Putty promises to be in advancing market again soon, owing to the cost of linseed oil. Prices this week are still as previously \$3.85 per hundred pounds for less than ton lots standard putty bulk in barrels, and a dollar per hundred pounds higher for pure putty. Orders were being taken as for some time back for delivery up to May 15.

Shellac Keeps Extremely Firm

Montreal.

SHELLAC.—The market for shellac is again very much on the advancing trend, and the shortage of the gum is most emphatic. The spirit has also advanced sharply of late, so that prices for shellac both white and orange in gallon lots and in barrels are advanced in some cases by fully fifty cents a gallon. About \$3.75 per gallon for orange and \$4.00 for white per gallon in barrel



The Standard of the World

Accepted the world over as the white lead by which all others are judged. Made continuously for nearly 200 years during which time it has been building a wonderful reputation.

Brandram's B. B. Genuine White Lead

is the one you should sell, if you would have your store become known as headquarters for painters' supplies. If you stock this white lead, the trade of the master painter will come to you—and he buys many things besides white lead.

Write to-day for current prices.

BRANDRAM-HENDERSON

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY LIMITED

If interested, tear out this page and keep with letters to be answered.

lots is an average quotation at present in Montreal. In one gallon lots orange would be about \$4.25 and white about \$4.50. The gum ranges in price from \$0.75 to \$0.80 cents for orange, and \$0.75 to \$0.88 cents for white. The market is likely to go still higher.

TORONTO

TORONTO, May 10.—The situation in linseed oil is perhaps the most interesting feature in the paint market during the week. While some crushers have been getting fairly good supplies of flaxseed, shipments in the case of others have not been coming forward as well as anticipated after the opening of navigation. Turpentine is very scarce in the local market and prices have been steady although there is a weaker tone in the Southern producing centres. Mixed paints for sorting orders have been moving into trade channels at a very gratifying rate. White lead in oil is in firm position, following recent advances in pig lead in the primary markets. Everything points to a continuation of high prices in all paint lines.

Linseed Oil Goes Up 10c Per Gallon

Toronto.

LINSEED OIL.—There has been an increasingly firm situation in linseed oil during the week and prices have advanced in some instances 10c per gallon, which now makes the range of prices from \$1.48 to \$1.60 for raw oil. The factor that has been influencing the market during the week has been the steadily increasing price of flaxseed. On Thursday of last week at Winnipeg the cash seed was sold at \$3.12½ per bushel while at the close of the market on Wednesday of the present week the quotations were up to \$3.33½, representing a clear gain of 21c per bushel. The price of flaxseed has been on a steadily upward trend throughout the week. The situation with respect to delivery of flaxseed to crushers in the East is not in a very promising condition. In the instance of some crushers supplies of seed have been coming forward fairly well but in other instances receipts have been very light. It was anticipated with the opening of navigation better deliveries could be hoped for. Congestion at the head of the lakes has operated to hold the seed at elevator points. Deliveries of seed have been fairly heavy at Winnipeg during the week. On the five days ending with Tuesday no less than 124 cars were inspected. This would seem to indicate that seed is moving freely into the United States as the Eastern crushers as yet are getting light supplies on the whole. There is a world shortage of flaxseed and until the new crop comes in there is every prospect that high prices will prevail.

	Raw. Per gal.	Boiled. Per gal.
1 to 2 bbls. . .	\$1.48-\$1.60	\$1.51-\$1.62½
3 to 5 bbls. . .	1.47- 1.59	1.50- 1.61½
6 to 9 bbls. . .	1.46- 1.58	1.49- 1.60½

Turpentine Scarce; Primary Prices Down

Toronto.

TURPENTINE.—Although an easier undertone pervades the market for turpentine as a result of the lower prices that have prevailed in the primary markets during the week still the prices locally remained unchanged. The factor that is now dominating the situation locally has been the inability to get sufficient supplies. Transportation has not improved any owing to the taking of many of the coastwise vessels from Savannah to New York for the transatlantic trade. Three cars of turpentine arrived in the local market during the week but these were eagerly taken. Some importers were out of the market altogether owing to their inability to get shipments. In the primary market at Savannah there was a decline in

WHITE LEAD AND PUTTY UP

While **HARDWARE AND METAL** is on the press word has been received that white lead in oil has been advanced 75c. per hundred and putty 25c. per hundred. Prices will, therefore, be higher by this much over those given in current quotations.

price of 3¼c per gallon during the week, due to the heavier production in the South and to the fact that the export trade is practically shut off.

	Per Imp. Gal.
1 barrel lots	\$0.74-\$0.78
2 to 4 barrels	\$0.73-\$0.77
5-gallon lots	\$0.82-\$0.85

White Lead In Oil Position Still Firm

Toronto.

WHITE LEAD IN OIL.—There is a firmness in the market for white lead in oil, largely through the higher prices now prevailing for linseed oil, and also due to the fact that pig lead has been in increasing firmness during the week. Linseed oil in car lots is being quoted at prices higher in some instances than the quotations made by jobbers. Pig lead in the New York market took on additional firmness. Since May 1 there has been an advance of 50c per 100 pounds in the metal, making the quotation at New York \$10.25 at the time of writing. Paint manufacturers are of the opinion that with the United States in the war only steadily firmer prices can be looked for in pig lead, and that in consequence white lead in oil must go higher. There are those who are closely in touch with the situation who look for an advance in the near future, while others are inclined to believe that it will take place before the month is out. Demand is light at present.

Mixed Paint Trade Continues Excellent

Toronto.

MIXED PAINTS.—Manufacturers report that the demand for mixed paints is continuing to be very good. Sorting orders for spring trade are coming for-

ward in good volume, and with a stretch of fine weather such as Ontario had during the past week there is every reason to believe that the trade would be still heavier. Some of the manufacturers are concerned at present over securing sufficient supplies of turpentine for their needs. Poor delivery of this commodity has caused a local shortage. With linseed oil in very firm market and white lead in oil in almost equally firm position the mixed paint situation is one of considerable firmness.

Glass And Putty Holding Very Firm

Toronto.

GLASS AND PUTTY.—There is a movement toward higher levels in glass, the range of those who are quoting at 10 per cent. off list being added to. Quotations, however, in some instances are still being made at 15 per cent. off list for single and double diamond. Glass has been moving somewhat slowly in the local market. Putty is in continued firmness, with prices unchanged at \$3.65 per 100 pounds in bulk casks and \$4.10 in drums.

DEALERS SHOULD MAKE GOOD PAINT DISPLAYS

By S. W. Smith, Manager Ontario Division, Brandram-Henderson, Ltd.

NOW that springtime is with us again, all paint dealers should have their windows nicely dressed with paint and sundries. They should also consider the making of a good paint display in some prominent place in their store. I firmly believe that the two displays are absolutely essential. The well-dressed window will of course attract the passersby, but as a rule this display cannot be seen very well by the customer after he has entered the store, and for this reason a good display should be made in the store, very near the front.

All manufacturers of high grade paints do outdoor advertising and send out advertising matter, bearing the name of their agents, but if the dealers fail to take advantage of this by having their paint well displayed, fifty per cent. of the value of the advertising is lost.

The matter of the window display is not a difficult one, if proper advantage is taken of the advertising matter supplied. It is not necessary to put a whole lot of paint in the window. The fact of the matter is that a small lot of paint nicely arranged in the window is more attractive than a big display of different kinds of paints. The big display will, to a certain extent, rob the stock of a dealer who does not carry a big stock on hand, and he will be called upon to continually take paint from the window, which immediately disturbs the general appearance.

Regarding the display inside the store, this is not a difficult matter at all. It can be arranged on the end of the counter, or on a table near the front of the store, and will attract the attention of the prospective paint buyer. Also, it is well to have a few color cards lying around, and have your color slat rack near by. In so doing you will find your paint business will increase materially.

WANTED — RELIABLE, ENERGETIC
hardware clerk, 8 to 12 years' experience.
Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware and Metal, Toronto.

The firm who inserted the above advertisement in **HARDWARE AND METAL** showed good judgment.

Naturally, replies would only come from clerks who were in the habit of reading **HARDWARE AND METAL**—and every hardware merchant realizes that a clerk who reads **HARDWARE AND METAL** is the kind of clerk he wants, because he will be thoroughly informed on market conditions, new selling plans and the best methods of window display and advertising. The above advertisement brought in 23 replies. It cost only 67 cents.

**USE THE WANT
AD. PAGE.**

**The Straight Line
To
Satisfaction**



Berry Brothers' Varnishes always satisfy the user

For nearly sixty years the high quality and complete dependability of every product bearing the Berry label have been recognized by architects, painters, contractors and house owners.

There is no surer way to build up a bigger varnish business than by pushing Berry Brothers' brands. They make customers and retain them.

LUXEBERRY ENAMELS—in pure white, ivory and three shades of gray. Dull or gloss effects, durable, washable.

LIQUID GRANITE—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY WALL FINISH—produces artistic color effects on walls. Makes a soft velvety finish in twenty-one attractive colors and shades.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

Write for descriptive price list and interesting dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1852

Walkerville

Ontario
(496)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short leamok, or 22 long leamok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add. 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.25; 22 long smokeless, \$7.50; 22 long rifle smokeless, \$8.75 per M.

Sporting Cartridges — Centre Fire Smokeless—303 Winchester, \$32.75 per M.; 303 Savage, \$72.25; 302 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$78; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½, \$3.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$3.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....\$ 6.00	12/16....\$ 7.00
4/16.... 5.00	13/16.... 8.25
5/16.... 5.00	14/16.... 8.25
6/16.... 5.00	15/16.... 9.50
7/16.... 5.00	16/16.... 9.50
8/16.... 5.00	18/16.... 12.00
9/16.... 6.00	20/16.... 14.00
10/16.... 6.00	24/16.... 18.00
11/16.... 7.00	

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz.	10 00	12 00
Double Bit	13 00	15 00
Boys' Axes	7 50	8 50
Hunters' Axes	6 25	7 25
Bench—No. 2, doz.....		9 40
No. 3, doz.....		10 20
No. 4, doz.....		10 90

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. \$1.35-\$1.60
Cut Lace Leather, lb. \$1.50-\$1.85

BELLS (FARM).

C x 40 lb.	2 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 20%.
Carriage Bolts (\$1), list, 7-16 in., 5%.
Machine Bolts, ¾ in. dia. and smaller, 20%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 10%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 5%.
Coach and Lag Screws, 30%.
Skein Bolts, 10%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 10%.
Elevator Bolts, 15%.
Fancy Head Bolts, 10%.
Shaft Bolts (\$3 list), 10%.
Step Bolts, large head (\$3) list, 10%.
Whiffletree Bolts, 10%.
Nuts, square, net list.
Nuts, hexagon, net list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb. 12¼-12½

BRASS

Per lb.
Spring, sheets, 8 in. wide, up to 20 gauge 0 60
Rods, base ¼ to 1 in. round 0 55
Tubing, seamless base 0 57
Tubing, iron pipe size, 1 in. base 0 54
Copper I.P.S. 0 58

BARs (Clothes)

3 sections, 4 ft., doz.	5 00
3 sections, 5 ft., doz.....	6 30
3 sections, 6 ft., doz.....	7 50

BOILERS (Range)

30-gal. Standard	11 00
30-gal. extra heavy	13 50

BOARDS, BAKE

Per doz.
No. 1—18 in.x24 in..... 7 00
No. 2—18 in.x28 in..... 7 60
No. 3—20 in.x30 in..... 8 00

BOARDS (Ironing)

Size 12x60 ins., doz.....	8 00
Size 14x60 ins., doz.....	9 00
Folding, 14x58 ins., doz....	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz. 2 25
Folding, per doz. 3 60

BOARDS, STOVE

See list under Wares.

Boards (Wash)	Tin	Zinc
Pony Dozen	\$1 85	
Crown	5 55	
Dandy	3 75	
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King	4 25	
Diam'd King (Glass) ..	4 50	
Western King (Enamel)..	4 75	
Wood, double faced.	1 70	

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—
No. 840 17½%
No. 800 15 %
No. 838 17½%
No. 808 17½%
No. 804 20 and 10%
Nos. 802, 842, 844 25 %
Nos. 810 and 814 12½%
Nos. 820 and 910 25 %
F.O.B. Toronto, Montreal, London, Hamilton.

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Held Back Screen Door, on application.
F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—¼ in., \$14.70 per 100 lbs.; 3-16 in., \$10.20; ¼ in., \$7.80; 5-16 in., \$6.90; ¾ in., \$6; 7-16 in., \$7.65; ½ in., \$7.45; ¾ in., \$7.25; ¾ in., \$7.15; ¾ in., \$7; 1 in., \$6.85.

B.B. chain is priced as follows: ¼ in., \$13; 5-16 in., \$11.10; ¾ in., \$10.30; 7-16 in., \$10.05; ½ in., \$9.85; ¾ in., \$9.65; ¾ in., \$9.50; ¾ in., \$9.35; 1 in., \$9.20.

Fire Welded—7-16 in., \$6; ½ in., \$6; ¾ in., \$6; ¾ in., \$6.
B.B. Crane Chain—¼ in., \$9 per 100 lbs.; 5-16 in., \$8; ¾ in., \$7.20; 7-16 in., \$7.20; ½ in., \$7.20; ¾ in., \$7.20; ¾ in., \$7.20; cow ties, 12¼%; trace chains, 12¼%; dog chains, 32¼%; halter chains, 32¼%; tie-out chains, 60%; stall fixtures, net list; breast chains, 2¼%.

Canadian coil chain, 50% off list.

Cement, per bbl., \$2.25.

CHURNS

List prices hand churns:—No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

List prices power churns:—No. 0, \$11; No. 1, \$11; No. 2, \$12; No. 3, \$12; No. 4, \$17; No. 5, \$20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27¼% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25% out of stock

CHOPPERS, FOOD

Universal (doz.)—

No. 0	\$14 00
1	17 40
2	20 40
3	25 80

CLOTHES LINE (Galvanized)

No. Per 1000 ft.
17, 7-strand, 100-ft. lengths..\$6.40
17, 7-strand, 50-ft. lengths.. 6.60
18, 6-strand, 100-ft. lengths.. 4.95
18, 6-strand, 50-ft. lengths.. 5.15
19, 6-strand, 100-ft. lengths.. 4.35
19, 6-strand, 50-ft. lengths.. 4.60

COPPER

Montreal Toronto

Casting ingot, see weekly report
Bars, ½ to 2 in....\$55 00 \$55 00

Plain sheets, 14 oz., 14x28 in., 14x60 in. 52 00 55 00

Copper sheet, tinned, 16x60 in., 14 oz.... 47 00 60 00

Copper sheet, planished, 14x60 base.. 61 00 63 00

Braziers' in sheets, 6x4 base 52 00 55 00

COMBS

Curry combs, list, plus 25%.

CORD (SASH)

No. 6, lb. 0 48½
No. 7, lb. 0 47½
Nos. 8, 9, 10, 12, 0 47

CANADA PLATES

Prices nominal.

Montreal Toronto
Ordinary, 5 sheets.. 8 25 8 15
All bright, 52 sheets. 9 00 8 75

Galvanized
18x24x52 .. 6 25 7 50 9 75
60 .. 6 50 7 75 10 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 20x28 base\$24 00

IX, 20x28 base 28 00
IXX, 20x28 base 32 00

IXXX, 20x28 base 36 00

Raven and Murex Grades—
IC, 20x28 base, 56 sheets...
IX, 20x28 base, 56 sheets...
IXX, 20x28 base, 56 sheets
IXXX, 20x28 base, 56 sheets

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 200 lbs.; 216 lbs.

COKES, AMERICAN
Resamer Steel—
14x20 I.C., base 11 00
20x28 I.C., double box 22 00

CLOCKS
Big Ben\$2 40-\$2 50
Good Morning, each 1 05
Lookout 1 35

CROWBARS, 5¼ to 6c per lb.

DRILLS

Bit Stock Drills, 40%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—
DOUBLE-COATED TISSUE.

I C, 14 x 20 base\$13 00
I X, 14 x 20 base 13 75
I X X, 14 x 20 base 14 50

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares, etc.

FILES AND RASPS.
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer..... 55
Kearney & Foot, Arcade.... 55
J. Barton Smith Eagle ... 55
Disston Brand 47½
Globe 55
Nicholson 45
Black Diamond 45
Delta Files 40, 5

F.O.B. Toronto, Montreal, London and Hamilton.

An Economical and Profitable White

Pure Superba White has superior covering power, is very white and **stays** white. **Pure Superba White** is made from Pure White Lead, Barium Sulphate (Barytes) and Oxide of Zinc ground to an extreme degree of fineness in pure Refined Linseed Oil.

Barium Sulphate in **Pure Superba White** is a guarantee of service and durability. It offsets the weakness and limitations of the lead and zinc pigments. **Pure Superba White** is lasting and will not turn yellow, crack, peel or blister.

12

**Cents
Per
Pound**

PURE SUPERBA WHITE

contains the good properties of lead and zinc, and allows you an opportunity to make a fair profit in these days of ever-advancing price on White Lead. Order to-day.



McARTHUR IRWIN, LIMITED
MONTREAL ESTABLISHED 1842 TORONTO

The People Ask For It

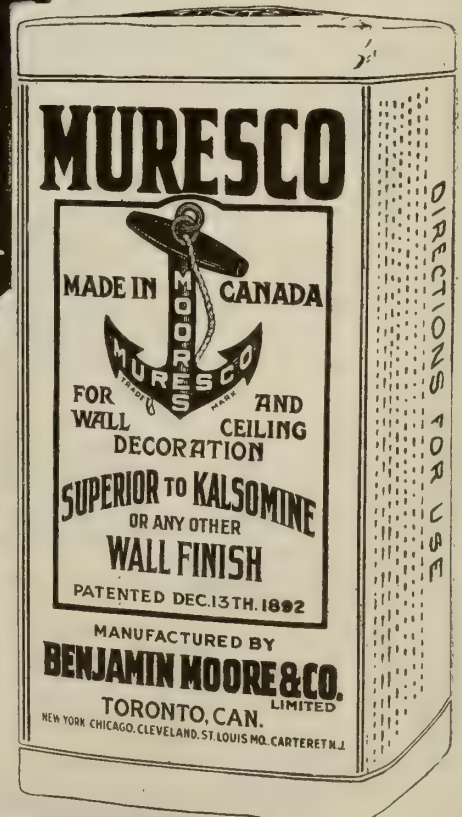
The Best Wall Finish

Solid goodness—that is the quality that has made "**Muresco**" a by-word with many householders, painters and decorators.

Your reputation is safe in backing **Muresco** — it produces a uniformly clear and beautiful surface—it goes farther and is easier to apply. Its all-round goodness has made it the big seller. Get in line—you are going to profit by it.

Get your stock now and look into the opportunities of the Moore line.

BENJAMIN MOORE & COMPANY
West Toronto, Ontario



If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% off list; class B and C, net list. Cast iron fittings, 30% off list. Malleable and cast bushings, 37½%; unions, 45%; plugs, 35% off list.

GRINDSTONES Per 100 lbs.
Over 40 lbs. and 2 in. thick 2 15
Under 40 lbs. 2 45
Mounted No. 115, each 7 00
Bi-Treadle, each 6 75

HALTERS (SNAP AND RING)

Doz.
Russet rope shank, 1 in. \$ 7 75
Russet rope shank, 1¼ in. 9 25
Black rope shank, 1 in. 8 00
Black rope shank, 1¼ in. 9 40
Hand sewn, no shank, 1 in. 14 50
Hand sewn, no shank, 1¼ in. 16 50
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

HALTERS (SISAL)

7-16 in. gross \$21.60; 9-16 in. \$22.50.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt. 11 00
Masons, 5 lbs. and over, per cwt. 13 00
Napping, up to 2 lbs. 0 13½

HANDLES (WOOD)

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.

F.o.b. St. Thomas, London, Strathtroy.

HANGERS, BARN & PARLOR

Atlas, No. 0 6 65
Atlas, No. 1 8 05
Steelall, No. 50 7 30
Steelall, No. 51 7 80
Atlas, No. 2 8 50
Stearns, 4 in. 6 70
Stearns, 5 in. 9 25
Perfect, No. 1 10 45
Perfect, No. 1½ 12 00
Perfect, No. 2 10 00
Storm King and safety hangers, doz. 7 00
Steel track, 1¼ in. 7 00-8 50

HEATERS (OIL)

No. 520 (120), each \$3 85
No. 525 (125), each 3 80
No. 530 (130), each 4 25
No. 560 (160), each 6 55
No. 620 (230), each 5 65
No. 660 (260), each 7 95

HINGES, TEE AND STRAP

List Prices.
Heavy Strap Tee
4-inch 3 00 2 55
5-inch 3 70 3 20
6-inch 4 00 3 00

8-inch 5 40 4 10
10-inch 9 60 7 30
12-inch 11 90 11 60
14-inch 13 60 11 80
16-inch 14 40

Subject to discount of 20 and 10% off list.

Light.	Strap.	Tee.
3 in., doz. prs. 1 00	1 00	1 00
4 in., doz. prs. 1 20	1 10	1 10
5 in., doz. prs. 1 40	1 30	1 30
6 in., doz. prs. 1 70	1 50	1 50
8 in., doz. prs. 2 50	1 80	1 80
10 in., doz. prs. 3 50	2 40	2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—
Under 12 in., per 100 lbs. 7 25
Over 14 in., per 100 lbs. 6 75

Extra hooks for above, %
in., per lb. 7¼
Extra hooks for above, %
in., per lb. 7
F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	English	Canadian	Fox
No. 2, per doz. 2 65	\$3 25		
No. 3, per doz. 2 75	3 70		
No. 4, per doz. 2 85	4 00		
Little Giant 4 65			

HORSESHOES

	Price per keg	No. 2	No. 1
Patterns, Sizes and made larger small			
Light iron 0-7	\$5.25	\$5.50	
Long heel light iron 3-7	5.25	5.50	
Medium iron 1-8	5.25	5.50	
Heavy iron 6-8	5.25	5.50	
Snow 1-6	5.50	5.75	
New light "XL" steel 1-6	5.70	5.95	
Featherweight "XL" steel 0-4	7.10*		
Special counter-sunk 0-4	7.60*		
Toe weight (front only) 1-4	8.10*		
*All sizes.			

Packing—Up to 3 sizes in one keg. 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

HOSE, LAWN

Corrugated, ½ in., ft. 0 12
Corrugated, ¾ in., ft. 0 16
Corrugated, 1 in., ft. 0 22
Less 5% for full reels, 500 ft. F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 90c gross.

IRON AND STEEL

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots 17 50
72x30, 26 gauge, case lots 18 00
Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set 1 25
Mrs. Potts, No. 50, nickel-plated, per set 1 35
Mrs. Potts, handles, japanned, per doz. 1 00
Sad irons, common, plain, 3, 4 and 5 lbs. 8 50
Sad irons, plain, 6 lbs. up 6 50
Sad irons, common, plated 5 50
Princess Electric, each 3 20
Canadian Beaty Electric

Irons, each 3 38
Gasoline Sad Irons each 3 75

LADDERS, ETC.

(Step Ladders) Per ft.
Shelf-lock 15c ft.
Ontario 20c ft.
Faultless 23c ft.
Mechanic 29c ft.
Hercules 26c ft.
Perfect 25c ft.
Faultless, extra heavy 28c ft.
Hercules, extra heavy 31c ft.
Mechanic, extra heavy 34c ft.
B.T. Standard 19c ft.
B.T. Economy 15c ft.
B.T. Iron Bound, 4-8 ft. 27c ft.
B.T. Iron Bound, 16 ft. 42c ft.
B.T. Iron Bound, 18 and 20 ft. 50c ft.
Crescent 18c ft.
Household 14c ft.
Standard 21c ft.
Electrician 26c ft.
Heavy duty 47c ft.
Extension 25c ft.
Common and Roped Extension Up to 32 ft. 18c ft.
34 to 44 ft. 20c ft.
46 to 60 ft. 30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 22 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft. 14c ft.
18 ft. to 22 ft. 15c ft.
Chair ladders, each 2 00

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

Per doz.
Short Globe, doz. 8 50
Jumbo, doz. 10 00
Jap'd Dash, doz. 11 25
Search Dash, doz. 11 75
Searchlight, No. 20, doz. 19 50
All brass 24 75
Little Bobs 1 75 2 35
Copper, well japanned, doz. 14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short 0 65 0 75
Cold blast 0 75 0 75
Cold blast, short ruby 2 95 3 00
Cold blast, common ruby 2 75 2 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz. 1 55
Steel Thumb, No. 3, per doz. 2 10
Steel Thumb, No. 4, per doz. 3 70
Barn Door, No. 5, per doz. 2 10
Barn Door, No. 9, per doz. 3 20

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

List Each
Canadian 9 00
Dowsell 9 00
Easywork 17 30
Noiseless 15 50
Hamilton 11 00
Snowball 15 00
Momentum 16 50
New Century, style A. 16 50
New Century, style B. 18 00
Playtime, engine drive 19 50
Ideal Power 28 00
Seafoam, electric 102 00
Seafoam, engine drive 44 00
New Idea, electric 131 00
Sunshine 8 50
Popular, No. 1 9 50
Economic 11 50
Champion 17 00
New Excell-Aid 18 00
Blue Bell, without stand. 16 50
Puritan Water Motor Washer, complete 28 00
Hydro, One Tub, engine drive 45 50

I. w. pressure water motor washer, each 30 00
Connor ball-bearing, with rack 18 50
I X L 18 50
Gem 16 50
Winner, plain 13 50
Connor Improved 9 00
Jubilee 8 50
Canada First 19 00
Discount, 45, 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
B.T. Bonnie, style A. 8 50
B.T. Bonnie, style B. 9 00
B.T. Ideal 13 50
B.T. Ideal Power 15 00
B.T. Ideal Water Motor 25 40
B.T. Cyclone 12 50
B.T. Vollmar, No. 2 13 00
B.T. Vollmar, No. 3 14 00
Forest City, engine-driven 40 00
Forest City, electric 92 00

Discount on B.T. Goods 45%. F.o.b. London, Ont. On shipments of three or more washers, freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

Per doz.
Tinsmiths', 2½ x 5½ in. 1 75
Carpenters', round hickory 2 05

MOPS

Mops, O-Cedar, doz. \$12 00
S. W. Mops, doz. 3 75
Mop Sticks, doz. 1 60
Cast head mops, doz. 1 40
Crescent, doz. 1 75
Crank wringing, doz. 6 00

NAILS

List adopted July 10, 1912.
Advances over base on common wire nails in kegs.
1 inch, .11 3 inch... 10c
1½ inch, .11 3½ inch... 10c
1¼ inch, .05c 3¼ inch... 10c
1½ inch, .40c 4 inch... 5c
1¾ inch, .40c 4½ inch... 5c
2 inch, .30c 5 inch, base.
2¼ inch, .30c 5½ inch, base.
2½ inch, .15c 6 inch, base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Montreal, \$5.20 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, \$5.25 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, \$5.02½.

Sault Ste. Marie, Port Arthur, Fort William, \$4.90 base f.o.b. factory; no freight allowance.

Moulding, Flooring, Slatting, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

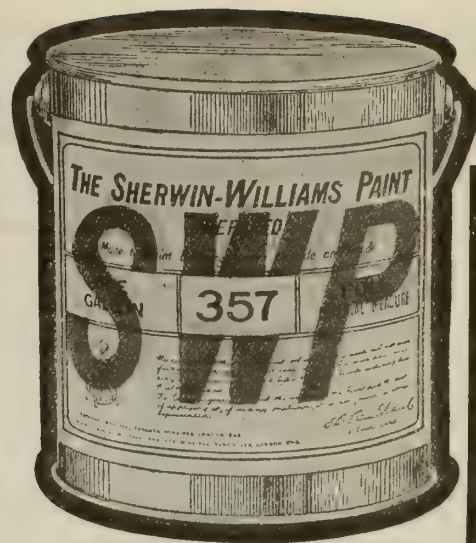
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails — Montreal, \$5 base; Toronto, \$5.05 base; London, \$5; Hamilton, \$5.05. No equalization of freights.

NAILS (HORSE)

C Brand. Per box of 25 lbs.
No. 3 \$19 50
No. 4 9 50
No. 4½ 8 25
No. 5 4 50
No. 6 4 25
No. 7 4 00
No. 8 4 00

The Paint Your Customers Know Best



—the paint they recognize as that which has given them best service before, is the paint they will use this year. They know the can when you see it on the shelf—they know the quality of the paint in the can.

They know that

SHERWIN-WILLIAMS **PAINTS AND VARNISHES**

represent all that stands for quality and satisfaction in paint and varnish products.

Be sure you have the full line on your shelves, for Sherwin-Williams Paints are the brand your customers will demand. Now is outside painting time and your time to get the paint business.

If you carry Sherwin-Williams Paints your stock is already half sold.



THE SHERWIN-WILLIAMS Co.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.



If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton, London.

"M.R.M." BRAND

Net Price List.

No.	Lengths	Price per box of 25 lbs
3	1 1/2"	\$18.75
4	1 1/2"	8.75
5	1 1/2-16"	3.75
6	2 1/2"	3.50
7	2 5-16"	3.25
8	2 1/2"	3.25
9	2 11-16"	3.00
10	2 1/2"	3.00
11	3 1-16"	3.00
12	3 3/4"	3.00

F.o.b. London, Hamilton, Montreal, Toronto.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$2; No. 2 and larger, \$1.90; "Sharp" No. 2 and larger, \$2.10; "Sharp" No. 1 and smaller, \$2. Put up in 25-lb. boxes.

Roofing nails, American, large head, keg, \$8.20.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.	
12 inch...\$1.80	48 inch...\$ 6.20
18 inch... 2.65	60 inch... 7.70
24 inch... 3.40	72 inch... 9.20
30 inch... 4.00	84 inch... 10.50
36 inch... 4.75	96 inch... 12.00
42 inch... 5.50	
1 1/2 inch mesh and 19 ga. wire.	
12 inch...\$3.50	42 inch...\$10.50
18 inch... 5.00	48 inch... 12.00
24 inch... 6.30	60 inch... 15.00
30 inch... 7.75	72 inch... 18.00
36 inch... 9.00	
1 inch mesh and 20 ga. wire.	
12 inch...\$ 4.00	42 inch...\$12.00
18 inch... 5.50	48 inch... 14.00
24 inch... 7.00	60 inch... 17.00
30 inch... 8.50	72 inch... 20.00
(3/4 inch mesh and 20 ga. wire.)	
24 inch...\$10.50	36 inch...\$15.00
30 inch... 12.75	
(1/2 inch mesh and 22 ga. wire.)	
24 inch...\$16.50	36 inch...\$24.00
30 inch... 20.10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30, 10% off list.

Montreal, 30% off list.

American netting, 30% off list.

POULTRY FENCING	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM	Per 100 lbs.
Best (American) ...	
U.S. Navy (American) ...	
Clipper, U.S. ...	
U.S. Navy (English) ...	
Plumbers (spun) ...	

OIL Montreal Toronto

Can. prime white	
petrol	0 17 0 16
Royalite	0 17 0 16
Palacine	0 20 0 19
Lampoline	0 17 0 16
Electroline	0 20 0 19
Castor oil, per lb.	0 30 27-30
Black oil (Summer)	0 14 0 13
Black oil (Winter)	0 14 1/2 0 13 1/2
Cylinder Green	0 38 0 37 1/2
Paraffine	0 21 1/2 0 20 1/2
XXX Machine	0 24 0 23
Fuel oil, bbls.	0 12 0 11
Fuel oil, tank cars.	0 10 1/2 0 09 1/2

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	0 12
Coarse jute	0 09 1/2
Square braided hemp	0 30
No. 1 Italian	0 38
No. 2 Italian	0 30

PAPER	Per 400 ft. roll
Dry Fibre, No. 1 roll	1 20

Dry Fibre, No. 2 roll	0 66
Resin sized, per roll	1 00
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred Felt, per cwt.	3 35
Asbestos Sheeting, (per 100 lbs.)	\$9.00-\$12.00
Carpet Felt, 16 oz., per 100	\$4.25-\$4.50

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Hudson, per doz.	\$9 00
Little Star, per doz.	7 20

PICKS (CLAY)	Rock	Clay
5 to 6 lbs., doz.	7 00	6 50
6 to 7 lbs., doz.	7 25	6 75
7 lbs., doz.	7 50	6 75
7 to 8 lbs., doz.	8 00	7 00
8 lbs., doz.	8 00	7 50

PINS, CLOTHES	Per case
Selected full count	
5 gross, 4-in. (loose)	\$0 80
4 doz. (cartons) 4 1/2 in.	0 85

PIPE, STANDARD WROUGHT

Effective May 3, 1917.

Buttweld—	Black	Galvanized
	Per 100 feet	
1/8 in.	\$ 4 50	\$ 6 00
1/4 in.	4 72	6 76
3/8 in.	4 72	6 76
1/2 in.	6 04	7 61
3/4 in.	7 59	9 72
1 in.	11 22	14 37
1 1/4 in.	15 18	19 44
1 1/2 in.	18 15	23 24
2 in.	24 42	31 27
2 1/2 in.	39 20	50 02
3 in.	51 26	65 41
3 1/2 in.	63 48	80 50
4 in.	75 21	95 38
4 1/2 in.	90 95	114 90
5 in.	105 10	133 90
6 in.	136 30	173 80
7 in.	178 50	224 90
8 in.	187 50	236 30
8 1/2 in.	216 00	272 20
9 in.	258 80	326 00
10 in.	240 00	302 40
10 1/2 in.	309 00	389 30

Lapweld—

3 in.	53 55	66 94
3 1/2 in.	65 32	83 26
4 in.	77 39	98 65
4 1/2 in.	90 17	114 90
5 in.	105 10	133 90
6 in.	136 30	173 80
7 in.	178 50	224 90
8 in.	187 50	236 30
8 1/2 in.	216 00	272 20
9 in.	258 80	326 00
10 in.	240 00	302 40
10 1/2 in.	309 00	389 30

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 50%.

4 1/2" and larger, 45%.

4" and under, running thread, 30%.

Standard couplings, 4" and under, 40%.

4 1/2" and larger, 20%.

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain	List
2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 25% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra

heavy, 6" and un- % %

der 47 1/2 50

8" soil pipe 40 40

Medium and extra

heavy fittings, 6"

and under 52 1/2 50 & 10

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. 4 75

Pine, green, per bbl. 5 25

POLISH

O-Cedar, 4-oz. bottles, doz. \$ 2 00

O-Cedar, 12-oz. bottles, doz. 4 00

O-Cedar, 1-qt. can, doz. 10 00

O-Cedar, 1/2-gal. cans, doz. 16 00

O-Cedar, 1 gal. cans, doz. 24 00

Liquid Veneer—	
4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17 1/2%; Iron Burrs, 17 1/2%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, 1/2-lb. pkgs., 1c per lb.; 3/4-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 32
Coal Tar. bbl.	\$4.50-\$5
Roofing Pitch, 75 to 85c per cwt.	

F.o.b. Toronto, London, Montreal.

ROPE

Pure Manila basis	33 1/2
British Manila basis	27 1/2
New Zealand hemp basis	27 1/2
Sisal basis	24 1/2

Above quotations are basis prices 3/4 and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than 3/4 and down to 7/16 dia.—1/2c above basis; 3/8 dia., 1c above basis; 1/4 and 5/16 dia., 1 1/2c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	2 1/2
Double lath yarn	25
Yacht marine, tarred	54
White polished halyards	30
Hemp, deep sea line basis	44
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Jute rope basis	16-17 1/2
Italian rope basis	44
Cotton, 3/8 in.	0 44 1/2 0 49 1/2
5-32 in.	0 43 1/2 0 46
3-16 in.	0 41 0 43 1/2
1/4 in. and un.	0 40 0 42

F. O. B. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% on list.

B. & A. emery cloth, 5% on list.

SCALES

Champion—	Scale	Stamping
4 lb.	\$ 4 60	\$0 20
10 lb.	6 00	0 20
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lbs.	39 00	1 00
2000 lbs. Drop		
lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 15%. No discount allowed on stamping charge.

F.o.b. Toronto, Montreal.

London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72 1/2
Wood, R. H., bright	67 1/2
Wood, O. H., bright	67 1/2
Wood, F. H., brass	37 1/2
Wood, R. H., brass	32 1/2
Wood, O. H., brass	32 1/2
Wood, F. H., bronze	27 1/2

Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	
Hexagon cap	

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger	10 00
Awning, ea.	5 00
Table, ea.	2 00

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10 1/2 oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, BLACK

	Montreal
	100 lbs.
10 gauge	\$7 25
12 gauge	7 35
14 gauge	7 40
16 gauge	7 50
18-20 gauge	7 55
20-22 gauge	7 60
26 gauge	7 65
28 gauge	7 75

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10 1/2 oz.	\$ 8 80
U.S. 28	8 50
U.S. 26	8 20
22 and 24	8 05
18 and 20	7 90
14 and 16	7 75

Colborne Crown—16-20 gauge, \$9.05; 22-24 gauge, \$9.25; 26 gauge, \$9.50; 28 gauge, \$9.75. Less 25c in cash lots.

Apollo Brand, Montreal Toronto

14 gauge	8 40	7 85
16 gauge	8 40	7 95
18-20 gauge	8 60	8 10
22-24 gauge	8 80	8 25
26 gauge	9 00	8 40
28 gauge	9 40	8 70
10 1/2 ozs.	9 85	9 00

Add 20c for less than ton lots.

Galvanized



The above picture appears this month, illustrating our advertisements in the Canadian Courier, Canada Monthly, Canadian Home Journal and MacLean's Magazine.

Don't be "Out of Stock"—you can't afford it

Valspar advertising this year will reach more people than ever before.

And it will **sell** them Valspar.

When one of your regular customers comes in and asks for Valspar, you don't want him to walk out again, unsatisfied.

You don't want him to go elsewhere—or perhaps he won't come back.

Because Valspar is **waterproof** people are using it for lots of jobs where ordinary varnish would be useless. They

use it for outdoors as well as indoors; for porches, walls, floors, bathrooms, kitchens and furniture; for motor boats and sailboats. Everywhere.



They know it resists even hot, soapy water and all other liquids. They know its long-wearing qualities, and so they are using more

of it all the time.

Don't let this good business get away from you. Write to-day for the latest Valspar proposition.

Write us for details.

VALENTINE & COMPANY, 109 George Street, Toronto

ESTABLISHED 1832

Largest Manufacturers of High-grade Varnishes in the World

New York

Boston

Chicago

TRADE **VALENTINE'S** MARK
VARNISHES

Paris

London

Amsterdam

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If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur),
Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35%	20 and 10%	12½%
Draining Tools	35%	35%	.....
Hollow Back Scoops	15 and 10%	.....	12½ and 5%
Hollow Backs, Sand Shovels and Coal Shovels	35%	.....	12½%
Riveted Back Scoops	20%	.....	20%

Jones Miners Spring Point

Riveted Shovels, Lists Nos.

42 and 43

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

—Per Dozen—

	1st Grade	2nd Grade	4th Grade
No. 2, black	\$19.00	\$16.50	\$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished	75c per dozen net
Half polished	50c per dozen net
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.	

Freight will be equalized on railway rates only.

SOLDER, BAR

See Weekly Report

STAPLES

See Wire Products.

SWEEPERS, CARPET Bissell's	
Boudoir	Doz. 31 00
Champion Nic.	25 00
Champion Jap.	23 00
Univ. Japd., cyco bearing...	26 00
Univ. N.P., cyco bearing...	29 00
Grand Rapid, Japd., ball- bearing	28 00
Grand Rapid, N.P., ball- bearing	31 00
Princess, N.P., ball-bearing.	32 00
Elite, ball-bearing	36 00
Am. Queen, N.P., bal-bear.	34 00
Parlor Queen	37 00
F.O.B. Toronto, London, Ham- ilton, Montreal.	

SWEEPERS (Vacuum)	
Grand Rapids Vac. doz.	\$77 00
Household Vac. doz.	63 00
Superba Vac. doz.	92 00
F.O.B. Toronto, Hamilton, London and Montreal.	

SWINGS, LAWN	
Ontario, 4-passenger, ea.	6 50
Ontario, 2-passenger, ea.	5 50
Baby, ea.	3 50
"Quebec" 4-passenger, ea.	6 50
"Quebec," 2-passenger, ea.	5 50

TACKS Discount.	
Wire Tacks	65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916	65 and 12½%
Double pointed tacks	60, 10%
Shoe findings list adopted April 23, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	65, 12½%
F.O.B. Toronto, Hamilton, Montreal, London.	

TINNERS' TRIMMINGS	
See prices under head of Wares.	
TOOLS, HARVEST	
Ordinary brands, 33 1-3%	
Sampson, 25 and 5%.	

TROUGH (EAVE)	
C. G. Square head and half round Size 14 girth	Per 100 feet
8 in.	\$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00
Discount, 25%.	

TRAPS (GAME)	
See weekly report.	
Victor No. 1	1 65
Jump, No. 1	2 15
Hawley & Norton, No. 1	2 89
Newhouse, No. 1	3 45
F.O.B. Toronto, London, Ham- ilton, Montreal.	

TWINE (Binder)	Per lb.
500 ft.	0 15½
550 ft.	0 16½
600 ft.	0 17
650 ft.	0 17½

TWINE (COTTON)

3-ply wrapping	38½-48½
4-ply wrapping	44-52

WOOD TUBS

No. 0, per doz.	\$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75

VALVES

Ground work	45-47
Compression work, standard.	45
High grade	48
Cushion work	40
Fuller work, standard	54
High grade	47
Basin cocks, No. 0, standard	49
High grade	49
Nos. 1 and 2, standard	49
High grade	40
Bath Cocks	53
Standard	50
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Steam Cocks	53
Standard	50
High grade	15
Radiator valves, standard	15
High grade	15
Globe, angle and check valves, standard	15
Do., high-grade	10
Patent quick opening valves	55

WARES, ETC.

Scotch Grey Ware, 60%.	
Colonial, 30, 20%.	
Imperial Ware, 30 and 20%.	
Premier, 25%.	
Canada Ware, 25%.	
White Ware, 50, 17½%.	
Japanned Ware, list.	
Japanned Ware, White, list, plus 10%.	
Plain and Jap. Sprinklers, list, plus 5%.	
Stamped Ware, plain, 50, 15%.	
Stamped Ware, retinned, 50, 10%.	
Copper Bottoms, list, plus 10%.	
Tinners' Trimmings, plain, 50, 15%.	
Tinners' Trimmings, retinned, 30 and 10%.	
Tinners' Trimmings, gen., 5%.	
Milk Can Trimmings, list, plus 30%.	
Cream Cans, Railroad, 5%.	
Factory Milk Cans, list, plus 10%.	
Railroad Delivery Milk Cans, 12½%.	
Pieced Ware, C.B., list, plus 30%.	
Sheet Iron Ware, 7½%.	
Pieced Ware, ordinary, list, plus 12½%.	
Fry Pans, 50 and 10%.	
Spiders, 30 and 10%.	
Fire Shovels, 10%.	
Steel Sinks, painted, 10%.	
Steel Sinks, galvanized, 5%.	
Light Galv. Pails and Tubs, list, plus 10%.	
Heavy Galv. Pails & Tubs, list.	
Garbage Pails, list.	
Balance Galv. Goods, list plus	

10%.

Jap. Coal Hods, list, plus 7½%.	
Galv. Coal Hods, list, plus.	
Paper Lined Boards, 50, 5%.	
Wood Lined Boards, 40, 12½%.	
Elbows, 2½%.	
Elbows, Galv., list, plus 12½%.	
Elbows, Light, 5" and 6", \$1.70.	
Elbows, Light, 7", \$1.85.	
Stove and other Pipes, list, plus 10%.	
Stove Pipe Thimbles, 50, 10%.	
Copper Boilers, list, plus 10%.	
Copper Tea Kettles, list, plus 10%.	
Copper Tea Kettles, 3 doz. lots, list.	
Copper Tea and Coffee Pots, list, plus 10%.	
Copper Tea and Coffee Pots, in 3 doz. lots, list.	

WASHERS, IRON.

Full box, 10%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.	
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WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs.	\$4 25	\$4 25	\$4 00
Sectional, ½ lb., per 100 lbs.	4 25	4 50	4 00
Solid, 3 to 30 lbs., per cwt. 2 55	3 50	2 50	

WEIGHTS, HORSE, 6c lb.

WHEELBARROWS.	
Navy, steel wheel, doz.	45 40
Garden, steel wheel, doz.	48 00
Light garden, each	33 00

WIRE PRODUCTS.

F.O.B. Toronto, London, Hamilton, Montreal.	
Cut Hay Baling Wire.	
Per 100 lbs.	
No. 9	\$6 00
No. 10	6 05
No. 11	6 15
No. 12	6 25
No. 13	6 35
No. 13½	6 35
No. 14	6 50
No. 15	6 75

Smooth Steel Wire.

Nos. 9-9 gauge, base	6 00
Extras over base sizes on smaller gauges are as follows:	
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.	
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$2.50; bright, soft drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ¼-lb. coils, 75c; in ¼-lb. coils, \$1.	

Hay Wire in Coils.

No. 13	5 70
No. 14	5 75
No. 15	5 85

Fine Steel Wire.	
List Price on Fine Steel Wire:	
No. 17	\$ 5 00
No. 18	5 50
No. 19	6 00
No. 20	6 65
No. 21	7 00
No. 22	7 30
No. 23	7 65
No. 24	8 00
No. 25	9 00
No. 26	9 50
No. 27	10 00
No. 28	11 00
No. 29	12 00
No. 30	13 00
No. 31	14 00
No. 32	15 00
No. 33	16 00
No. 34	17 00

For prices of fine steel wire add 30% to above list.	
Extra net.	
List of extras in 100-lb. lots, net.	
Tinned wire, Nos. 17-25 ..	2 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles ..	0 25
In 1-lb. hanks	0 25
In ¼-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases ..	0 15

Bagging or papering 0 16

Oiled and Annealed Wire.	
No. 10	\$6 16
No. 11	\$6 23
No. 12	6 30

Wire Bale Ties.	
No. 12	6 05
No. 13	6 15
No. 13½	6 20
No. 14	6 30
No. 15	6 50
No. 16	6 75

Fence Wire.

Toronto London	
Barb	\$5 00 \$4 65
No. 9 pl. galv.	4 25 4 25
No. 12 pl. galv.	4 40 4 45
No. 13 pl. galv.	4 50 4 55
No. 9 coil sp.	4 30 4 30
No. 12 coil sp.	4 55

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples.	
Fence staples, bright	5 35
Fence staples, galvanized ..	6 20
In 25-lb. boxes add 25c extra.	

Poultry Netting Staples.	
Poultry netting staples, galvanized, list	12 00
Less discount of 12½%.	

Bright poultry netting staples are \$1.10 less than galvanized after discount has been made.

Copper and Brass Wire.	
Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth.	
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls ..	\$3 00
In 50-ft. rolls	3 05
Bronze, sq. ft.	0 14

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits.	
A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70 %
Brass Screw Hooks	70 %
Brass Gate Hooks and Eyes	70 %
F.O.B. Toronto, Montreal, Lon- don, Hamilton.	

WRINGERS.	
Royal Can., 11 in., doz. list.	\$84 72
Eze, 1½ in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite, 611E	105 80
Unexcelled, 1041E	129 80
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 14 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 32
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eoline	97 70

Discount off above list, 45%.

Freight equalized on shipments of ¼ doz. and upwards on Mont-
real, Toronto, Kingston, Ham-
ilton, London, St. Mary's.

WRENCHES	
Stillson & Trimo List price ea.	
6 in.	\$ 2 00
8 in.	2 25
10 in.	2 50
14 in.	2 50
18 in.	5 00
24 in.	7 25
36 in.	13 50
48 in.	20 00
Discount off above list, 50, 5%.	
Discount on parts, 50, 5% off list; Coes, 10% off list; Regular, 55% off list; knife handle, nett list.	



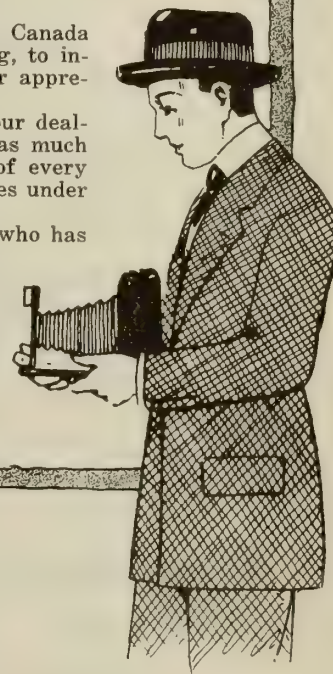
Photograph it!

HAVE you a camera? It can do useful work toward the popularizing of concrete. Let us explain how.

Most cement dealers appreciate what the Canada Cement Company is doing by its advertising, to increase the use of cement. Some show their appreciation by co-operating with us.

We want the co-operation of every one of our dealers. We believe they can help themselves as much as they help us by obtaining photographs of every good piece of concrete construction that comes under their observation.

If you have a farmer in your neighborhood who has built a new concrete silo,—or a milk house—-or a root cellar—-or anything of concrete—**PHOTOGRAPH IT**—and send us a print. If it is interesting enough to be used in any of our advertising or literature we will pay \$5.00 for it.



CANADA CEMENT CO., Limited, 3 Herald Bldg.
Montreal

Yacht and Marine Paints



Now is the time to feature the Ramsay Lines. They interest the yacht, motorboat and canoe enthusiasts who demand Quality—That's Ramsay's.

A. Ramsay & Son Co., Montreal Branches, Toronto and Vancouver

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.00;
chilled, \$18.50; buckshot, \$17.50;
ball, \$18.20.

ANVILS

Peter Wright, 80 lbs. and up,
20c per lb.; clip horn, 21c lb.
Norris, 80 lbs. and over, 15c.

AXES

Single Bit \$ 9 00 \$14 00
Double Bit 14 50 16 50
Broad axes 28 00 31 00

BARS, CROW. \$6.25 per 100 lbs.

BAR IRON

Bar iron, \$4.25; Swedish iron,
\$5; sleigh shoe, steel, \$5; spring
steel, \$6; machinery steel, \$6;
tool steel, octagon, 100 lbs.,
\$12.50.

BELTING

Rubber, 6 in. and under, 50 and
10%; over 6 in., 50%.
Agricultural or No. 1 leather
belting, 47½% off list.
Standard, 30, 10 and 5% off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.30 per lb.;
cut, \$1.45 per lb.; rawhide, sides,
\$1.25; cut, \$1.40.
Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ¾ and smaller,
15%; 7-16 and larger, net list;
machine, ¾ and under, 15%; 7-16
and over, 5%; machine set
screws, 25%; plough bolts, 5%;
nuts, small lots, 3c advance
over list; case lots, 2c advance
over list; stove bolts, 50%; shaft
bolts, 5%; tire bolts, 30%;
sleigh shoe bolts to ¾, 5%; 7-16
and up, net list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, \$1.05 to \$1.65 per roll,
according to quality; plain, 80c to
\$1.50.

CHAIN

Coil, 3-16 in., \$12.50; ¼, \$9.75;
5-16, \$8.85; ¾, \$8; 7-16, \$7.75; ½,
\$7.50; 9-16, \$7.50; ¾, \$7.40; ¾,
\$7.25; Logging, 5-16, 9¼c.; ¾,
5¾c.; tie-out, 57½.

CHURNS

Barrel, No. 0, \$6.75; No. 1,
\$6.75; No. 2, \$7.50; No. 3, \$8.25;
No. 4, \$9.75 each.

CLEVISSES, MALL. 13c. per lb.

COPPER.

Sheet and planished copper,
75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½
in. round shank, 30%.

EAVETROUGH

Eavetrough, 8 in., per 100 ft.,
\$5.40; 10 in., \$6; 12 in., \$7.05.
Conductor pipe, 2 in., per 100 ft.,
ft., \$6.30; 3 in., \$7.60; 4 in., \$10.05.

ENAMELWARE

Canada, 20; Imperial, 30, 12½;
Premier, 20; Colonial, 30, 12½;
white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,
18c lb.; 10-lb. jugs, \$2.15 each; 24-
oz. bottles, \$4.35 doz.; 12-oz. bot-
tles, \$2.25 doz.

GALVANIZED WARE.

17½% advance on net list, ex-
cept heavy tubs and heavy pails,
which are 7½% advance on list.

GLASS, WINDOW Single Double
Up to 25 in. 8 75 12 75
26 to 40 9 75 14 75
41 to 50 12 50 16 50
51 to 60 13 00 17 25
61 to 70 14 00 18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., \$2.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 15%.
Corrugated Strap Hinges — 4,
\$1.25; 5, \$1.90; 6, \$2.65; 8, \$4.30;
10, \$6.35; 12, \$9.70.

Corrugated Tee Hinges — 4,
\$1.70; 5, \$2.60; 6, \$3.15; 8, \$5.50;
10, \$7.85; 12, \$11.10.

HORSESHOES

Iron, No. 0 to 1, \$6.25; No. 2
and larger, \$6; snowshoes, No.
0 to No. 1, \$6.50; No. 2 and
larger, \$6.25; steel, No. 0 to 1,
\$6.70; No. 2 and larger, \$6.45;
featherweight, \$7.85.

JACKSCREWS

20 per cent. off list.

IRON BAND.

1½ in., \$5.30; 1¼ in., \$5.30; 1
in., \$5.40.

IRON GALVANIZED Apollo and
"Fleur Premier de Lis"
10½ oz. or 28 Eng. 10 00 10 00
28 Am. or 26 Eng. 9 70 9 70
26 Am. or 26 spec. 9 40 9 40
24 9 25 9 25
22 9 25 9 25
18 and 20 9 10 9 10
16 Am. 8 95 8 95

IRONS, SAD

Common Sad Irons, 8 lbs.,
8c per lb.; 4 lbs., 10c per lb.
Mrs. Pott's No. 55, set..... 1 20
Mrs. Potts No. 50, set..... 1 25
Mrs. Pott's common sad iron
handles, \$1.15 dozen. Mrs. Pott's
improved, \$1.50 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$5.50; per
doz., 75c; B, per case 6 doz.,
\$4.85; per doz., 90c.

LANTERNS

No. 2, plain 8 75
No. 20, X-ray 12 50
No. 22, Dash-board 11 25
Short Globe, doz. 8 75

LEAD PIPE, \$17.40.

LEAD WASTE, \$18.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, \$7.75; cutter, \$7.75.

NAILS

Wire, f.o.b. Fort William, \$5.20
base; Winnipeg, \$5.60 base. Cut
f.o.b., Winnipeg, \$6

NETTING, Poultry, 37½%.

Banner Netting, 24 in., \$3.50;
36 in., \$4.50; 48 in., \$5.25; 60 in.,
\$6.25; 72 in., \$7.

NUTS

Square, small lots, 3c advance
over list; case lots, 2c advance
over list; Hexagon, small lots,
3c advance over list; case lots,
2c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher,
37c; "B" Castor machine oil,
24½c; Buffalo Engine gasoline,
35c; Buffalo "A" gas engine oil,
48c; Royal gasoline, 35c; Family

Safety coal oil, 20c; "Engoline"
engine coal oil, 16c; Summer
Black oil, 21c; Kelsco engine oil,
45c; Electro oil, 45c; Royalite
oil, 16½c; Standard gas engine
oil, 44c; Prairie Harvester oil,
46c.

PAINTS

Stephens' Out White, \$3.35;
Stephens' House, \$3.10; Stephens'
Floor, \$2.70; Silkestone, \$2.65.

DRY COLORS

Yellow ochre, in bbl. lots, 3c;
less than barrel lots, 4c; golden
ochre, barrels, 4c; less than
barrels, 5c; Venetian red, barrels,
\$2.50; less than barrels, \$3.50;
American vermilion, 20c; Eng-
lish vermilion, \$3 per lb.; Cana-
dian metallic oxides, barrel lots,
3½c; English purple oxide, in
casks, 3½c; less quantities, 4c
per lb. Red lead, kegs, \$14; less
quantities, 16c.

PICKS, Clay, 6-7, \$7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	\$ 5 16	\$ 7 50
½ inch	5 23	7 57
¾ inch	6 85	8 64
1 inch	8 60	11 02
1 ¼ inch	12 71	16 30
1 ½ inch	17 20	22 04
2 inch	20 56	26 36
2 ½ inch	27 65	35 45
3 inch	44 42	56 74
3 ½ inch	58 10	74 19
4 inch	72 00	.....
4 ½ inch	85 32	.....
5 inch	100 87	.....
5 ½ inch	117 58	.....
6 inch	152 63	.....

PLASTER, Paris, per bbl., \$3.75.

PLATES, CANADA

18 x 21 per box, half polish,
\$8.50; full polished, \$9.50; 18 x
24, half polished, \$8.50; full pol-
ished, \$9.50; 20 x 28, half pol-
ished, \$8.75; full polished, \$9.75.

PLOW SHARES, 10c per lb.

POINTS

Landslide plow, 1½ x 1¼ in.,
\$1.75 per dozen.

PUTTY

100-lb. irons 4 50
25-lb. irons, per cwt. 4 80
1½-lb. tins 0 08

RIVETS AND BURRS

Iron rivets, 20 per cent.; cop-
per, No. 7, 65c lb.; No. 8, 66c;
No. 9, 69c; No. 10, 71c; No. 12,
76c.

Five-lb. assorted boxes, No. 8,
68c; No. 9, 69c; No. 10, 71c;
No. 12, 76c.

Copper Burrs, No. 7, 65c; No.
8, 66c; No. 9, 68c; No. 10, 71c;
No. 12, 76c.

ROPE

Sisal, 24½c base; pure Manila,
34c base; British Manila, 27½c
base; lath yarn, 24½c base; Afri-
can hemp, 26½c base; cotton rope,
¼ and over 46c.

Tarred Marline Hanks, per
lb., 31c.

SASH BALANCES (Caldwell.)
Net list.

SAWS, BUCK

Happy Medium, \$7.50; Watch
Spring, \$7.75; Lance Tooth or
Lightning Blades, \$8.25; New
Century, \$9.75.

SCREWS

Bright iron round head, 60%;
flat head, 65%; round head, brass,
25%; flat head, brass, 30%;
coach, 30%.

STEEL SHEETS, BLACK

10 gauge	8 25
12 gauge	8 25
14 gauge	8 00
16 gauge	8 00
18-20 gauge	7 80

22-24 gauge 7 85
26 gauge 7 90
28 gauge 8 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H.,
Sqr. Pt., \$11.25 per doz.; D.H.,
Rd. Pt., \$11.25; L.H., Sqr. Pt.,
\$11.25; D.H., Rd. Pt., \$11.25;
Bulldog and Jones, D.H., Rd. Pt.,
\$12.35; D.H. Sqr. Pt., \$12.35;
L.H., Rd. Pt., \$12.35; L.H., Sqr.
Pt., \$12.35; Black Cat and Cres-
cent Scoops—No. 4, \$12.30 doz.;
No. 6, \$13.15; No. 8, \$13.95; No.
10, \$14.80; Moose and Jones
Scoops, No. 4, \$13.60; No. 6,
\$14.40; No. 8, \$15.25; No. 10,
\$15.90 per dozen.

SOLDER. Per pound, 39 to 40c.

STIKES

Pressed, ¼ in., \$1.65; 5-16,
\$1.30; ¾, \$4.10; 7-16, \$3.95; ½,
\$3.90.

STAPLES

Bright wire, per cwt., \$5.30 at
Fort William, \$5.70 Winnipeg;
galvanized staples, \$6.10 Fort
William, \$6.50 Winnipeg.

STEEL

Sleighshoe, \$5 base per cwt.;
plow, common, \$6; crucible-
plow, \$7; angle, \$5.10; barrow,
\$5 base; east, octagon tool steel,
12½c base; square tool, 13½c
base; spring \$6; machine, \$6
base; tire, \$5.10. Mild, 3-16, ¼,
5-16, \$6.50 base; other sizes, \$5
base.

STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; 1 in.,
\$4.35; 1 ¼ in., \$4.25; 1 ½ in., \$4; 1 ¾
in., \$4; 2 in., \$3.75.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% off list.

TIES. Cow, 5%.

TIN AND TIN PLATE

20 x 28 I.C. \$21 00
20 x 28 I.X. 22 50
20 x 23 I.C. 25 00
20 x 33 I.X. 26 75
Terne plates 17 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminate, gal... \$2 20
Stephens Exalite, gal. 3 00

WASHERS

Iron, small lots, 5% + 75c; full
boxes, iron, 10% + 75c.

WHITE LEAD

Decorators' pure, ton lots,
\$16.30; less than ton lots, \$16.65.

WIRE, BARB

Lyman, 4-point, \$4.20 f.o.b. Ft.
William, \$4.50 Winnipeg; Glid-
den Cattle, 2-pt., \$4.05 Ft. Wil-
liam, \$4.35 Winnipeg; Baker 2-
pt., \$4 Ft. William, \$4.30 Win-
nipeg; plain twist, cwt., Ft. Wil-
liam, \$4.25; Winnipeg, \$4.75;
plain galvanized, Ft. William,
No. 9, \$4.85; No. 12, \$5.10; Win-
nipeg, No. 9, \$5.25; No. 12, \$5.60;
coil spring, Ft. William, No. 9,
\$5; No. 12, \$5.25; Winnipeg, No.
9, \$5.30; No. 12, \$5.55.

Patented screen in 100-ft. rolls,
\$3 per hundred sq. ft.; in 50-
ft. rolls, \$3.10 per 100 sq. ft.

WIRE, PLAIN

Rale ties, 14 gauge, single loop,
\$7.20 Winnipeg; \$6.50 Fort Wil-
liam.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, \$6.70; 10, \$6.75; 12, \$6.90;
14, \$7.10; 15, \$7.25; 16, \$7.40 per
100 lbs.

WRINGERS

Royal Canadian, \$47.65 per doz.;
Eze, \$51.50 per doz.; Bicycle,
\$57.80 per doz.; Ajax, \$115.40 doz.

*Ready for another
successful season with
Stephens' paints*



Determine on a successful year in paints for 1917 with *Stephens'* Paints dominating your paint department—the line that builds thriving paint departments and gives all-round satisfaction to your customers.

The popularity of *Stephens'* paints is due to their exceptional weather-resisting qualities and covering capacity.

If you have not yet lined up with the successful *Stephens'* dealers, do so now.



Write for our agency proposition to-day and be ready for a successful season of paint selling.

G. F. Stephens Co.
LIMITED
Winnipeg and Calgary

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, \$7.40 per 100 lbs.; 5 lb. packages, \$7.20 per 100 lbs.; white, 2½ lbs., \$6.80 per 100 lbs.; 5 lbs., \$6.60 per 100 lbs.

BEE SWAX

Small quantities, per lb. 0 50
Larger quantities, per lb. 0 46

BLUE STONE

Per lb. Montreal Toronto
14-18 13½
London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. \$1 35
Weighted, 20 lbs., doz. 1 60

COATING

Cement Coating \$2 55 2 75

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg. 5-12c
Burnt Umber, 100 lbs. 5-12c
Raw Sienna, 100 lb. keg. 5-12c
Burnt Sienna 100 lb. keg. 5-12c
Imp. green, 100-lb. kegs. 0 23
Chrome green, pure 0 30
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright 0 04
Venetian red, No. 1 0 02
Drop black pure dry 0 25
Golden ochre, 100 lb. kegs. 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02½
Spruce ochre, 100-lb. kegs. 0 04
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL, PURE

Venetian red, 1 lb. tins. pure 0 15
Indian red 20-26
Chrome yellow, pure 36-45
Golden ochre, pure 20-22
French spruce ochre, pure 16-18
Chrome green, pure 18-26
French permanent green, pure 0 26
Signwriters' black, pure 27-36
Marine black, 5-lb. irons 0 17
Lampblack 0 25

DRIERS

Patent 25-lb. tins, 1½ lb.; patent 1 lb. tins, 1½ lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel,
Anchor Floorlustré
O.P.W. Sunshine White
Jas-per-lac floor enamel
Jas-per-lac art enamel
Martin's Enamel
Mooramel

FILLER

Gal.
Luxeberry Enamel \$5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE

Per lb.
Demi-johns, 50 lbs. 0 20
\$1.10 for demi-john extra.

GLUE

Per lb.
French medal
English common sheet 30-35
English prima 0 38
White pigfoot 0 40
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags 35-38
Gelatine, 112 lb. bags. 45-60
Ground glues, 112 lb. bags—
No. 1 30-32

GLASS

	Single	Double
	Thick	Thick
(Under 25)	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84	22 75	
85 to 90	24 35	
91 to 94	25 00	
95 to 100	29 00	
101 to 105	32 00	
106 to 110	37 00	

Toronto, London and Hamilton:
—Single or Double Thick, 10 to 15% off above; 50 cases or over, open cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10%; 35 cases and over, open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to \$75 gross list value. Orders over \$75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
C.P. Lily Pure	\$15 55	\$15 75
Anchor, Pure	15 55	15 75
Crown Diamond	15 55	15 75
Green Seal	15 55	15 75
Tiger Pure	15 55	15 75
Ramsay's Pure	15 55	15 75
Moore's Pure	15 55	15 75
O.P.W. Dec. Pure	15 55	15 75
Red Seal	15 55	15 75
Decorator's Pure	15 55	15 75
O.P.W. English	15 75	15 95
Elephant Genuine	16 15	16 35

B.B. Genuine Lead, less than tons, \$17.45 Toronto; \$17.25 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. 13 50 13 50
Genuine, 100-pound kegs, per cwt. 13 87½ 15 00
Less quantity 0 16

LEAD, ARSENATE OF

	Per 100 lbs.	Dry	Paste
1-lb. tins	\$31 50	\$22 75	
2-lb. tins		21 75	
5-lb. tins	29 50	17 50	
10-lb. tins	28 50		
25-lb. casks	28 00	16 25	
50-lb. casks	27 50	15 75	
100-lb. casks	27 00	15 25	
300-lb. casks		15 00	
600-lb. casks		14 75	

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., \$6.60. White in lb. pkgs., per 160 lbs., \$6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

	Toronto, Montreal
Elephant White	\$ 3 20
Elephant Colors	2 80
B.H. English white	\$3 30
B.H. English, colors	3 05
Minerva White	3 10
Minerva Colors	2 60
Crown Diamond, white	3 05
Crown Diamond, colors	2 80
Fresco Tone, white	2 95
Fresco Tone, colors	2 75
Moore's House Colors	2 75
Moore's Floor Paint	2 45
Moore's Egyptian Paint	2 20
Moore's Sani-Flat	2 35
C.P.C. Pure, white	3 30
C.P.C. Pure, colors	3 05
O.P.W. Can. Brand, white	3 05
O.P.W. Can. Brand, colors	2 85
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 95
O.P.W. Flat Wall, colors	2 75
Ramsay's Pure, white	3 15
Ramsay's Pure, colors	2 85
Martin-Senour, 100% white	3 30
Martin-Senour, 100% colors	3 05
Martin-Senour Porch Paint	3 05
Martin-Senour New-Tone, white	2 35
Martin-Senour New-Tone, colors	2 65
Senour's Floor Paint	2 05
Sherwin-Williams, white	3 30
Sherwin-Williams, colors	2 05
Flat Tone, white	2 80
Flat Tone, colors	2 65
Lowe Bros. H.S., white	3 30
Lowe Bros. H.S., colors	3 05
Mellotone, white	2 85
Mellotone, colors	2 75
Sanitone, White	2 65

	Per 100 lbs.	Mun- ro's	C.P. Ber- gers
600-lb. bbls.	\$53 75	\$54 50	
250-lb. kegs.	53 75	54 00	54 75
100-lb. drums.	54 75	55 00	55 75
50-lb. drums.	54 75	55 00	55 75
25-lb. drums.	55 00	55 25	56 00
1-lb. 100s. pks 57 00	57 25	58 00	
½-lb. 100s.	59 00	59 25	60 00
1-lb. 100s. tins 58 00	58 25	59 00	

Prices f.o.b. Toronto, Hamilton London and ¼c less in Montreal.

PARIS, PLASTER

Per bbl. \$3.25-\$3.40

PASTE WOOD FILLER

	Pound
1 lb. cans	0 14
2 lb. cans	0 14
5 lb. cans	0 14
12½ lb. cans	0 10
25 lb. cans	0 09

Standard
Less than tons

	Montreal	Toronto
Bulk, in casks	3 55	3 65
Bulk, 100-lb. drums 4 00	4 10	
Bulk, 25-lb. drums 4 10	4 20	
Bulk, 12½-lb. irons 4 35	4 45	
Bladders, in bbls. 4 35	4 35	

Ton lots standard are 20c per hundred pounds less.

Pure Putty, \$1 cwt. advance. London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., \$3.50 to \$4.50.
Pure Orange, gal., \$3.50-\$4.25.
Gum Shellac, TN, 70-80c lb.:
finest orange, 75-85c; finest white, 75-88c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 40
Cumoff	2 40
O.P.W. Presto	2 50
Lingerwett	2 90

TURPENTINE

Montreal Toronto
See weekly report for prices.

SLATING

Liquid Slating, B.B. Gal

VARNISHES

	Per gal cans
Gold Medal	\$ 2 05
Maritime Spar	4 25
B.-H. Stovepipe Varnish, ½ pints, per gross	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil	1 00
Jasperite Floor Finish	2 25
M-S Marble-Itc Floor	2 77
M-S Wood-Vat	2 77
M-S Finest Interior	3 25
M-S Durable Spar	3 90
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 15
Luxeberry spar	4 50
Ramsay's Universal	2 40

WATER PAINTS

Opalite, 300 lb. bbls.	0 15½
Opalite, 100 lb. kegs.	0 14
1 gal. package, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white 0 05½	
Coralite, 5-lb. pkgs., colors 0 06	

WASTE (POLISHING)

Cream	0 21½
Extra Quality XXX	0 18½

WASTE, WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLRC	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORING WIPING

XX Quality	0 16½
XA Quality	0 15
X Quality	0 14
Quality I.	0 14
Quality II.	0 10
Quality III.	0 09
Quality IV.	0 08½

WASTE, WOOL PACKING

Arrow	25
Axle	20
Anvil	15
Anchor	11

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade discount for quantity.

WAX

	Per lb.
C. P. Floor Wax	0 35
Ronuk Floor Wax, lb.	0 36
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	44-46
Johnsons	44-46
Gold Medal	0 30
Ramsay's	0 30

WHITING

Paris white	\$2 75
Plain, in bbls.	2 50
Gilders, bolted, in bbls.	2 65

Per 100 lbs.

WOOD ALCOHOL

	Per gal.
In gallons	\$1 55-1 75
Barrels	1.35-1.67

\$4 extra for barrels.

Now is the Time to Sell DOUGALL'S MARINE VARNISHES

Dougall Transparent Interior Varnish
Dougall Transparent Spar Varnish

It is at this time of year that Motor Boat, Yacht and Canoe owners commence to put their craft into shape for the summer season. They need good varnish. Don't let them purchase cheap substitutes that will crack and peel and cause worry and work all season long. Sell them Dougall's Marine Varnishes—that are impervious to sun, rain and wind and which will not turn white through contact with water.

We have a generous dealer plan—let us tell you about it.

The Dougall Varnish Co., Limited, Montreal

**RED
S**
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

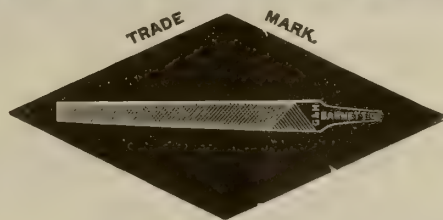
TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

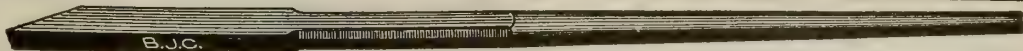
PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Straight Talk From The Manager

No. 64

THE other day I visited the most modern hardware store in Canada. ¶ In the office, the proprietor has a splendid big filing cabinet, for storing catalogues and other important literature—right within reach of his desk. ¶ He pulled out the drawer marked “H,” and there was the Annual Spring Number of Hardware and Metal, where he could place his hands on it in an instant. ¶ This ought to be a good suggestion for you. The Spring Number should be hanging beside your desk at all times, during the Spring and Summer months or filed conveniently in a drawer where it is instantly available.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

**SPECIFY
DOMINION BRAND**

J. H. McCOMB, LIMITED

Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar

MONTREAL**FORSTNER BITS****THE PROGRESSIVE MANUFACTURING CO.**

Torrington, Conn., U.S.A.

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. **THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE.** That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

**Aluminum
Cooking Utensils.**

**Electric
Plates and Heaters.**

**Electric
Coffee Percolators.**

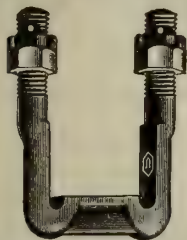
The Louis McLain Company, Ltd.

—WHOLESALE AND MANUFACTURERS—

Write For Catalogue.

WINNIPEG.*"ALWAYS A NEW LINE"***Fireless Cookstoves.****Steam Cookers.****Canning Machines.**

**Patented
Hardware Specialties.**

**C. KLOEPFER, LIMITED**

EDWARD HALLORAN, General Manager

IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

CANADIAN ROLLING MILLS CO., LIMITED**WORKS: LACHINE CANAL, MONTREAL****MANUFACTURERS OF****BAR IRON and STEEL: Rounds, Squares and Flats.****ALSO****Twisted Steel Bars for Reinforcing****SELLING AGENTS:****CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL***If interested, tear out this page and keep with letters to be answered.*

"I have entered a new world"

"**P**ERHAPS I had to reach my fortieth year to waken up. But whether or not that is the explanation, I have entered a new world of interest and advantage. I read daily newspapers, of course, but I now read THE FINANCIAL POST, and I am frank to say that this weekly newspaper has given me a new consciousness—a new horizon. It has admitted me to a brand new world."

So spoke an ordinary man—perhaps an average man; a retailer. He was concerned for half a life-time with the things of his daily life, and felt small impulse to become acquainted with a wider, richer realm—the world that bankers, financiers and big business men live in. He did not see that the world of these men was also his world.

By chance, as it were, he became acquainted with

The Financial Post Of Canada

So his worlds of interest and knowledge were enlarged and his capacity and desire for the kind of news and information provided by THE FINANCIAL POST were enlarged.

The \$3.00 a year that it costs him to subscribe to THE POST counts for nothing; what does count is the growing bigness of this man—growth at \$3.00 a year!

NO matter what your age or business, THE FINANCIAL POST is for you—to enrich your mind, to deepen your thinking, to broaden your field of knowledge and endeavor.

THE FINANCIAL POST OF CANADA1917
143-153 University Avenue, Toronto.

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper I will remit \$3.00 to pay for my subscription on receipt of bill.

Name

Address

A Salesman Always on the Job

IT is the constant dropping that wears the stone away. It is the constant knocking at the door of attention and favor that in the end gives you ready access to the good-will of buyers of your merchandise.

You can keep up a constant knocking—a bid for attention, a reminder of yourself, a spokesman of your message—this by using regularly

The FARMER'S MAGAZINE

No man whose customers and should-be customers are farmers should be absent from their attention. Their will and purpose to buy may mature at any time. The salesman on the spot stands the best chance to get the order.

All this you know, but—do you live up to the behest of your knowledge?

Let us tell you more about The Farmer's Magazine in a special letter.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by

The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

FORGETTING

One of the things we all do well is to forget.

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

LONDON

HIGH GRADE

Never Varies
in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.

LONDON Sales Agents CANADA
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BAR IRON



NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL
METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

43 EXCHANGE PLACE, NEW YORK

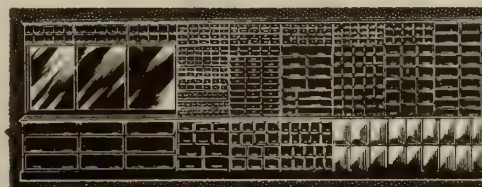
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Price right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

A Prisoner in Germany

—a Canadian interned at Ruhleben, the famous German internment camp—was permitted to be transferred to Switzerland. From this country he writes his story of Ruhleben Camp—a live, human story of intensest interest. Read it in

MACLEAN'S MAGAZINE *for* May

ALWAYS MACLEAN'S MAGAZINE contains articles of a class you'll find in no American magazine—articles *Canadian* in theme and staging. MACLEAN's goes in for articles, biographies and stories that make Canada and Canadians better known and better loved by its own people. This is its big and worth-while mission, and this is why it should possess *your* favor to a pre-eminent degree.

In the May issue of MACLEAN's, in addition to the remarkable article announced above, are the following notable features:

Successful Canadians Living in New York

This article is one of a series dealing with Canadian-born men who have won fame or fortune or both in New York City—and there are many such. Mighty good reading of an intensely interesting and unusual sort.

German Plotting Against Canada in the U. S. A.

By Agnes C. Laut

Miss Laut has a knowledge of German plots and intrigues at once amazing and accurate, and her revelations are positively startling. She writes fearlessly and with her accustomed vigor.

Sunshine in Mariposa

By Stephen Leacock

This is a comedy by Canada's master humorist. Extremely amusing and clever is this play. Leacock grows better all the time.

Short Stories

By Arthur Stringer, Hopkins Moorhouse and Mary Gaunt

These stories are Canadian in their background and are good. MacLean's is doing a very meritorious work in developing and introducing new Canadian writers and writers on Canada.

Two Good Serials

By Sir Gilbert Parker and James B. Hendryx

Parker's story is entitled, "Jordan is a Hard Road," and Hendryx's, "The Gun Brand." They are rousing stories told by masters of the craft of writing and story-telling.

Besides There is the likable Review of Reviews Department, in which the best things appearing in the current periodicals of the world are condensed for busy readers. So MacLean's becomes a most appealing and satisfying magazine. It is unlike every other magazine, and no other magazine serves Canadians so well.

At All News Stands 15c.

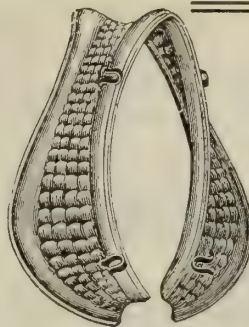
Arctic Metal



Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.

Try it and prove it for yourself.
We guarantee every pound.

Tallman Brass & Metal Co.
HAMILTON, ONT.



Good Profit Here SWEAT COLLARS

We have them in all kinds and sizes
—Stuffed Pads, Brown and White.
All Yellow, Red, Felt Edge, Ventilex and all Felt.

Write for description and prices.

THEY
SELL

SAMUEL TREES & COMPANY, Limited
Toronto Whitby Winnipeg

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE

MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

PEERLESS ORNAMENTAL FENCING

A Big Trade Is Waiting for You.

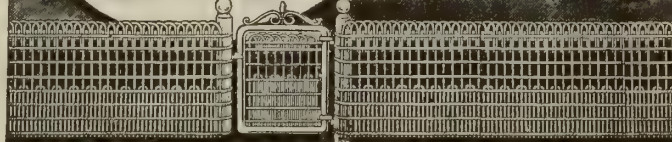
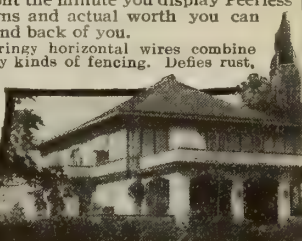
YOUR business will jump to the front the minute you display Peerless Fencing. In price, quality, designs and actual worth you can guarantee every foot of it. We stand back of you.

Open hearth steel wire, crimped springy horizontal wires combine to make the Peerless fence outlast ordinary kinds of fencing. Defies rust, holds unruly animals, can't sag, can't break down and is the last word in economy.

Send for Dealer's Proposition

Get our illustrated literature showing the big line for residence, park, cemetery, farm, ranch, poultry yard and all purpose fencing and gates. Write today.

BANWELL-HOXIE WIRE FENCE CO., Ltd.
WINNIPEG, MAN. HAMILTON, ONT.



MORE important than the fact that intelligent advertising means economy to the trade and the final purchaser, is the fact that good advertising protects both the merchant and his customers.

The man who has put a name on his product and advertised it cannot afford to sacrifice reputation for temporary economies. That is why advertised products are usually the best in their line.

Every Day Is Pay Day

THAT'S right—every day you work our plan, your pay is given you. "Pay yourself first" that's the idea of our representative plan. When you devote ten hours daily acting as our representative—your pay is sure and certain.

We need a hustling representative right in your district. A young man capable of producing good business, preferably one with salesmanship experience. The position will pay big money to one with enthusiasm, energy and ability. Do you know, or are you such a man?

If you are and are willing to exchange your spare time, representing our publications, we will show you how that same spare time, properly used, will produce for you as much cash as your regular income.

Does this interest you, if so write us TO-DAY and we will tell you all about it.

The MacLean Publishing Co.
LIMITED

143-153 University Avenue, Toronto, Ont.

If interested, tear out this page and keep with letters to be answered.

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Insertion of advertisers' names in this Classified Index is not a part of the advertising contract.

It is a service we give free, and it is printed solely for the convenience of our readers.

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Cleveland Stone Co., Cleveland, Ohio.

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The Steel Co. of Canada, Hamilton.

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The Stanley Works, New Britain, Conn.

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Chicago Spring Butt Co., Chicago.

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Thos. Pink, Pembroke, Ont.

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Carriage Springs

D. Ackland & Son.

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McKinnon Chain Co., St. Catharines

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Cement, China

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McKinnon Chain Co., St. Catharines.

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McKinnon Chain Co., St. Catharines.

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B. J. Coghlin, Montreal.
The Andrew B. Hendryx Co., New Haven, Conn.
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McKinnon Chain Co., St. Catharines, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
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Cummer-Dowsell, Ltd., Hamilton.

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Walter Woods & Co., Hamilton.

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Cold Rolled Strip Steel

The Stanley Works, New Britain.

Conductor Pipe

The Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.

Wheeler & Rain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Coping Saws

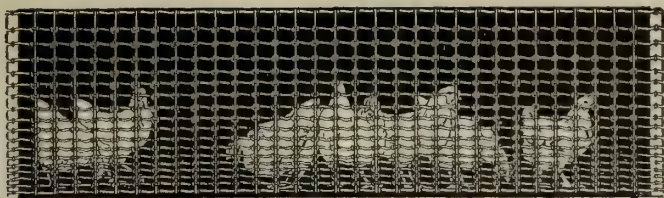
Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.

Cord, Wire Picture

The Andrew B. Hendryx Co., New Haven, Conn.

Cordage

Consumers Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., North Plymouth, Mass.



Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.



Look for the full name

Russell Jennings

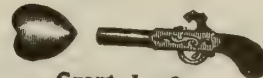
stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co
CHESTER, CONN., U.S.A.

Corporate Mark
STAMPED ON THE
Granted 1780.
GENUINE ARTICLE



Jonathan Crookes & Son

Sheffield, England

**PEN, POCKET & SPORTING
KNIVES, RAZORS, &c.**

For Sale by Leading Wholesale Houses

Acme Waste Mfg. Co.

Manufacturers of all
kinds wiping, polishing
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" " " 1, 1A, 2 & 3		\$0.75	\$3.00	\$5.50
" " " 4 & 5		1.10	5.00	9.50
" " " 7 & 8		1.20	5.25	10.25
" " " 9		1.25	5.75	11.00
Single " " " 1, 1A, 2 & 3		.65	2.25	4.00
" " " 4 & 5		.75	3.25	5.50
" " " 8 & 9		.90	3.75	7.00
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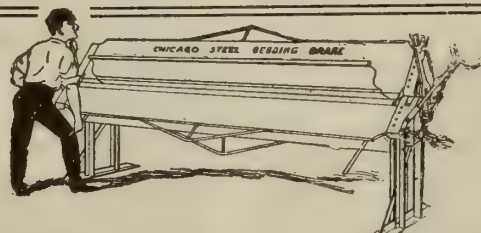
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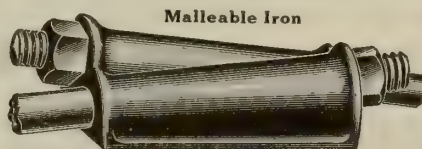
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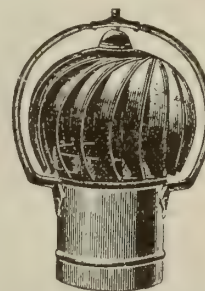
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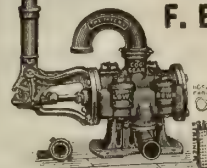
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Brown, Boggs Co., Hamilton.
- Mantles and Grates**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Mats, Rubber**
Canadian Consolidated Rubber Co., Limited, Montreal, Que.
- Mechanics' Tools**
Goodell-Pratt, Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
- Metals**
The British Aluminium Co., Ltd., London, Eng.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., Glasgow, N.S.
The Stanley Works, New Britain.
Spielmann Agencies, Montreal.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
- Metal Boxes, for Specialties**
Eley Bros., Ltd., London, Eng.
- Metal Lockers**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
- Metal Shingles, Siding, Etc.**
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Metal Polish, Emery Cloth, etc.**
Oakley, John & Sons, London, Eng.
- Metal Windows and Doors**
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
- Micrometers**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
- Mitre Boxes**
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
- Monel Metal**
The International Nickel Co., New York, N.Y.
- Mop Wringers**
White Mop Wringer Co., Fultonville, N.Y.
- Nail Pullers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
- Nails, Wire**
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Steel Co. of Canada, Limited, Hamilton.
Parmenter & Bulloch Co., Gananoque.
- Nickel**
The International Nickel Co., New York, N.Y.
- Oils**
Brandram-Henderson, Ltd., Halifax, N. S.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Montreal.
- Oilers**
Thos. Davidson Mfg. Co., Montreal.
- Oil Cake**
Dominion Linseed Oil Co., Ltd., Montreal.
- Oil Stones**
Carborundum Co., Niagara Falls, N.Y.
- Oil Tanks and Pumps**
Darling Bros., Ltd., Montreal.
- Ornamental Fences and Gates**
Banwell-Hoxie Fence Co., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.
- Ornamental Iron and Wire**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Packing**
Canadian Consolidated Rubber Co., Montreal.
- Pails**
Wm. Cane & Sons Co., Newmarket.
- Paints, Oils, Varnishes**
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Imperial Varnish & Color Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Spielmann Agencies, Montreal.
- Paint and Varnish Remover**
Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
- Paper Balers**
General Sales Co., Toronto.
- Pa's Green**
Oat da Paint Co., Montreal.
- Past / and Bread Boards**
Stratford Mfg. Co., Ltd., Stratford.
- Perforated Sheet Metals**
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
- Pig Iron**
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.
- Pipe Wrenches**
Trimont Mfg. Co., Roxbury, Mass.
- Pipe, Wrought, Lead and Galvanized**
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.
- Pipe, Galvanized Cond.**
Canada Metal Co., Toronto.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Pipe Cutters**
Trimont Mfg. Co., Roxbury, Mass.
- Plane Irons**
Buck Bros., Milbury, Mass.
- Planes**
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
- Plaster of Paris**
Belyea, Walter, Winnipeg, Can.
- Plugs, Electricians'**
Canadian Consolidated Rubber Co., Montreal.
- Poultry Netting**
Caverhill Learmont & Co., Montreal.
Rice Lewis & Co., Toronto.
- Poultry Supplies**
Collins Mfg. Co., Toronto.
Rideau Specialty Co., Smith Falls, Ont.
- Powder Aluminium**
The British Aluminium Co., Ltd., London, Eng.
- Powders, Sporting, Black, Smokeless, Leamok (Partly Smokeless)**
Du Pont Powder Co., Wilmington, Del.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

STEEL LETTERS

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS
36 James St. South, Hamilton, Ontario.

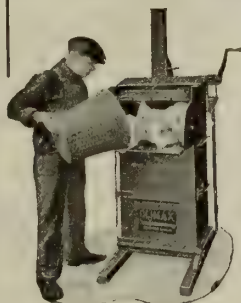
Waste Paper Balers

"CLIMAX"
ALL STEEL

Turn your waste paper into money.
12 sizes. \$22.50 up

Climax Baler Company

Emerald St.
Hamilton, Ont.



The Spraying Season is Here—Are You Ready?

There will be a big demand this season for spraying outfits. The Government is stimulating the idea of greater production, and people are turning to gardening and chicken raising. Be ready for the annual demand for sprays and the regular spring business for spraying chicken coops, etc.



We are makers of several kinds of Sprayers—Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

THE COLLINS MFG. CO.
415 Symington Ave., Toronto



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

BATH ROOM FITTINGS



KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

LARGEST CANADIAN DEALER

ADEL 760 WASTE PAPER
E. PULLAN TORONTO

The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Over-shoe Buckles, Felloe Plates.

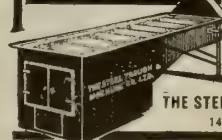
BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite



Northern Bolt, Screw & Wire Co., Ltd., Owen Sound, Ont.

Perfect Maple Evaporator



Simple to operate, made of first quality material. Every one guaranteed. Price so moderate that any one can buy.

THE STEEL TROUGH MACHINE CO., Ltd.
145 Jarvis Street, Tweed, Ont.

BEAR BRAND LAMP BLACKS



A Germantown of quality that gets big business

WILCKES MARTIN WILCKES CO.
135 WILLIAM ST. NEW YORK

FOOD CHOPPERS



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. Lamplough & Co., Unity Bldg., Montreal

The INFALLIBLE GLAZIER'S DIAMOND

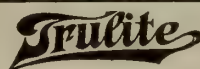
Just the Tool for Inexperienced Glass Cutters



MADE BY

A. SHAW & SON, London, England

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

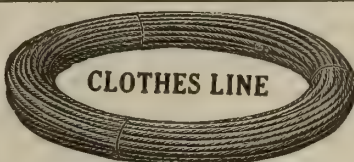


The Original
Short Globe
Lantern.

Made only by

Ontario Lantern & Lamp Co.,

HAMILTON, CANADA Limited



CLOTHES LINE

Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

CLASSIFIED LISTS OF ADVERTISEMENTS

Pulleys

The Maytag Co., Ltd., Winnipeg.

Pump Valves

Canadian Consolidated Rubber Co.

Montreal.

Darling Bros., Ltd., Montreal.

Pumps, Iron

Darling Bros., Ltd., Montreal.

F. E. Myers & Co., Galt, Ont.

F. E. Myers & Co., Ashland, Ohio.

Pump, Power, Hand

Aylmer Pump & Scale Co., Ltd.,

Aylmer, Ont.

Beatty Bros., Ltd., Fergus, Ont., and

Winnipeg.

Darling Bros., Ltd., Montreal.

E. McDougall Co., Galt, Ont.

F. E. Myers & Co., Ashland, Ohio.

Putty

Benj. Moore & Co., Ltd., Toronto.

Brandram-Henderson Co., Montreal.

Canada Paint Co., Montreal.

Sherwin-Williams Co., Montreal.

Steel Co. of Canada, Ltd., Hamilton.

G. F. Stephens & Co., Winnipeg.

Rakes, Lawn

Doust Specialty Co., Toronto.

Ranges

Thos. Davidson Co., Montreal.

Rat Traps

Canada Wire & Iron Goods Mfg. Co.,

Hamilton.

Rasps

Henry Diston & Sons, Toronto.

Razors

Geo. Butler & Co., Ltd., Sheffield,

Jonathan Crookes & Son, Sheffield,

Eng.

Gillette Safety Razor Co., Montreal.

Jas. Hutton & Co., Montreal.

Landers, Frary & Clark, New Britain,

Conn.

Spilmann Agencies, Montreal.

Razor Hones

Carborundum Co., Niagara Falls, N.Y.

Reamers

Butterfield & Co., Rock Island, Que.

Pratt & Whitney Co., Dundas, Ont.

Whitman & Barnes, St. Catharines.

Red Lead

Brandram-Henderson Co., Montreal.

Registers

The Thos. Davidson Mfg. Co., Ltd.,

Montreal.

Refrigerators

The Thos. Davidson Mfg. Co., Ltd.,

Montreal.

Reinforcing Concrete

Canada Wire & Iron Goods Co., Ham-

ilton, Ont.

Dominion Iron & Steel Co., Sydney.

McGregor-Banwell Fence Co., Walk-

erville, Ont.

Manitoba Bridge & Iron Wks., Ltd.,

Winnipeg, Man.

The Steel Co. of Canada, Ltd., Ham-

ilton.

Repair Gum

Adamson Mfg. Co., Hamilton.

Revolvers

Olt's Patent Fire Arms Co., Hartford,

Conn.

Johnson's, Iver, Arms & Cycle Wks.,

Fitchburg, Mass.

Rifles

Remington- Arms U-M-C Co., Windsor,

Ross Rifle Co., Quebec.

Rifle and Shotgun Sights

Johnson's, Iver, Arms & Cycle Wks.,

Fitchburg, Mass.

Marble Arms & Mfg. Co., Gladstone,

Mich.

Rivets

Manitoba Bridge & Iron Works, Ltd.,

Winnipeg, Man.

Northern Bolt & Screw Co., Owen

Sound, Ont.

Farmer & Bullach Co., Cananogue,

Steel Co. of Canada, Hamilton.

Rockers, Sheafly

McFarlane Ladder Works, Toronto.

Roofing

Bird & Son, Hamilton.

H. S. Howland, Sons & Co., Toronto.

Lewis Bros., Ltd., Montreal.

J. H. McComb, Ltd., Montreal.

Metallic Roofing Co., Ltd., Toronto,

Winnipeg.

Walter Belyea, Winnipeg.

Roofing Supplies

Bird & Son, Hamilton.

Metallic Roofing Co., Toronto and

Winnipeg, Man.

Winnipeg Ceiling & Roofing Co.,

Winnipeg.

Rope

Consumers Cordage Co., Montreal.

Hamilton Cotton Co., Hamilton.

Plymouth Cordage Co., North Ply-

mouth, Mass.

Runways, Electric

Manitoba Bridge & Iron Works, Ltd.,

Winnipeg, Man.

Rules and Gauges

Jas. Chesterman & Co., Ltd., Shef-

field, England.

Lufkin Rule Co., Windsor.

L. S. Starrett Co., Athol, Mass.

Rubber Cement

Canadian Consolidated Rubber Co.,

Montreal.

Saddlery Hardware

Samuel Trees & Co., Toronto.

Safety Razors

Gillette Safety Razor Co., Montreal.

Spilmann Agencies, Montreal.

Sanitary Closets

Wakye Mfg. Co., Winnipeg, Man.

Saws

E. C. Atkins & Co., Hamilton.

Bridgeport Hardware Mfg. Co., Bridge-

port, Conn.

Henry Diston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

Victor Saw Works, Hamilton, Ont.

Saws, Circular

E. C. Atkins & Co., Hamilton.

Henry Diston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

Saws, Hand

Henry Diston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

Scaples

John Chastillon & Sons, New York,

N.Y.

Landers, Frary & Clark, New Britain,

Conn.

Walter Woods & Co., Hamilton.

Screen Door Sets

The Stanley Works, New Britain.

Screw Plates

Butterfield & Co., Rock Island, Que.

Screw Drivers

Bridgeport Hdwe. Mfg. Corp., Bridge-

port, Conn.

National Machinery & Supply Co.,

Ltd., Hamilton.

Screw Driver Bits

Buck Bros., Milbury, Mass.

Screw Drivers, Pockets

Bridgeport Hdwe. Mfg. Corp., Bridge-

port, Conn.

Marble Arms & Mfg. Co., Gladstone,

Mich.

Screws, Nuts, Bolts

Northern Bolt & Screw Co., Owen

Sound, Ont.

Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood

Steel Co. of Canada, Ltd., Hamilton.

Scythe Stones

The Carborundum Co., Niagara Falls,

New York.

The Cleveland Stone Co.

Seeders

Eureka Planter Co., Woodstock, Ont.

Shears, Scissors

Henry T. Seymour Shear Co., New

York.

Landers, Frary & Clark, New Britain.

Sheet Metal Products

Thos. Davidson Mfg. Co., Ltd.,

Montreal.

Metallic Roofing Co., Ltd., Toronto,

Winnipeg.

Winnipeg Ceiling & Roofing Co.,

Winnipeg.

Shelf Boxes

Cameron & Campbell, Toronto.

Shellac

Berry Bros., Walkerville, Ont.

Douglall Varnish Co., Ltd., Montreal.

Shelving, Steel Store

The Dennis Wire & Iron Works,

London, Ont.

Shock Absorbers

Richards-Wilcox Canadian Co., Lon-

don, Ont.

Shot Guns

Iver Johnson Arms & Cycle Works,

Fitchburg, Mass.

Caverhill, Learmont & Co., Montreal.

Sieves and Screens

B. Greening Wire Co., Ltd., Hamil-

ton.

Canada Wire & Iron Goods Mfg. Co.,

Hamilton.

Silo Irons

Canada Wire & Iron Goods Mfg. Co.,

Hamilton.

B. Greening Wire Co., Ltd.,

Hamilton.

Silo Roofs

Metallic Roofing Co., Ltd., Toronto

Winnipeg, Man.

Silverware

Geo. Butler & Co., Ltd., Sheffield,

Eng.

Oneida Community, Ltd., Oneida,

N.Y.

Wm. Rogers Mfg. Co., Niagara Falls,

Ont.

Skylights

Metallic Roofing Co., Ltd., Toronto

and Winnipeg.

Winnipeg Ceiling & Roofing Co.,

Winnipeg.

Sliding Door Hardware

Bridgeport Hdwe. Mfg. Corp., Bridge-

port, Conn.

Canada Steel Goods Co., Hamilton.

Richards-Wilcox Canadian Co., Lon-

don.

Smoke Stacks

Manitoba Bridge & Iron Works, Ltd.,

Winnipeg, Man.

Steel Trough & Machine Co., Tweed,

Ont.

Snips, Tinners'

Brown, Boggs Co., Hamilton.

Snow Shovels

The Thos. Davidson Mfg. Co., Ltd.,

Montreal.

Solder

Canada Metal Co., Ltd., Toronto.

Hoyt Metal Co., Toronto.

Owl Metal Co., Winnipeg.

Spark Plugs

Champion Spark Plug Co., Toledo,

Ohio.

Interstate Electric Novelty Co., To-

ronto.

Sponges

Evans & Co., Montreal.

Sporting Goods

Thos. Davidson Mfg. Co., Montreal.

Horton Mfg. Co., Bristol, Conn.

H. S. Howland, Sons & Co., Toronto,

Marble Arms & Mfg. Co., Gladstone,

Mich.

St. Mary's Wood Specialty Co., St.

Mary's, Ont.

Sprayers

Collins Mfg. Co., Toronto.

Eureka Planter Co., Woodstock.

Spramotor Co., London, Ont.

Springs

B. J. Coghill, Montreal.

B. Greening Wire Co., Ltd., Ham-

ilton.

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Wm. Newman & Sons, Ltd., Birming-

ham, Eng.

Stable Fitting Steel

Beatty Bros., Ltd., Fergus, Ont.

The Dennis Wire & Iron Works,

London, Ont.

Stains, Shingle

Berry Bros., Walkerville, Ont.

Brandram-Henderson, Ltd., Halifax.

Canada Paint Co., Ltd., Montreal.

Douglall Varnish Co., Ltd., Montreal.

Martin-Senour Co., Ltd., Montreal.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

G. F. Stephens & Co., Winnipeg.

Stains, Wood

A. Ramsay & Son Co., Montreal.

Berry Bros., Walkerville, Ont.

Douglall Varnish Co., Ltd., Montreal.

G. F. Stephens &

Wanted

SITUATIONS VACANT

WANTED

A first-class Retail Hardware salesman to manage retail hardware business in a Saskatchewan City. Good salary to right man. Would consider proposition of allowing suitable party to take a financial interest in the Business. Apply, giving references, etc., immediately, to P.O. Drawer 648, Saskatoon, Sask.

WANTED — SALESMEN CALLING UPON hardware trade, to sell babbitt metals as side line. Good commission. Give full particulars in confidence as to firms represented and territory covered. Box 458, Hardware and Metal.

SITUATIONS WANTED

EXPERIENCED HARDWARE CLERK DESIRES position with retail or wholesale firm; central or Western Ontario preferred. First-class references. Box 459, Hardware and Metal, Toronto.

WANTED — POSITION AS PURCHASING man or salesman. Have thorough knowledge of hardware, mill supplies, carbon and high-speed steels, tools, etc. Age 34; married; ambitious. Box 460, Hardware and Metal, Toronto.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

2 cents

per word for the first insertion is the rate charged for an advertisement on this page. Each figure is counted as a word, and a charge of 5c extra is made when a box number is required.

When more than one insertion is ordered the cost is one cent per word for each subsequent insertion, providing the copy is not changed.

Write your message legibly and state the number of times you wish it to appear.

HARDWARE AND METAL
"Wanted" ads get results.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACTURERS' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal under this heading.

HARDWARE IN LIVE MANUFACTURING town in Western Ontario, situated in growing residential district. Small stock. Box 461, Hardware and Metal, Toronto.

A condensed ad. in this paper will bring replies from all parts of Canada.

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIX- tures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY IN- stallng an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveler? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Ask us for an estimate for your next sign.

W. H. STEVENSON
Stevenson Building, Toronto

CLASSIFIED LIST OF ADVERTISEMENTS

Varnishes; See Paints

Berry Bros., Ltd., Walkerville, Ont.
 Brandram-Henderson, Ltd., Halifax.
 Canada Paint Co., Montreal.
 Dougall Varnish Co., Ltd., Montreal.
 R. C. Jamieson & Co., Montreal.
 Martin-Senour Co., Montreal.
 Benjamin Moore & Co., Toronto.
 Pratt & Lambert, Bridgeburg.
 A. Ramsay & Son Co., Montreal.
 Sherwin-Williams Co., Montreal.
 G. F. Stephens & Co., Winnipeg.

Ventilators

Beatty Bros., Ltd., Fergus, Ont., and
 Winnipeg, Man.
 Metallic Roofing Co., Toronto and
 Winnipeg.
 Winnipeg Ceiling & Roofing Co.,
 Winnipeg.

Vices

National Machinery & Supply Co.,
 Ltd., Hamilton.
 North Bros. Mfg. Co., Philadelphia.

Vices, Oval Slide

National Machinery & Supply Co.,
 Ltd., Hamilton.

Vices, Pipe

National Machinery & Supply Co.,
 Ltd., Hamilton.

Vulcanizing Rubber

Adamson Mfg. Co., Hamilton.

Wall Scrapers

Bridgeport Hdwe. Mfg. Corp., Bridge-
 port, Conn.

Wallboard

Belyea, Walter, Winnipeg, Can.
 Bird & Son, Hamilton.

Wash Boards

Wm. Cane & Sons Co., Newmarket.
 Meakins & Sons, Hamilton.
 Walter Woods & Co., Hamilton.

Washing Machines, Electric
and Power

Beatty Bros., Ltd., Fergus, Ont., and
 Winnipeg, Man.
 Cummer-Dowsell Ltd., Hamilton.

Washing Machines, Hand

Beatty Bros., Ltd., Fergus, Ont., and
 Winnipeg, Man.
 Cummer-Dowsell, Ltd., Hamilton.

Wagon Jacks

D. Ackland & Son.
 Richards-Wilcox Canadian Co., Lon-
 don, Ont.

Washers

London Rolling Mill Co., London,
 Ont.
 Steel Co. of Canada, Ltd., Hamilton.
 Wrought Washer Mfg. Co., Milwaukee.

Waste Baskets

The Dennis Wire & Iron Works,
 London, Ont.

Washers, Iron

J. E. Beauchamp & Co., Montreal.
 Wrought Washer Mfg. Co., Mil-
 waukee.

Water Bowls for Animals

Beatty Bros., Ltd., Fergus, Ont., and
 Winnipeg, Man.

Whips

Samuel Trees & Co., Ltd., Toronto.

Whisks

Boeckh Bros. Co., Toronto.
 Meakins & Sons, Ltd., Hamilton.
 T. S. Simms & Co., St. John, N.B.
 Stevens-Hepner Co., Ltd., Port Elgin.
 Walter Woods & Co., Hamilton.

Whistles, Steam

T. McAvity & Sons, St. John, N.B.

White Lead

Brandram-Henderson Co., Montreal.
 Carter White Lead Co., Montreal.
 Steel Co. of Canada, Ltd., Hamilton.
 Sherwin Williams Co., Montreal.
 G. F. Stephens & Co., Winnipeg.

Wholesale Hardware

Caverhill, Learmont & Co., Montreal.
 H. S. Howland, Sons & Co., Montreal.
 Lewis Bros., Ltd., Montreal.

Winches

Manitoba Bridge & Iron Wks., Ltd.,
 Winnipeg, Man.

Window Guards

The Dennis Wire & Iron Works,
 London, Ont.
 B. Greening Wire Co., Ltd.,
 Hamilton.

Manitoba Bridge & Iron Wks., Ltd.,
 Winnipeg, Man.

Wire

The British Aluminum Co., Ltd.,
 London, Eng.
 Colonial Wire & Mfg. Co., Ltd.,
 Montreal.

Dominion Iron & Steel Co., Ltd.,
Sydney, C.B.

Frost Steel & Wire Co., Ltd., Ham-
 ilton.

B. Greening Wire Co., Hamilton.
 The Laidlaw Bale-Tie Co., Ltd., Ham-
 ilton.

Northern Bolt & Screw Co., Owen
 Sound, Ont.

The Western Wire & Nail Co., Ltd.,
 London, Ont.

Wire Cloth Display Racks.

R. M. Bowser & Son, Renfrew, Pa.

Wire Cutters

Bridgeport Hdwe. Mfg. Corp., Bridge-
 port, Conn.

Wire Guards

Canada Wire & Iron Goods Mfg. Co.,
 Hamilton.

The Dennis Wire & Iron Works,
 London, Ont.

B. Greening Wire Co., Ltd.,
 Hamilton.

McGregor-Banwell Fence Co., Walk-
 erville, Ont.

Wire Door Guards

Canada Wire & Iron Goods Mfg. Co.,
 Hamilton.

B. Greening Wire Co., Ltd.,
 Hamilton.

Wire, Iron, Steel, Brass and
Copper

Colonial Wire & Mfg. Co., Montreal.

Dominion Iron & Steel Co., Ltd.,
 Sydney.

B. Greening Wire Co., Ltd.,
 Hamilton.

Laidlaw Bale-Tie Co., Hamilton, Ont.

Steel Co. of Canada, Ltd., Hamilton.

Western Wire & Nail Co., London.

Wire Mats

Canada Wire & Iron Goods Mfg. Co.,
 Hamilton.

The Dennis Wire & Iron Works,
 London, Ont.

B. Greening Wire Co., Ltd.,
 Hamilton.

Wire, Bright Annealed

Frost Steel & Wire Co., Ltd., Ham-
 ilton.

Steel Co. of Canada, Ltd., Hamilton.

Wire Goods

Canada Wire & Iron Goods Mfg. Co.,
 Hamilton.

McGregor-Banwell Fence Co., Walk-
 erville, Ont.

Wire Products

Canada Wire & Iron Goods Mfg. Co.,
 Hamilton.

The Dennis Wire & Iron Works,
 London, Ont.

Dominion Iron & Steel Co., Ltd.,
 Sydney.

Wire Rope

B. Greening Wire Co., Ltd.,
 Hamilton.

Wire Springs

The Dennis Wire & Iron Works,
 London, Ont.

B. Greening Wire Co., Ltd.,
 Hamilton.

Wire Stretchers

Richards-Wilcox Canadian Co., Lon-
 don, Ont.

Wood Finishes

Berry Bros., Walkerville.
 Dougall Varnish Co., Ltd., Montreal.
 Pratt & Lambert, Bridgeburg, Ont.
 G. F. Stephens & Co., Winnipeg.

Woodenware

Boeckh Bros. Co., Toronto.
 Wm. Cane & Sons Co., Ltd., New-
 market.

Meakins & Sons, Ltd., Hamilton, Ont.

McFarlane Ladder Works, Toronto.

Stratford Mfg. Co., Ltd., Stratford,
 Ont.

Walter Woods & Co., Hamilton.

Walter Woods & Co., Hamilton.

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Walter Woods & Co., Hamilton.

Walter Woods & Co., Hamilton.

How to Test Advertising

THE man who doubts the power of advertising belongs in the same class with the man who refuses to believe that the world is round simply because he can't get off somewhere at a distance and see its roundness for himself.

The merchant who fears to attempt advertising because he figures it as an "expense" is blind to his own interests. I personally know several men who, because they once tried advertising to the extent of a cheaply printed hand-bill and didn't find it necessary next morning to call on the police to keep the crowds of eager buyers from swamping their store, loudly and solemnly aver that "advertising doesn't pay."

Advertising *does* pay.

The most successful merchants are the merchants who believe most thoroughly in advertising and who practice their belief.

But advertising, in order to pay, has got to be *intelligent* advertising.

The day of hashed-over superlatives—"best goods," "lowest prices," "best stock in town," "greatest bargains ever heard of," and so on—has passed.

People have learned to distinguish the *truthful* advertiser from the blatant behind-the-times storekeeper who believes that, so long as *he* claims to have the best goods on earth, or under the earth, or within wireless distance of the earth, people will break their necks trying to get to his counters in the fore-front of the crowd.

Put some *brains* into your advertising.

Don't let the office boy write your announcements in between his other duties.

Don't doubt the business-getting and business-building power of intelligent and informative publicity—and you will find that advertising *does* pay.

—Jerome P. Fleishman.



A common scene when the "wheat is moving." Freight yards then show evidence of the activity of Canadian industry.

Canada---A Young Industrial Giant

A Brief Story of the Industrial Development of the Dominion and of the Resources of the Country—The Export Ambitions and Possibilities of the Colossus of the North—Brief Information With Reference to the Provinces.

AN erroneous impression of Canada has existed abroad. Even in Great Britain the old idea summed up in Kipling's descriptive phrase, "My Lady of the Snows," perhaps still prevails. Canada is thought of as a huge stretch of country, rocky, snow-clad, formidable. That Canada is an industrial country of growing importance is an idea that is just beginning to dawn on the outside world. Since the commencement of the war, Canada has shouldered a big share of the responsibility of munition production, and has, by sheer force of industrial development, converted an adverse balance of trade into a strongly favorable balance. Canada must be figured as one of the strongest competitors in future years in all the markets of the world.

This article is not written for Cana-

dians. It is written for the man abroad, who is interested in Canadian goods and desires to know something of the country itself. It is intended, therefore, to tell what every Canadian already knows about the Dominion, facts that we feel the whole world should know. It is not intended to give a lot of figures or to delve deeply into economic problems; but rather to give in the comparatively small space available a view of the country as it is.

Canada is similar to the United States in that it is made up of a number of provinces, all more or less self-governed, but bound together by a form of federal government. As the country touches three oceans and ranges in climate all the way from the mildly temperate to the fridity of Arctic conditions, it will be understood that the resources and industries of the various provinces differ very widely. From the tobacco growing

of Southern Ontario to the fur trapping industry of the far north is a far cry. Few countries have a wider contrast to offer.

To-day the population of Canada is strung in a narrow strip (narrower only when compared with the map), along the southern border. This is not purely on account of climatic conditions, although unquestionably the coldness of the north is a factor. It is due to some extent also to the fact that business relations with the United States are very close, and development in Canada naturally has followed the border. As the population grows the strips will widen, and it is no mere wild prediction to say that the country will be settled some day clear from Lake Erie to Baffin's Land. The more that is learned of this supposedly grim and silent north, the less inaccessible it is found. It is now known that the Peace River country, which lies

north of Alberta and east of the Rockies, has a temperate climate in the main, and that the coldest spells of winter are mitigated and broken up by the "Chinook" winds which waft across from the Pacific Ocean and through the Rocky Mountains. It is found that along the very furthest north shore of Canada, at certain months of the year, flowers bloom with all the luxuriance of the northern parts of the British Isles, and berries grow in abundance. It is found that the further north the settler goes to grow wheat the better is the variety that his land produces. In fact what the northern parts of Canada lack is transportation. When this is provided the land will fill up and be fully as habitable as the northern part of Russia and Sweden.

In the meantime this northern country is thinly populated by Indians and Esquimaux, and is dotted by Hudson Bay Co. posts. The natives trap and fish and trade their skins in at the posts in return for food and guns and other supplies. In this way Canada produces a very large share indeed of the fur supply of the world. As civilization advances, the fur industry recedes.

A step that promises to open up a large share of this northern country is the building of the Hudson Bay Railway, which is now well under way. The new railroad stretches north-east from The Pas, a point on the Canadian Northern Railway, and runs in almost a direct line to Port Nelson on Hudson Bay. It will thus connect with a steamship service to the Atlantic Ocean through Hudson Straits, and reduce the route to Europe from Western Canada by 1,000 miles! The importance of this undertaking has not been fully grasped, but it promises to add the northern parts of Ontario and Manitoba to the thickly settled sections of the country.

The Maritime Provinces.

Leave then the north with its possi-



Canadian railways have been built in places through mountain ranges which seem impassable—but not impervious to engineering skill.



One of the power plants along the St. Maur ice River in Quebec, at the head of which the famous La Loutre dam is being built.

bilities, its mysteries and its strange glamor. The provinces all lie along the lower part of the Dominion, with their boundary lines touching the United States. Nova Scotia is an exception to the latter rule, as it threads out into the ocean and just narrowly escapes being an island. It is one of the old settled provinces and perhaps for that reason has always been regarded as conservative in tone and slow to change. Nova Scotia is perhaps not as susceptible to outside influences and to the sudden flurries of either business "boom" or of depression as other parts of the country; but Nova Scotia has progressed rapidly and has established industries of impregnable solidity and widest scope. It is necessary to refer to but one concern, the Nova Scotia Steel and Coal Co., in order to demonstrate that the "Blue Nose," as the Nova Scotian is sometimes called, responds to great opportunities. The growth of Nova Scotia Steel is one of the romances of Canadian industry. Nova Scotia is interested largely in the shipping industries and in ship building. Years ago the Nova Scotia coast was



A view of Mt. Robson in the Rockies—Canada has in her mountains an asset as great as the highly commercialized Alps. A system of national parks has been established in the Rockies which is drawing every year a heavier quota of tourists from other lands. It is doubtful if the equal of the Rockies can be found anywhere for scenic beauty.

dotted with ship yards; but the advent of the steel vessel stopped these activities almost entirely. War on the high seas has, however, brought the wooden vessel back, and ship building is reviving in Nova Scotia in a remarkable degree. The province has also extensive coal deposits.

New Brunswick is also extremely concerned in shipping operations, but is primarily a lumbering province. Although one of the oldest provinces, it is comparatively sparsely settled, and in the north and west has extensive timber limits, which yield vast quantities annually.

Quebec, the largest province of all, has its share of all industries—shipping, fishing, mining, manufacturing and agriculture. The population of Quebec is largely French-Canadian and, as the “habitat” inclines to the land, the agricultural interests of the province are dominant. Manufacturing has developed on a large scale, however, in Montreal, the largest city of Canada, and in the Eastern Townships, which lie south of the St. Lawrence. As an instance of the enterprise with which manufacturing developments are followed, reference might be made to the building of La Loutre

Dam, at the head of the St. Maurice River. The La Loutre will be the largest dam in the world in the sense that it will hold back a larger volume of water than any other dam. It is being built to insure a steady flow of water for the power producing plants strung along the river. All country north of the St. Lawrence to the Hudson Strait, including what was once Ungava, is included in Quebec, so that the possibilities of development are unlimited, and the mineral resources are entirely beyond computation at the present time.

Ontario is the manufacturing centre



Another view which demonstrates the commercial activity of Canadian shipping points. Since the war began the railways have been busier than ever before. In fact, at times the amount of traffic has overtaxed them to the point of serious congestion.



Canada has begun to build national highways to give access to the beauty spots that nature has provided. It is now possible to take motor trips in the Rocky Mountains. Top—On the Calgary trail, close to Ershaw. Below—Near Sinclair Hot Springs on the Banff-Windermere Road.



cation between Lake Erie and Lake Ontario.

Ontario has tremendous mining possibilities. Starting with the silver mines in the Cobalt section, the whole of Ontario north and west presents scope for mines—silver, gold, nickel, mica, iron, copper and other less known minerals.

The Wheat Belt

The prairie provinces—Manitoba, Saskatchewan and Alberta—are at present chiefly agricultural sections. Only a small proportion of the

arable land has been broken, and already the output of wheat figures prominently in the world's supply. It is not any form of exaggeration to say that enough wheat for the whole British Empire could be raised on the broad prairies of the Canadian West. It is inevitable that the manufacturing side will be developed, but at present the development of these provinces centres largely in the agricultural side.

The opening of what is called the Peace River country in the northern part of Alberta has been the most picturesque phase of Western development of recent years. Not only is the Peace River country splendidly adapted to agricultural development, but it claims the promise of potential wealth in the shape of oil. Scientists who have explored this country state that there is enough oil to supply the world at its present rate of consumption for two thousand years.

Mountainous B. C.

British Columbia, bordering on the Pacific Coast, is a province of contrasts. It is practically covered with mountains and so has absolutely unlimited resources in minerals. Everything is there, but the problems of production and transportation have been so heavy that mining development so far has been insignificant compared with the possibilities. British Columbia, also boasts, despite its mountainous contour, some of the finest agricultural land in Canada. Between the mountain ranges are valleys of exceptional richness, where fruit of remarkable quality grows. The Okanagan valley has acquired a world-wide reputation for its fruit output. The fishing industry is one of the biggest in the province. Its rivers teem with salmon, and deep sea fishing is conducted off the coast.

The country through which the new railroads go is splendidly timbered and gives promise of developing the opportunities for wealth.

of Canada. What is generally known as Western Ontario—the territory lying between Lake Huron, Lake Erie and Lake Ontario—is dotted with small cities and towns which have grown up around manufacturing industries. Some of the cities—Hamilton, Brantford and Galt, notably—boast an astonishing variety of industrial concerns. Implement factories, stove foundries, milling concerns, planing mills, engine works, boot and shoe factories, piano plants, are found almost side by side. As stated at the outset, it is not intended to labor any point with statistics, but it is interesting to note that there are at least a score of furniture factories in Western Ontario, a dozen or more piano plants, and canning concerns almost without number. The importance of the manufacturing side can be grasped in the light of the extensive public ownership scheme which has been put into operation, by which the Niagara Falls are harnessed to supply power to all parts of Western Ontario at a low rate. Over twenty million is being spent to improve the Welland Canal, which establishes water communi-





The scenic beauties of Canada must not be overlooked. Below is a mountain waterfall, a common scene in the mountainous sections of the country.

Such, in brief, is a loose picture of the activities and industries of Canada. It is within the bounds of established proof to state that its resources are more extensive and varied than those of any other country in the world. All that the country lacks is population; and the tide of emmigration, is rising with each year. "When the war is over, the flow of immigration will increase. People from the war-wrecked countries of Europe will turn their faces toward the new world, where political liberty and unexcelled opportunity await them. Coming to Canada they will find a country ripe for occupation, with transportation facilities arranged through a country that is almost now unpeopled, but which offers home and wealth to the new comer. The Grand Trunk Pacific—which now almost appears in the light of a national white elephant—will in time be found to have opened up almost a new empire.

The People of Canada

Such is the country, such is its possibilities and its future. The people of Canada are almost exclusively of French, English, Scotch and Irish descent. Of recent years there has been an influx of foreigners, but the proportion is still small. Necessarily the people are hardy, living as they do in a new country with a bracing climate. Although there is no suggestion of newness in her well-built cities, and the more closely settled agri-

cultural sections, Canada is one of the newest countries in the world, with all the freedom from cloying traditions, from unchangeable customs that is always to be found in the pioneer land.

The important point, however, is that Canada's development in a manufacturing sense is both rapid and sure. Instead of exporting from her almost inexhaustible supplies of raw material, and thus finding wealth and sustenance in the stripping of her natural wealth, Canada has settled to the task of utilizing these resources for herself. There is practically no article to-day that cannot be bought in the country with the slogan stamp upon it, "Made in Canada." Furthermore, Canadian industry has developed to a point where the demands of the home market do not satisfy, and manufacturers are looking to the wider markets of the world for export trade. Canada is entering upon her career as one of the largest of exporting countries.

Part of the British Columbia coast line where huge mountains stand up against the skyline. This country, rich in promise has seldom echoed to the tread of the explorer.



Glimpse at Some Canadian Industries

How War Needs Have Given an Added Impetus to Many Lines of Activity—Conditions That Tend to Make Permanent the Great Strides Made in These Lines
—Canada's part in the World War as a Preparation For the
Activities of Peace

THE name of the "Granary of the Empire", a name of which Canada in these days is justly proud, is nevertheless open to misinterpretation. For all that, Canada is helping to feed the Empire. Her eyes are yet open for wider prospects. Canada is forging ahead in the world of mechanical production even while holding proudly a high position in natural production.

The Influence of War on Canada's Industries

Like most other countries the world war has supplied an impetus to this production, that while it has been directed during the progress of the war to

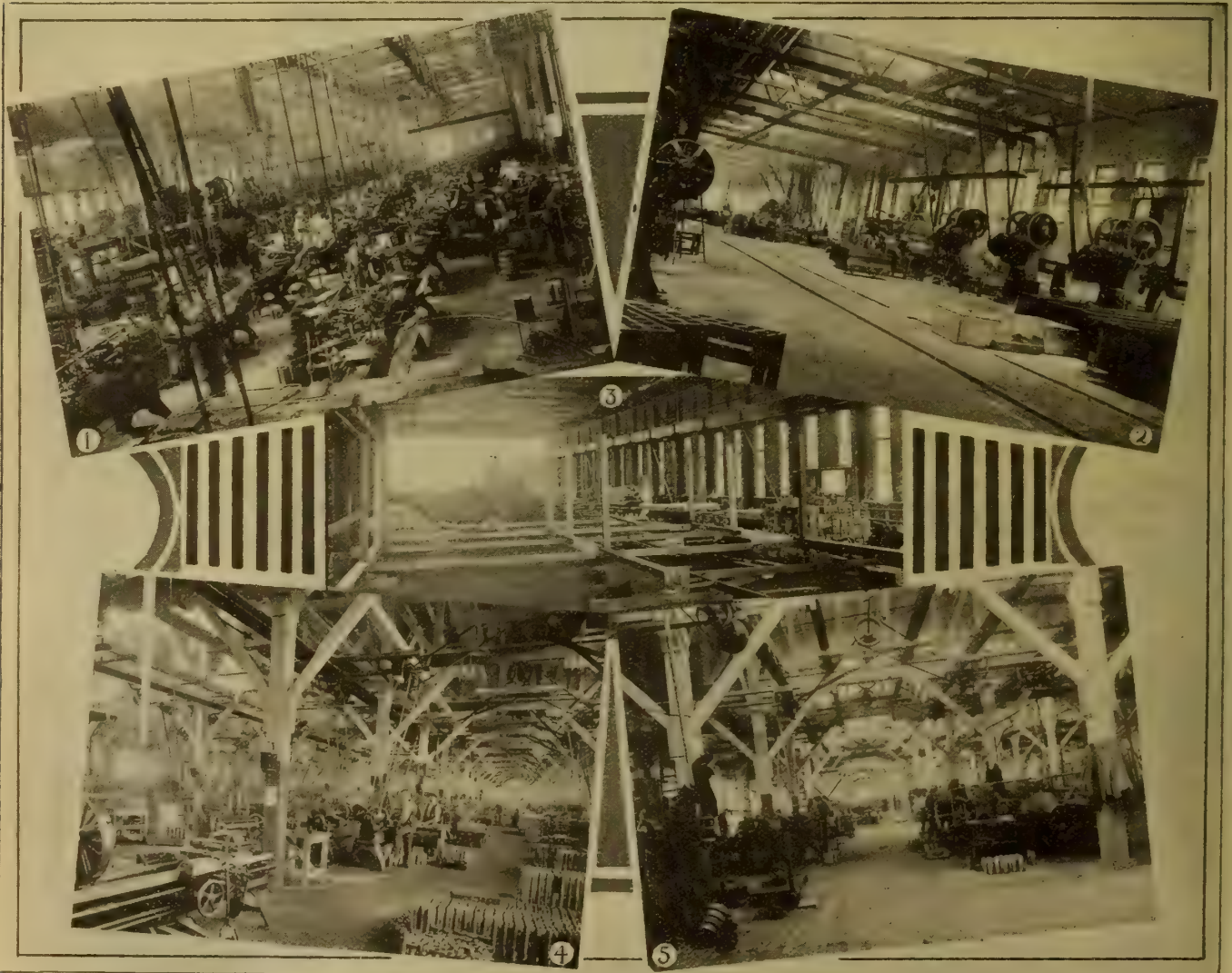
occupations more or less definitely associated with the war, there lies even in these war activities potentialities that will unquestionably revolutionize the manufacturing industries of Canada in the days to come.

How Canada has developed her industries to meet the need of the Empire during this time of stress was aptly told by Col. D. Carnegie a member of the Imperial Munitions Board at a recent gathering of engineers. To quote this authority:

Canada's capacity in shell production when the war broke out was only three hundred and forty 18 pdr.

shrapnel shells per week. Faced by the dire need of the Empire for munitions every available factory was turned toward this specialized work. New machines were bought, or old machines were adapted to the requirements of the new industry.

In thus changing their factories from the arts of peace to those of war, the Canadian Manufacturers faced enormous difficulties. There was the difficulty of getting the required machines. There was the still greater difficulty of getting adequate and trained labor. Of all the achievements made in this industry during the war, the development of this



Scenes of Canadian Industrial Activity.—1. Turret lathes operating on 18-pdr. shrapnel. 2. Press department for 18-pdr. and 4.5 in. shell cartridge cases. 3. Steel in course of construction for office building in India. 4 and 5. Shell shop erected complete in less than six weeks and which was producing shells three weeks after the first sod was turned.



General view of a section of the shipbuilding plant of the Polson Iron Works, Toronto, Ont.

great class of skilled labor, competent to handle this work at the maximum of speed, was the most notable.

Canada's Business in Shells

There are now in Canada 650 factories engaged in the manufacture of shells; these factories are located in every province in Canada, except Prince Edward Island, and there has been installed in these factories 18,000 new machines that have cost the manufacturer \$35,000,000, but as a result Canada is now turning out every week 400,000 of the 18-pdr. variety including cartridge cases, fuses and propellants etc., in addition to 400,000 high explosive shells

of all varieties a total of 800,000 shells per week.

Benefits That Outlast the Activity

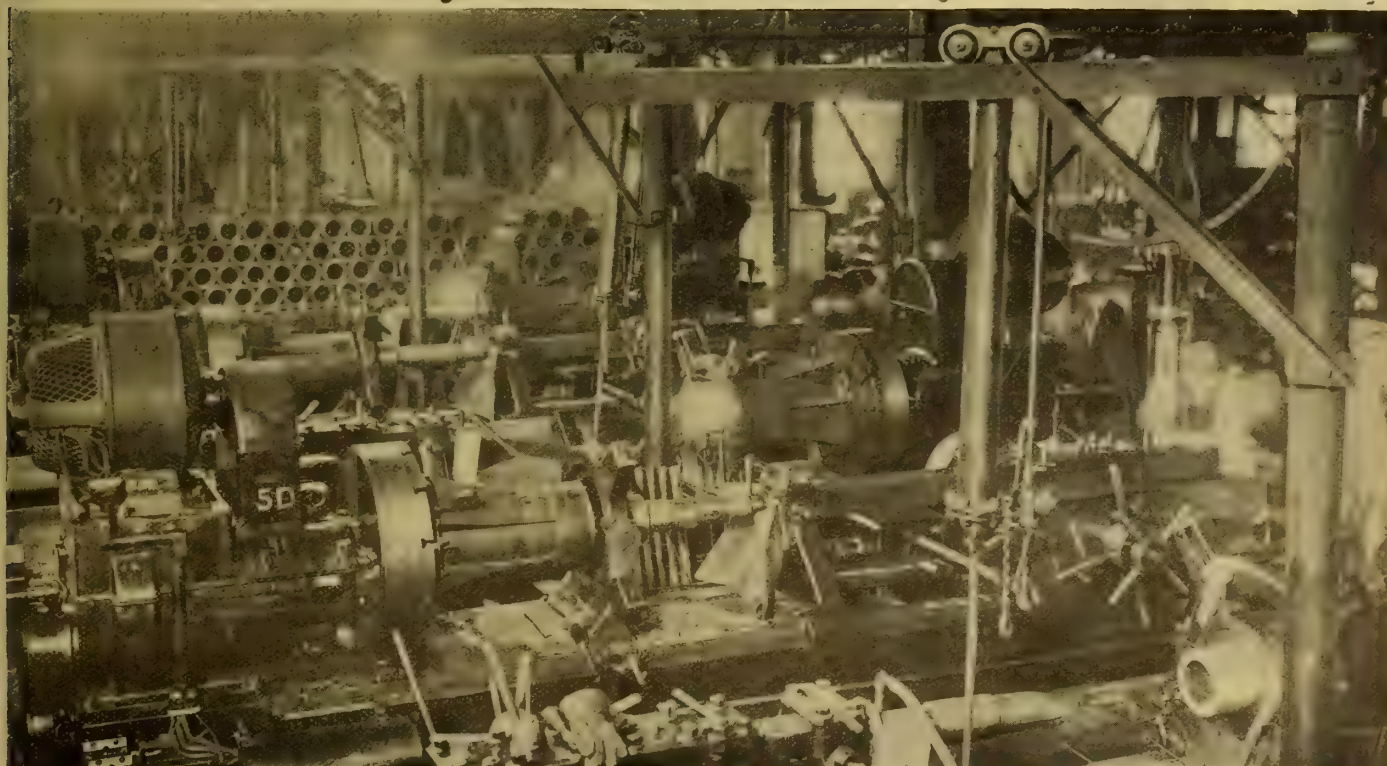
All this specialized production is not to be classed as wasted effort even after the need for it has departed. It has brought a new element into the manufacturing industry. It has standardized both products and skill. Every industry which has been engaged in this activity during the war has passed through a process of refinement, that would enable them to return to the activities of peace with a higher efficiency and a magnified skill and competence.

Out of this activity has grown others

brought to the front by the far reaching demands of this new industry. Mining has received an impetus that will be felt for all time, and great electro-chemical industries have arisen to meet the needs of the munition factories. For all that these great industries, have grown great on the arts of destruction rather than production, the lessons learned there will be of inestimable value in the competitive years that are bound to follow in the wake of war.

Canada and the Shipbuilding Industry

Then there is another industry formed in Canada many years ago that has



Battery of five large projectile boring lathes in a Canadian munitions plant, that also makes huge quantities of peace-time requirements.



NEW SOUTH WALES



VICTORIA



NEW ZEALAND

The Sun Never Sets on the Gillette Safety Razor

"Made in Canada"

Standard throughout the British Empire

When British troops from the ends of the earth fraternize overseas, they soon find one thing in common—the Gillette Safety Razor. The "folks at home," mindful of their comfort, have supplied thousands of the men with Gillettes—purchased perhaps in Great Britain, or in Canada, Australia, New Zealand, South Africa, India, Newfoundland, or the islands of the sea—but nearly all made in Canada.

The remarkable service which the Gillette Safety Razor is giving under the extreme conditions of war has done wonders in consolidating its position as the world's most popular razor. As a natural result, the demand from all quarters for both razors and blades has grown enormously, and to meet it we have more than doubled our capacity.

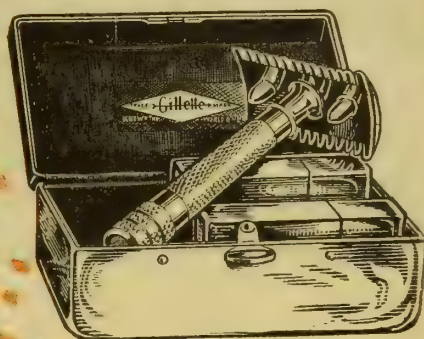
Back of the Gillette Safety Razor is a strong, progressive business organization, with great factories in the United States and Canada, and distributing points in the larger cities of the world. Manufacturing facilities are unsurpassed, and behind all, giving life and vigor to the whole Gillette business, is a keen, aggressive, continuous advertising campaign that keeps the goods moving and the demand steadily growing.



Gillette Safety Razor Co. of Canada
LIMITED

Office and Factory: The Gillette Bldg., Montreal

If interested, tear out this page and keep with letters to be answered.



The Sun Rises Daily on 7,000,000 Gillette Users

Every one a "Booster"
And a Steady Customer for Blades

The Gillette is a permanent factor in the lives of increasing millions of men—and a permanent success! It is rapidly absorbing a larger and larger percentage of the razor business, and the enormous and never-ending demand for Blades gives the trade in Gillettes a steadiness most desirable for Wholesaler, Exporter or Importer.

The Gillette Safety Razor Co. of Canada, Limited, is particularly interested in extending the business in Australasia, South Africa and other parts of the British Empire. We have been shipping to these countries for some time, and are familiar with their tariffs and the need of special packing for the goods for the long ocean voyages. All our cases are tin-lined and hermetically sealed to prevent rust from humidity. The covers are securely strapped and wired, and the boxes in toto fastened with the Gildon Safety Clip, which prevents pilfering en route.

If your customers in the cities and larger towns of these countries operate drug, jewelry, cigar, cutlery, sporting goods or department stores, they should be doing a good business in Gillette Safety Razors and Blades. Write us direct and we will be pleased to have our Distributors forward you discount sheets and all other information you need in developing this trade.

Gillette Safety Razor Co. of Canada
LIMITED

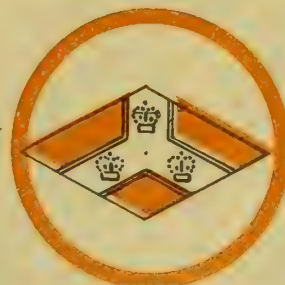
Office and Factory: The Gillette Bldg., Montreal



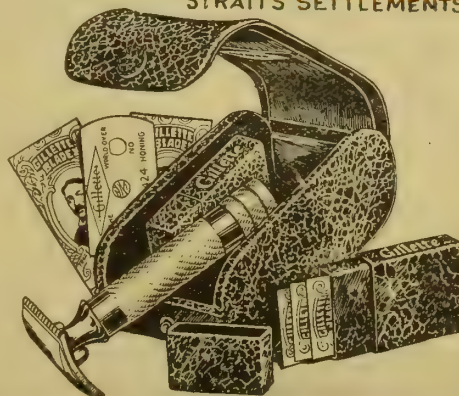
CAPE COLONY



INDIA



STRAITS SETTLEMENTS



If interested, tear out this page and keep with letters to be answered.



Off-shore panoramic view of Collingwood, Ont., shipyard, harbor and town.

come to a fuller activity. This growing activity again has arisen to meet the demand of the Empire's needs. With its long and severe winters, Canada is fighting at a disadvantage in the ship building activity, but measures are being taken with covered sheds where the work on vessels on the stocks can be rushed with the minimum of delay.

The existing conditions and those that will undoubtedly prevail in the years of after the war demand that, this industry shall become of a more staple quality, and that Canada must go even more largely into this activity. This writing on the wall has been well and carefully considered, and already steps are being taken to assure Canada a high place in the nations engaged in this great industry. In the past the stumbling block in the way of this industry in Canada has been the lack of permanency of demand. Now the demand is far reaching and imperative, and Canada has risen to the emergency and is devoting every energy to not only work her

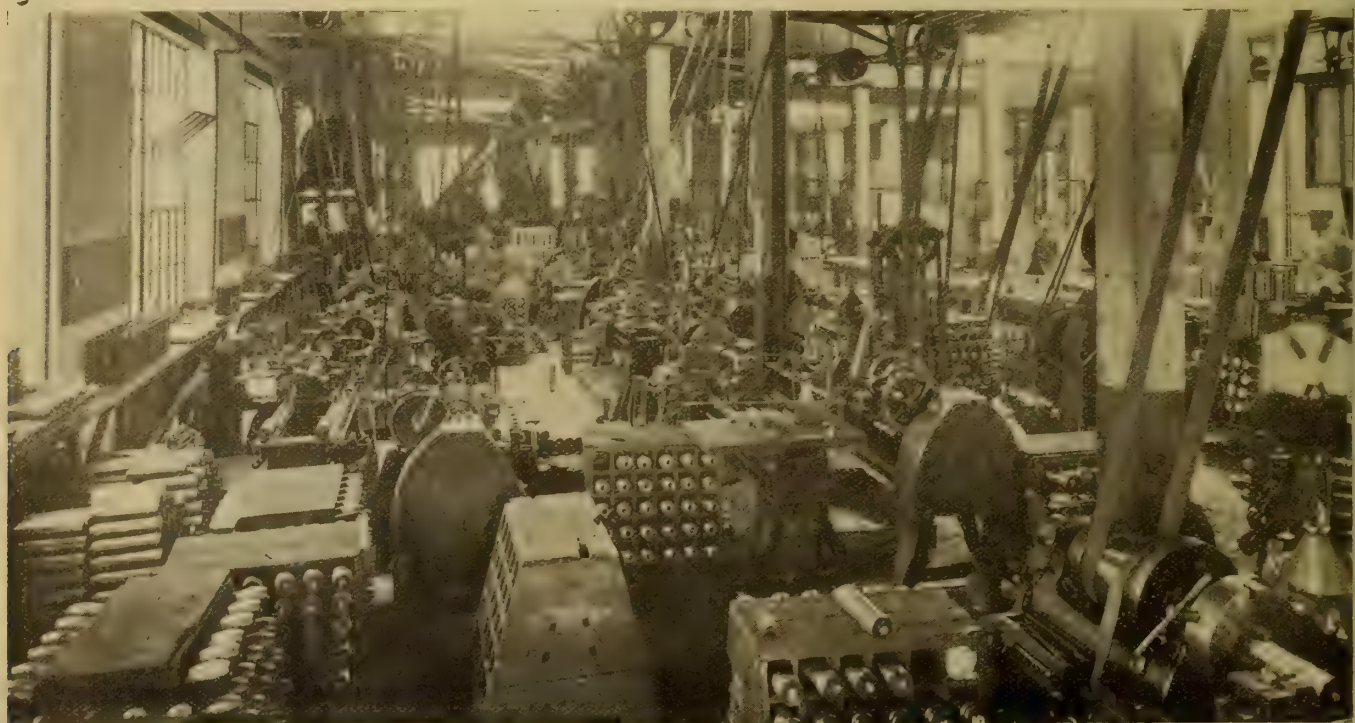
present shipyards at their maximum capacity but to encourage and develop still other activities of this nature. Here again the question of skilled labor has been one of the great hindrances in the permanent establishment of this industry. Necessity is now taking a hand in the work, and under its grim persuasion, craftsmen are being trained that will also in times of peace be an asset that should certainly work for the permanence of this great industry. In Canada these industries are not restricted to certain definite localities as is the case in Great Britain. Possibly it would be better for the industry, if it were arranged to keep these plants more closely in touch with the actual sources of supply.

On the other hand these locations have been decided upon for reasons that are in themselves sound, located as many of them are along the fringes of the great lakes they are in a position to cater to the needs of the lake shipping owners, both in the matter of con-

struction, and in the very important element of repairs. In this way they have unquestionably given a prompt and efficient service.

There are at present important plants at Montreal, Quebec, Toronto, Collingwood, Port Arthur, and several plants on Nova Scotian and British Columbian coast. New plants are actually under construction or are planned at Three Rivers, Que., St. John, N.B., Newcastle, N.B., and Sydney, N.S. In the natural course of events the great increases in this industry will come in the section from Montreal Eastward. Here on the outlets to the Sea Canadian industry more nearly resembles the conditions as illustrated in the great English and Scotch shipbuilding rivers. As far as is possible in a country of the extent of Canada, this section represents the maximum possibility of efficient activity. The nearness to the sea, and the nearness to the source of essential supplies.

Not that the interior plants will suffer, there is a great scope for their ac-



General view of munition machine shops showing lathes engaged in finishing grooving, and other machines in operation. The interior appearance of the shop is typical of many in Canada.

tivity, a great and increasing scope with the tendency toward wooden ship building, wherein they occupy a particularly favorable position.

While these two great industries fostered and encouraged by war condition have grown into the premier industries of the country there are a thousand other activities less prominently in the public eye at the present time that are none the less going on their way forging out a firm foundation for Canadian manufacturing activities.

Canada's Work in Structural Steel

To mention one of these activities that has been a credit to Canada the bridge building and structural steel naturally comes to mind. These industries while they have developed outcroppings that are definitely connected

with the war are yet devoted to the activities of peace and are establishing a deservedly good reputation. Despite the disasters associated with it, the Quebec bridge will be a monument to Canadian energy and ability. Moreover it is only one of a long series of similar undertakings that have tested the skill of Canada's mechanical engineers and mechanical industries. The numerous imposing bridges throughout the country many of them under construction, or completed since the war began, numerous great office buildings climbing toward the sky are outstanding evidence, that for all that Canadian industry has turned its eyes definitely toward the main business of assisting in every way in the production of war material, there has yet been a surplus of Canadian activity to carry on the

enormous work of bringing to the highest development a young and ambitious country.

In all the centres of manufacturing activity, even while every effort is being directed toward speeding up the imperative production to the highest possible limit, there is yet an undercurrent of preparation for the days when this great war industry shall have become a thing of the past, when the business of beating the spears into pruning hooks must be as feverishly hastened as was the reverse process in the years of war; when the country must find itself fully prepared to enter the world markets, not with great industries fostered by a tragic need, but clear of eye and skilled of hand and brain, to meet a changed industrial situation, and to meet it with the prospect of an assured success.

Big Increase in Canadian Industries

Phenomenal Growth in Export Trade, and Also in Manufacturing Establishments—
How Industries of Canada Are Divided—Number of Employees and
Value of Products

THE phenomenal increase in Canada's exports for the fiscal year 1916-17, ending March 31, over the previous corresponding period, emphasizes more forcibly than ever the great strides Canada is taking as an export nation. The total trade for the period amounted to \$2,249,170,171. The exports aggregated \$1,151,375,768, as against \$741,610,653 in the previous twelve months. The exports of domestic manufactures alone almost doubled in a year's time, increasing from \$242,034,998 in the fiscal year of 1915-1916 to \$477,399,676 in 1916-17.

There is every reason to believe that during the balance of the present year Canada's exports will continue to show big increases over the corresponding periods of previous years.

Canada's manufactures cover a multitude of products. A postal census taken in 1916 by the census and statistics office, and completed in December, 1916, supplied some interesting data regarding the manufactures in Canada. The investigation only covered operations during the calendar year 1915, or the nearest business year. It is well known that since the close of 1915 many new industries have started in Canada. However, it is interesting to note the wide range of manufactures in Canada, the number of establishments and employees.

Big Increase in Ten Years

During the period 1905-1915 the number of establishments or manufacturers in Canada increased from 15,796 to 21,291, or 34.80 per cent. The capital employed increased 134.47 per cent.; salaries paid, 95.75 per cent.; wages, 69.31 per cent.; value of products, 93.85 per cent. The foregoing indicates that dur-

ing the ten year period there was a substantial growth in the manufacturing industries of the Dominion. Upwards of half a million employees, or to be exact, 511,859, by the 1916 census, are employed in Canadian manufacturing plants. The manufacturers of Canada by groups of industries are as follows:

	Establish- ments	Em- ployees	Value of Products
a Food products	6,470	62,154	\$377,811,758
Textiles	2,670	74,443	144,691,235
Iron and steel prod. 849		58,842	119,636,755
Tim., lum. & man. 3,181		68,285	123,250,986
Leather and its finished products... 523		22,556	70,975,644
Paper and printing. 1,306		37,064	74,038,498
Chemicals and allied products 255		12,429	45,410,486
Clay, Glass and stone products .. 771		15,747	27,228,413
Metals and Metal Prods. than steel. 1,173		29,792	90,943,278
Tobacco & mfgs. 166		9,613	28,987,250
Vehicles for land Transportation .. 464		36,824	73,878,212
Vessels for water Transportation .. 103		5,531	8,419,648
Misc. Industries... 1,440		56,366	134,255,029
Hand Trades 1,579		16,830	38,129,834

The foregoing table does not include the "liquors and beverages" industry, which in 1915 was supporting 341 establishments, employing 5,392 people, with the value of products amounting to \$34,859,927. Since 1915 the liquor trade in Canada has been practically demolished, and the returns for 1916 if available would probably show heavy decreases in the number employed, and also in the value of products.

In noting the huge increase in the number of manufacturing plants established in Canada during the past ten years, it is well to remember that most of the new plants are strictly modern in every respect. The most modern equipment has been installed, and the construction of the buildings is such that the employees' surroundings are pleas-

ant and healthful. Many of Canada's manufacturing plants are not surpassed, if equalled by plants in any other part of the world.



TWINE MARKET SHOWS DECIDED FIRMNESS

The Cordage Trade Journal, New York, in referring to the binder twine situation in the United States, points out that, although April brought binder twine prices from the two largest producers in the United States, it did not bring increased trade; instead, it brought cancellations of early orders because of the bad crop conditions in the leading winter wheat States. Never before in the present generation has the U. S. Government reported such a low April condition on winter wheat as it did on April 7, and on May 8 it will probably report the largest area of winter wheat acreage killed during the winter that it has ever reported. These are adverse factors; but they have weakened the binder twine market. Fibre values have been sensationally strong during the last month, and, by reason of every other fibre advancing materially. Mexican sisal has again become the cheapest binder twine fibre now obtainable.

During the last month fibre values have advanced sensationally, with the sole exception of Mexican sisal, which likes to move in an orbit of its own. Compared with quotations on April 4, fair current Manila is now 3c and 3½c higher; Government "F" grade, 4c higher; midway, 2¼c higher, and good current also 2½c higher. Java sisal is 3c higher; Bahama sisal, 2c higher, and East Africa sisal, 1¼c to 2¼c higher. Mexican sisal is unchanged, remaining at 16½c.

Canada Wants Foreign Business

Canadian Manufacturers Improving Facilities for Catering to First-class Foreign Trade
—Encouraging Reception of Canadian Goods on Foreign Markets—High
Standard Output Surpasses European Products.

By H. L. Southall.

THAT Canada is very much in the market for export trade and is regarding such measures of vital importance to the securing of her place in the world's commerce, is being increasingly impressed upon Canadian manufacturers, who are displaying a keen anxiety to increase this trade. Many Canadian firms are at the present time doing a very considerable foreign trade, and have done for a number of years; others have increased their export trade recently, while others, as a result of the war, have broken into this line of trade for the first time. And again, there are many firms who are just coming to the position where they will be able to handle foreign business.

From a survey of the situation as regards foreign trade in Canada, there seems to be no question as to the desirability of its encouragement, and manufacturers as a body are desirous of catering to the highest class trade represented in foreign demand. To meet this condition of affairs, articles of high standard are being manufactured to be sold abroad, and all the facilities of up-to-date manufacture are being brought to bear to this end. In no other country can such an abundance of raw materials for manufacture be found as in Canada, and its large, well lighted factories give adequate indication of the standard required in the output of such plants. In Canada the crowded conditions found in many parts of the world, are unknown, and its workmen labor in congenial surroundings.

This condition of affairs naturally results in increased efficiency and the raising of the standard of the product of Canadian factories, and it is for this reason that Canadian goods have been so well received on foreign markets where they have been introduced. Manufacturers in Canada realize that foreign trade does not come in a hurry, but are confident that under the process of development which has been in operation in recent years, foreign buyers, no matter how conservative, will be brought to appreciate the quality of Canadian products. It is the earnest desire of Canadian manufacturers to establish confidence with foreign buyers.

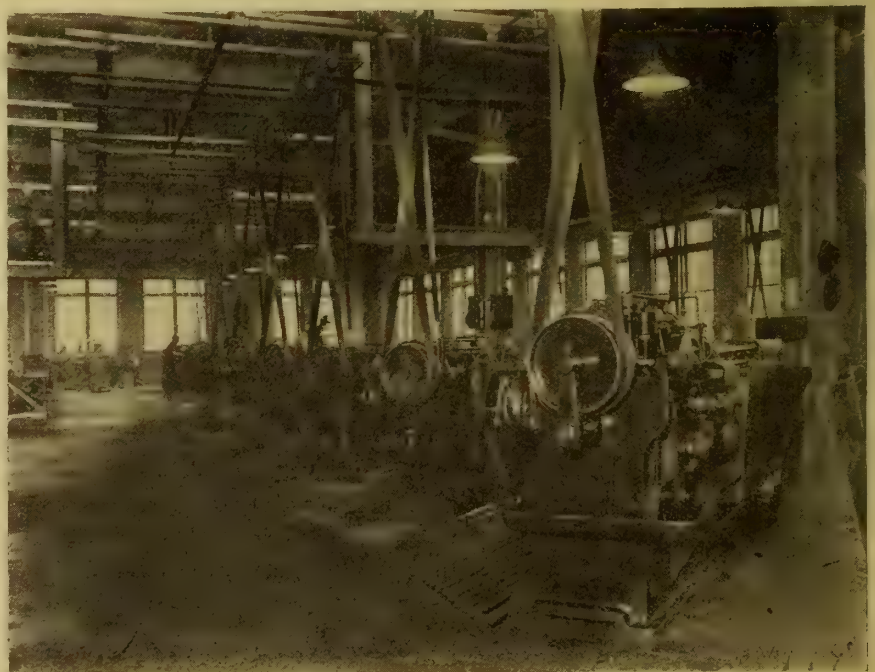
In view of such big issues as the war has brought to bear on the commerce of the world, some manufacturers for a time were loath to take any active steps toward developing foreign trade, but the experience of large export companies has disproved this fear, with the result that Canadian manufacturers are more than ever desirous of enlarging their foreign business immediately.

Among the difficulties which appeared to threaten development along such lines was the German submarine menace and the consequent shortage of ships. This matter was recently investigated by a Canadian business man, who is shortly going abroad again in the interests of various Canadian manufacturers, and the result of his investigation was that the opinion of large export companies did not embrace any fears along this line but rather that they were busy preparing for competition. It appears that many foreign steamship companies previously operating ships to European ports where they were in danger of the submarines, have withdrawn their ships from this trade, realizing that freight rates bring in more revenue than would be secured in insurance for the vessel if lost. For this reason the opinion of experts is that there will be no shortage of tonnage after the war.

While there is a marked disposition to develop this foreign trade at the present time, it is evident that the greatest development will not come until after the war has been concluded. At present in Canada a great bulk of the industrial energy of the country is being devoted to the manufacture of munitions of war, but when the demand for such munitions has ceased this great industrial force will be turned into other channels of manufacture. Under accelerated condi-

tions of manufacture, necessitated by the demands of war, manufacturing industries have greatly increased their capacity, and this increase will result in a surplus of manufactured products in Canada after the war, and will allow of extensive export trade. That the great majority of munition manufacturing companies will turn to the manufacture of other products after the war is proved by the fact that already many such industries have been examined by experts with a view to reporting on their adaptability for the manufacture of other products after a slight rearrangement of machinery.

Another significant phase of the export situation, and the desire of manufacturers to take full advantage of the foreign demand, is the disposition on the part of United States manufacturers to establish plans for the handling of export trade in the British Empire through branches located in Canada. This desire to establish branches in the British Empire bears out a noticeable tendency to purchase British-made goods, and Canadian manufacturers are desirous of obtaining their share of such foreign business. In order to secure this trade they are anxious to supply the first class goods demanded, and in this matter have benefited by past experiences in the matter of the quality of goods sought after by foreign buyers.



Four spindle automatics for making all kinds of automatics from bar steel, operating in a Canadian factory.

BRIEF ITEMS ABOUT CANADA

Canada has 78 railways.

Canada has 21 chartered banks, with 3,200 branches.

Canada's percentage of population, rural, 55 per cent.; urban 45 per cent.

Canada has 13,348 post offices; only 3,638 in 1867.

Canada's Canal at Sault Ste. Marie is the greatest single lock in the world.

Canada is building the largest single span bridge in the world, at Quebec.

Canada has the largest and richest nickel mines in the world.

Montreal harbor has the largest grain conveying system in the world.

Canada has the largest combination elevator in the world, at Pt. Arthur, Ont.; capacity, nearly 10,000,000 bushels.

Canada has the largest industrial flour mill in the British Empire, at Port Colborne, Ont., capacity 10,000 barrels a day

Canada has the largest consecutive wheat field in the world, approximately 900 x 300 miles.

Canada is larger in area than the United States, including Alaska, by 111,992 square miles (Canada 3,729,665 square miles; United States and Alaska, 3,617,673.)

Canada has one-third of the area of the British Empire, and is as large as 30 United Kingdoms, and 18 Germanys; twice the size of British India; almost as large as the whole of Europe; 18 times the size of France; 33 times the size of Italy.

Canada has continuous railway connection (excepting ferry across Canso strait) from Sydney to Vancouver for 3,883 miles. Distance by rail and water from Sydney to Dawson City 5,383 miles.

goods which have a special appeal to such foreign buyers, and every endeavor is being made to manufacture goods which will stand alone in this field and defy competition from the foreign manufacturers who previously dominated the market.

While certain organizations have done much to bring Canadian products before the foreign buyer, the broadening out of the whole matter of Canadian export trade is making further demands on export facilities, and Canadian manufacturers are not overlooking this matter in their endeavor to give an adequate service and to cater to the highest standard of trade demanded by the foreign market.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

802. **Marine motors.**—A Bristol broker is desirous of being put in touch with firms in Canada in a position to export marine motors suitable for fishing drifters, tugs, barges, etc., with from 100 to 400 horsepower.

803. **Punching and shearing machines.**—A broker in Bristol wishes to hear from any Canadian manufacturers able to supply a
(Continued on page 98.)

In this connection it may be stated that one large Canadian firm manufacturing safety razors has greatly increased its export trade since the outbreak of war, and not only has it forwarded large quantities of razors for the use of troops, but also for domestic use, in Russia and in other countries. This business has been handled by the Canadian company and gives ample indication of the standard of the goods required by foreign demand, for there are no less than forty foreign-made imitations of the article, selling at one-third the price and for which only a limited sale has been found.

The foregoing case is but one indication of many which substantiate the claim that once Canadian goods have been thoroughly investigated by the foreign buyer they are always popular with him. It is a well known fact in Canada that foreign trade has been thoroughly canvassed by agents of other foreign countries, and it is also known that deliberate misrepresentation of foreign trade conditions was practiced by some European countries, notably Germany, who prior to the war made every endeavor to restrict to her own trade channels the trade of certain foreign countries. Despite this endeavor to monopolise foreign trade however, Canadian representatives have been well received, and such conditions as described by German agents have been found to have been grossly misrepresented. The experience of the company already referred to and the experience of another Canadian company in Australia who now do thirty times their former business owing to good representation, indicate the favor with which Canadian goods have been received.

It is recognized by Canadian manufacturers that this canvas of foreign trade by foreign agents has made it increasingly necessary for them to offer



Canadian Farmers Demand High-Grade Hardware.

Canadian Retail Trade is Live Issue

Merchants Unanimously Demand High Standard Products—Canadian Stores Attractive—Advertising and Display Methods—New Lines Introduced in Hardware Trade.

A CONSIDERABLE amount of information relative to manufacturing and general trade and economic conditions in the Dominion of Canada, has been outlined in the foregoing articles, and at this point it does not come amiss to make mention of conditions in connection with the retail trade in Canada, with special attention to the hardware line.

The insistent demand for the exclusive manufacture of articles which can maintain the high standard set by Canadian products in foreign and home markets, has received no stronger support than from the great body of retail merchants of the Dominion, and the preference of Canadians themselves for only high-grade articles, has been demonstrated with lasting effect.

On the outbreak of war, with its consequent disruption of industry, it was the opinion of many that necessity would override the demand for quality, and that the high standard product would have to go in order to meet the necessary de-

mands for quantity. But no such effect has taken place, and an altogether reverse action has been largely noticeable. Owing to the healthy industrial conditions which have prevailed in Canada during the war, the demand for high-class products has been intensified, and merchants generally, favoring this class of product, have been adequately met by the manufacturers. Not only does this condition of affairs apply to the domestic demand, but it applies in equal measure to manufacturers for export trade.

In respect to attractiveness, means of doing business, methods of advertising and display, Canadian retail stores can stand comparison with those of any country, and the restrictions of quality of the stock carried by these stores, is a big factor in enhancing their attractiveness. The accompanying illustrations, showing typical Canadian hardware stores, are sufficient indications of the successful merchant.

In recent years the demands made upon

the hardware merchants have greatly increased, and to-day instead of standing behind the counter and taking orders, he has to hustle business and make a thorough study of economic conditions in order that he may thrash out a profit. He has to make a study of costs, and institute in his business a bookkeeping system which will enable him to find out on short notice what lines pay and what lines are eating up his profits. This condition makes for greater efficiency and the growth of the hardware business is the logical result. To-day the conscientious application of business principles to the problems of the trade, are resulting in a greater volume of a higher class of business, and new lines are constantly being incorporated into the trade.

For the successful conduct of business in the hardware, as well as in other trades, it is recognized that considerable attention must be paid to matters of publicity. As can be seen from the illustrations, attractive arrangements of hardware products in windows and coun-



Front view of a Canadian hardware store. One of the two stores conducted by the Mills Hardware Co., at Hamilton, Ont.



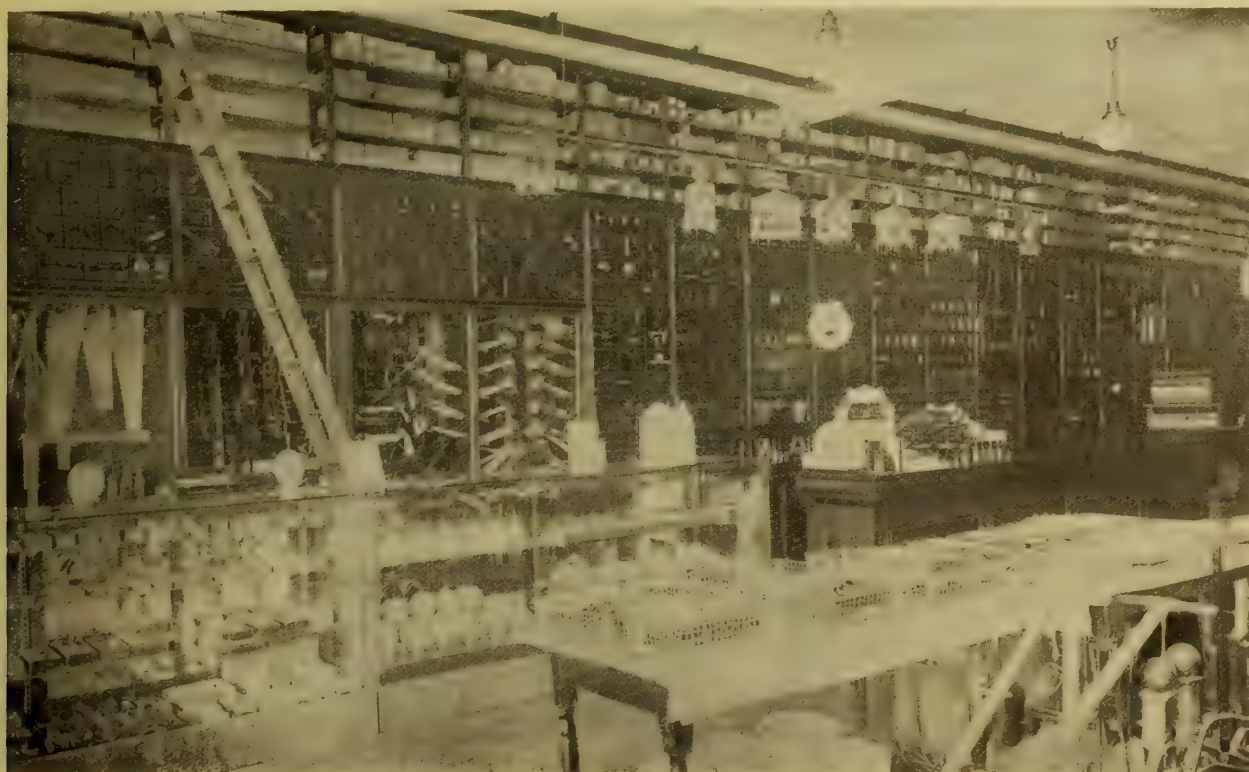
View of a Canadian hardware store window trimmed for the Christmas trade. Display by the Sommerville Hardware Co., Edmonton, Alta.

ter displays are used effectively by Canadian merchants, but it is recognized that impressions conveyed by such displays are only of value where the prospective customer is in view of the store or already in the store. At various periods of the year these window and counter displays consist of seasonable lines, such as an arrangement of gardening tools for the spring amateur enthusiast, or a display of paints, varnishes and other wall

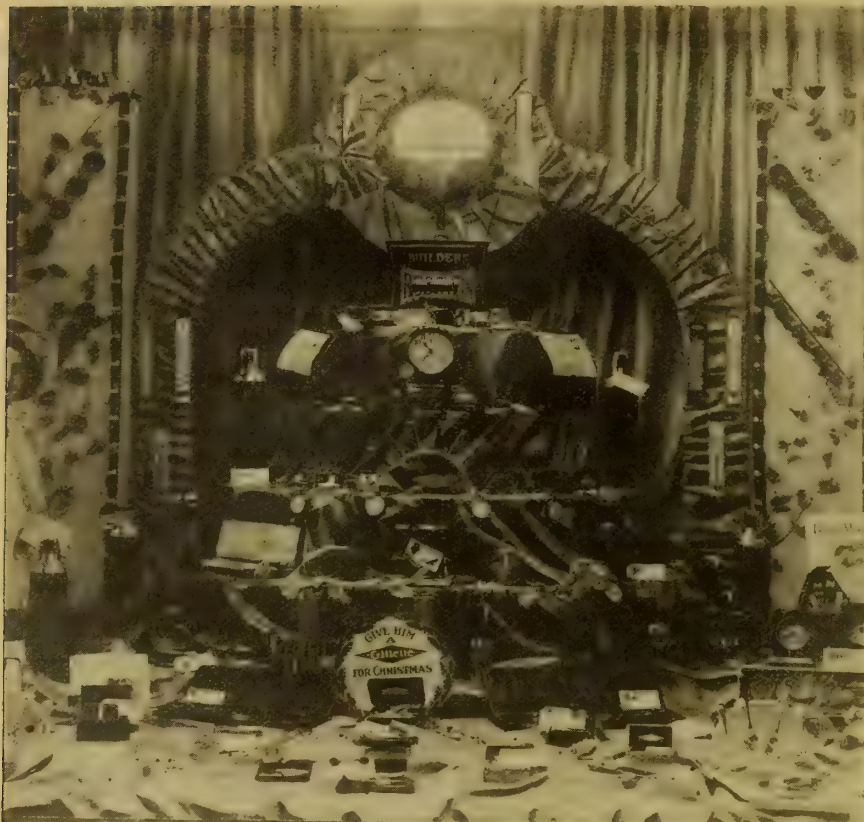
finishes for those interested in the annual spring cleaning operations. At Christmas time special gift lines are featured, consisting of such lines as cutlery, electric novelty appliances or electric reading lamps.

In addition to the use of window and indoor display, as outlined, a considerable expenditure of money on newspaper advertising has been found to be justified. This advertising generally consists of

display space containing illustrations of various lines with descriptions and prices of the articles. This space is generally used at regular periods, and special attention is devoted to individual departments in each advertisement. This type of publicity is oftentimes supplemented with pamphlets, advertising the merits of a certain product with accompanying illustrations showing its use; and larger hardware houses make extensive use of



Interior view of a typical Canadian hardware store, showing how goods are displayed.



Neat display of goods in Canadian hardware store window during Christmas season. This display appeared in the store of Sumner Co., Moncton, N B.

catalogues containing illustrations of their complete lines carried with descriptions and prices accompanying. Another form of publicity which has been found to work out admirably, and which is meeting with increasing favor in the trade, is the holding of demonstrations at which expert demonstrators of various lines are on hand to show visitors the merits and correct methods of using their various lines. Considerable interest has been exhibited by customers in this phase of publicity work, and its effectiveness is well vouched for by merchants who have used it. It has oftentimes been found that the effect of advertising has been greatly enhanced by the subsequent demonstrations of the articles advertised.

The foregoing data are sufficient to demonstrate that the hardware trade in Canada is a live issue. Its possibilities are constantly being explored by retail merchants, and through their application to business they are building up the trade to a position where it cannot be outrivalled by any similar trade in any country.



TRADE INQUIRIES

(Continued from page 95.)

"universal" punching and shearing machine and other machinery. Manufacturers are invited to send sketch or drawing stating respective weight, and giving prices f.o.b. Canadian port, or, if possible, c.i.f. English port.

805. Agency in Bordeaux.—A commission merchant in Bordeaux, France, is opening

a general agency and offers Canadian manufacturers the services of an organization with representatives in all of the eighty-six departments of France.

806. Bottles.—An important firm in London, England, wishes to get in touch with

Canadian manufacturers of bottles with a view to business after the war.

807. Tools.—The public works department of a large town in China is asking for tenders for the supply of tools. Specifications may be obtained on application to the Commercial Intelligence Branch, Department of Trade and Commerce Ottawa.

819. Sheet-iron.—An important commission agent in Newfoundland desires quotations from Canadian manufacturers on carlots of galvanized and black sheet-iron 30 inches by 96 inches, all gauges.

820. Anchors.—A manufacturers' agent in St. John's requires seven national anchors, Lloyd's test; 4, 2,300 pounds each; 2, 2,000 pounds each; 1, 2,800 pounds each.

821. Engineering supplies.—A firm of native Russian engineers now established in New York as purchasing engineers for a number of Russian firms would be glad to receive from Canadian manufacturers of different kinds of engineering supplies, farm machinery, tractors, trucks, motors, etc., catalogues and prices, if possible, in the Russian language, f.o.b. Pacific ports or New York. They are not looking for sole agencies but will offer without any preference different kinds of Canadian manufactures of the engineering branch to their Russian clients, for whom they are acting as purchasing engineers. They are also preparing a special Russian publication in which they will describe different Canadian engineering supplies in the Russian language giving all necessary data and will distribute the same throughout Russia, to all dealers in the engineering line.



INCORPORATIONS

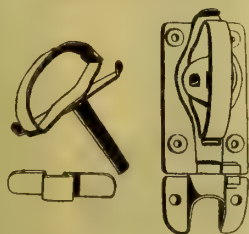
F. X. Truck & Auto Co. of Canada, Ltd., has been incorporated at Ottawa, to manufacture automobiles and motor trucks of all kinds at Walkerville, Ont. The incorporators are Stephen A. Griggs, Edwin H. Collins, and Elihu C. Griggs, all of Walkerville, Ont.



Exterior view of the Somerville Hardware Company, Edmonton, Alta

The Gendron Mfg. Co., Limited, Toronto, Can.

Manufacturers of Children's Vehicles, Sleds, Sleighs and Bathroom Fittings



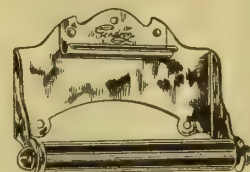
Barn Door Latch



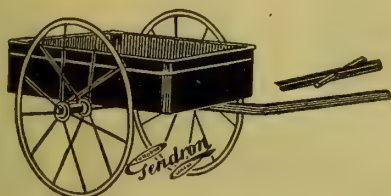
Sponge Holder



Soap Holder



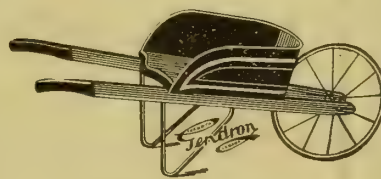
Paper Holder



Metal Toy Cart



Velocipede



Metal Toy Barrow



Baby Sleigh



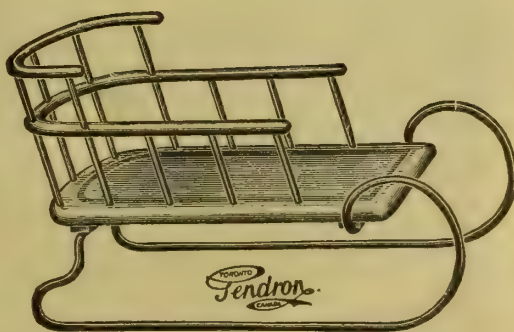
Baby Carriage



Express Wagon



Baby Carrier



Rail Sleigh



Invalid Wheel Chair

Above are a very few samples of the large line we make. If interested, write us for the catalog you desire, and all information will be given you.

The Gendron Mfg. Co., Limited, Toronto, Can.

If interested, tear out this page and keep with letters to be answered.

An Evolution — in Paints

Jamieson's Paints

are acknowledged by those who have used them, to be the most serviceable.

A high grade paint at a moderate cost.

Known throughout Canada as the acme of value.

We invite correspondence from firms overseas interested in Highest Quality Paint.

"Made in Canada."

R. C. Jamieson & Co.
LIMITED

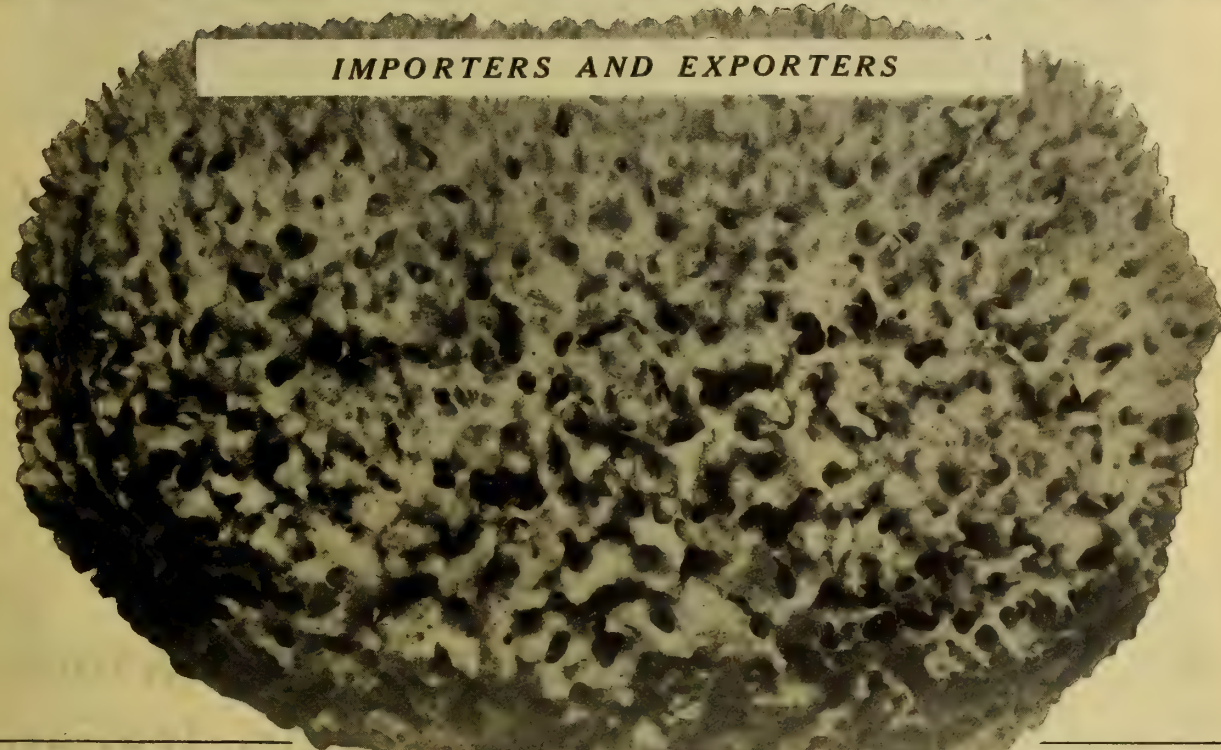
Montreal Vancouver

Owning and Operating
P. D. DODS & CO., LIMITED



EVANS & CO. LIMITED

IMPORTERS AND EXPORTERS



Sponge Fishing Boat



Sponge Packing House

Why Is Our Export Trade Increasing?

Our export trade is increasing—not on account of war conditions, but because we are supplying our customers at the lowest market prices, with bale goods on which they can absolutely rely.

We are supplying Bahama Sponges to some of the largest Sponge importing houses in London, Eng., also New York and other large cities in the U.S. We would like to open up an export trade with other countries, and invite correspondence.

Our export shipments are made from Bonded Warehouse, Montreal, or direct from the British West Indies, to any part of the world.

We refer you to the Royal Bank of Canada, Nassau, Bahamas, B.W.I., as to the quality and reliability of our packing, etc.

EVANS & COMPANY, LIMITED, (Importers and Exporters)
MONTREAL, CANADA

If interested, tear out this page and keep with letters to be answered.



MONTREAL MILLS, OPERATED SINCE 1825

“LION BRAND”
C O R D A G E
Made in Canada

We manufacture Cordage and Twines
 from Manila, Sisal, Jute, Hemp, Italian

CONSUMERS CORDAGE CO.
 Limited

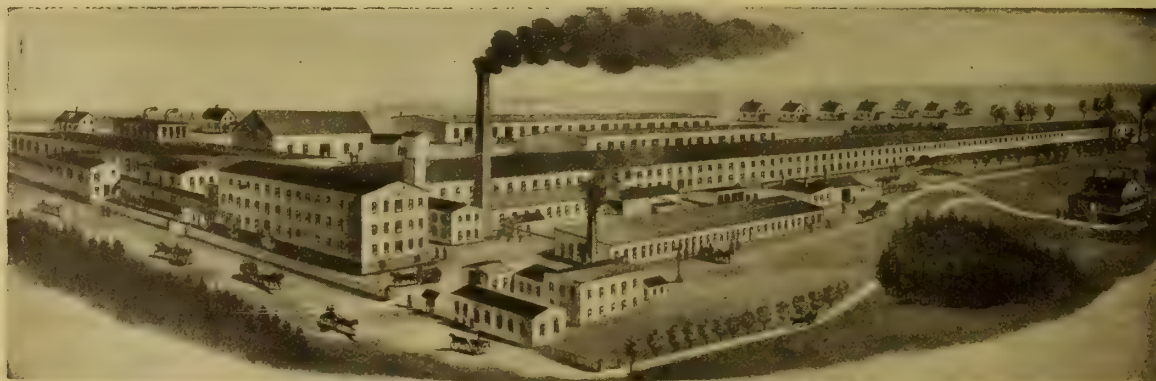
Mills: MONTREAL, QUE., and HALIFAX, NOVA SCOTIA

Branches; St. John and Toronto

Agents: Jas. Bisset & Co., Quebec. Tees & Persse, Limited, Winnipeg, Regina, Saskatoon,
 Moose Jaw, Calgary, Edmonton. MacGowan & Co., Vancouver

Write to Head Office at Montreal for Quotations.

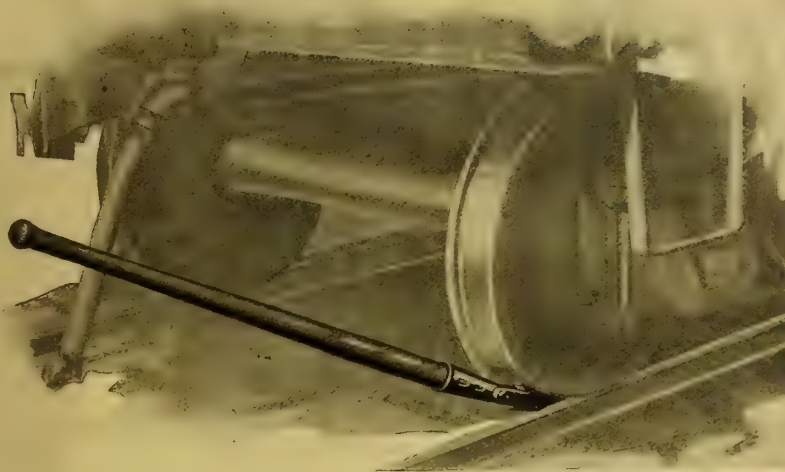
We solicit enquiries for export.



DARTMOUTH MILLS, OPERATED SINCE 1866

If interested, tear out this page and keep with letters to be answered.

The "SAMSON" Railway Car Mover



Every railway siding should be supplied with one of these tools. Takes the place of fifteen men and puts the heaviest loaded car just where you want it. It will pay for itself in 30 days.

Cut on the left shows position of mover before moving car and cut below after car has been moved.

It is one of the most simple and powerful devices for moving cars by hand.

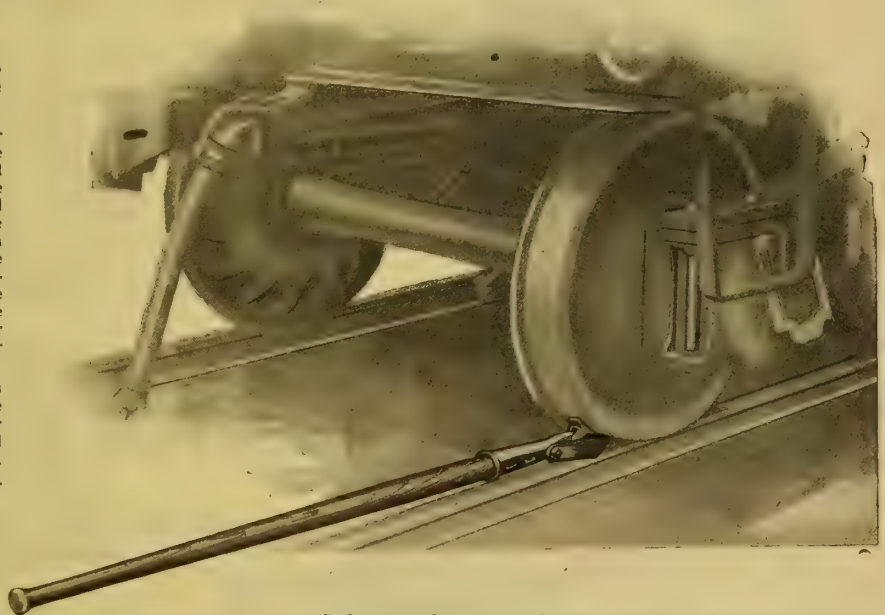
It is provided with Never Slip Spurs, which is the most important feature on a Car Mover.

It is very easy to move a car if the Mover does not slip back. By the use of our double spur we get a double hold on the rail and thereby double the resistance, which is the most essential part of a Mover. You will notice that the working parts of this device are not connected by rivets and links which are constantly wearing out and breaking. One bolt connects all working parts. It is so constructed that when car is just started you have the most leverage, and it gains speed as the lever is depressed. We claim that our Mover will work under a lower brake than any other Mover.

It is so constructed that when the handle is raised to push the Mover forward it raises the spur from the rail, which protects the spur from being dulled. This does away with all springs and rollers, which are only a nuisance.

It has no equal and stands superior to anything else in the market.

Select Northern hard maple handles make it light and handy. Malleable castings make it light and strong. The spurs or heels are made of special tool steel. We guarantee malleable parts six months.

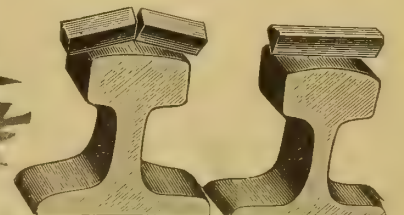


*If your jobber cannot supply you, write us direct
Special attention given to export orders*

It has two four-cornered spurs, which catch the outer edges of the rail, where rail is soft, and not where other movers do, on top of the rail where it has become case-hardened from the wear of the car wheels, as shown in lower right-hand cut. The spurs can easily be driven out and turned as edges get dull.



OUR NEW "SAMSON" CAR MOVER.



Our New Never-Slip The Old Always-Slip

THE DILLON MANUFACTURING CO. OSHAWA, ONTARIO

Saw Sets, Jointers, Gauges, Carpenters' Mallets, Barn and Stable Equipment,
Car Movers and other Hardware Specialties.

If interested, tear out this page and keep with letters to be answered.

Butterfield-

Taps—Dies Reamers

Unusually tough propositions in threading or reaming is ordinary work for Butterfield tools.

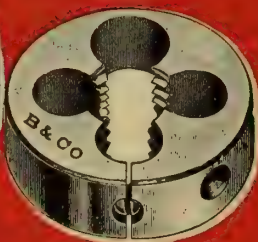
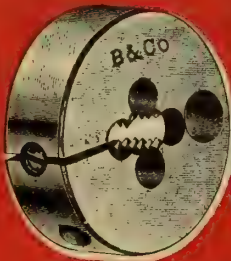
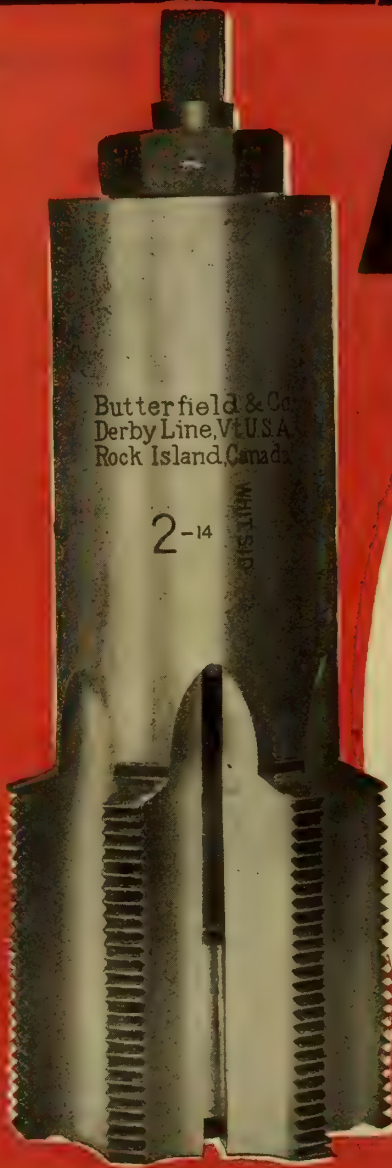
You can't make a mistake when you buy "Butterfield" tools. *They are remarkably fast and accurate workers*, — and the reputation which has taken us years to build up—stands back of every one of them.

Write for a copy of our catalog.

Butterfield & Company

Inc.

ROCK ISLAND, QUEBEC
CANADA



If interested, tear out this page and keep with letters to be answered.



*It's a Pink any
way you take it,
and it's the best
Peavy made.*

PINK'S

LUMBERING TOOLS

We manufacture all kinds of lumbering tools. Light and durable.

We have supplied a great number of Lumber Tools for the Overseas Forestry Battalions.

Pink's tools give a service that wins the recommendation of users everywhere. If anyone in England, Scotland or elsewhere requiring tools of this kind, will inquire of the Canadian people who are using our goods there they will be convinced.

MADE IN CANADA

The Standard Tools in every Province of the Dominion, New Zealand, Australia, etc.

We also manufacture Car Movers

Long Distance 'Phone No. 87

Sold throughout the Dominion by all wholesale and retail hardware merchants.

We Solicit Export Business

Send for catalog and price list.

The Thomas Pink Company, Limited

Manufacturers of Lumbering Tools
PEMBROKE, ONTARIO, CANADA



Victor Blade- *Canadian Made*

Victor Blade--- Canadian Made

Whatever the purpose, there's
a Victor Saw Blade especially
suited for it.

Victor Blades give unequalled service because they are made by specialists. We make nothing but Hack Saw Blades and our goods show it. They are used exclusively in many Canadian Munion Plants.

VICTOR SAW WORKS, LIMITED

HAMILTON, ONTARIO

British Office: 2 and 3 West Street, Finsbury Circus, London, E.C.

If interested, tear out this page and keep with letters to be answered.



If you aim at
bigger sales

you'll surely hit the
mark with

HARRIS
HEAVY PRESSURE

Babbitt Metal

Nearly every large hardware store has what it calls selling attractions, that is articles which draw customers to the store, and who buy other goods when they get there. If you sell *HARRIS Heavy Pressure* to your customer, he will make a practice of coming to your store for all his other supplies.

Harris Heavy Pressure can be honestly recommended anywhere as the *best for all GENERAL MACHINERY BEARINGS*.

WE HAVE EVERYTHING IN METALS

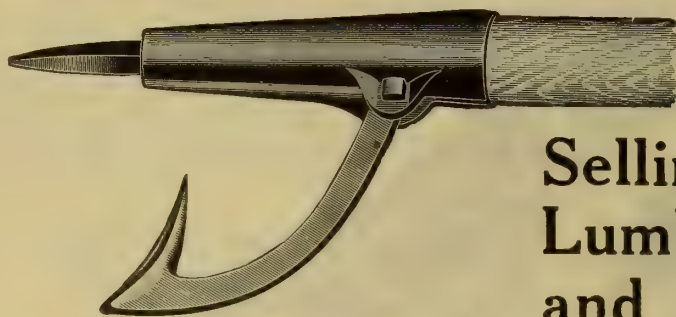
The Canada Metal Company, Limited

**HAMILTON
WINNIPEG**

TORONTO

**MONTREAL
VANCOUVER**

STAPLE STOCK AND SEASONABLE SPECIALTIES



START NOW

Selling Soo Line Lumbering Tools and Sager Axes

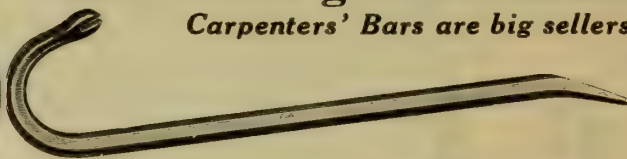
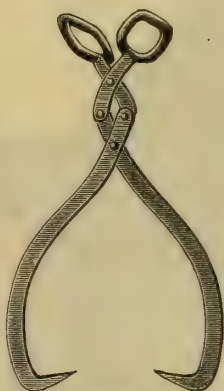


Now Listen

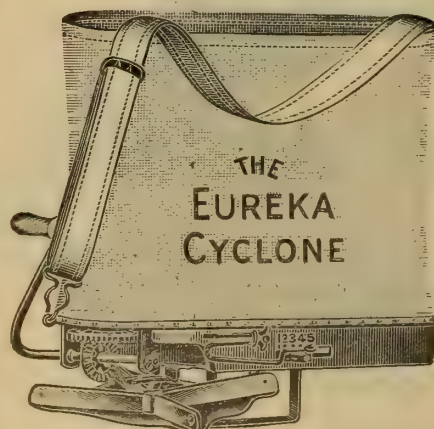
If Hemlock logs are cut near your place they peel tan bark—it's June and July they use Bark Spuds—You know when ice tongs are used and if you don't stock them the day they are wanted the other fellow gets the business.

Carpenters' Bars are big sellers now—If your jobbers can't supply phone or wire us

Can. Warren Axe & Tool Co.
ST. CATHARINES, ONT. Limited



The "EUREKA" CYCLONE SEEDER



The sower that sows evenly and saves many times its purchase price during a single season.

A Quick Seller

Note the salient features of this great little machine. **A Slant Feed Board**—This keeps the hopper properly filled.

Automatic Feed Adjustment—which starts or stops its flow of seed instantly.

Oscillating Feed Agitator—A positive force feed which cannot clog.

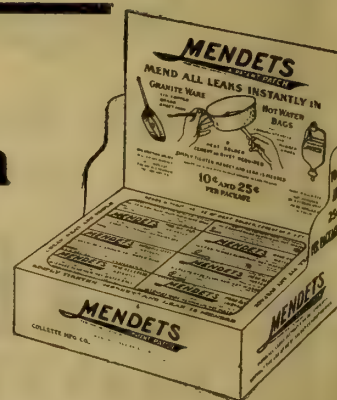
Improved Distributing Wheel—Large size without a soldered joint.

WE SOLICIT EXPORT TRADE. Write us for full particulars.

The Eureka Planter Co., Limited
WOODSTOCK, ONT., CANADA

A Great Invention

Mendets—a patent patch, is a great invention for mending kitchen utensils. It mends all leaks instantly without the use of Heat, Solder, Cement or Rivet.



MENDETS

A PATENT PATCH



Mends Leaks in Graniteware, Aluminum, Hot Water Bags, All Cooking Utensils and Rubber Goods—Tin, Copper, Brass and Sheet Iron.

So simple a child can apply it. A Good line to handle. Get a free Display Container from your wholesaler.

Put the container on your counter and attract new, profitable business.

Ask your wholesaler for full particulars.

COLLETTE MFG. COMPANY
Collingwood, Ont. Canada

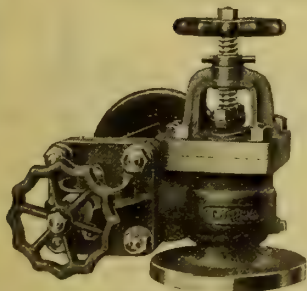
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MORRISON'S

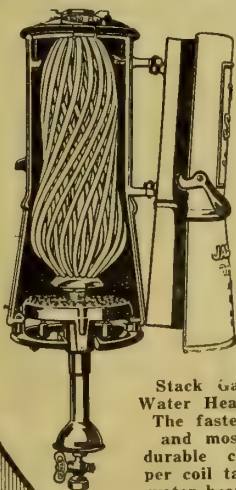
"QUALITY"

Steam and Water Specialties

MARINE AND LOCOMOTIVE FITTINGS
ENGINEERS' AND PLUMBERS'
BRASS WORK

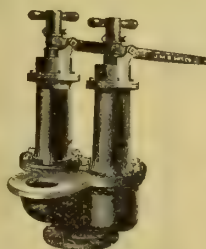


Combined Stop and
Check Valve.



Stack Gas
Water Heater.
The fastest
and most
durable cop-
per coil tank
water heater
on the
market.

Steam
Whistles
and Syrens

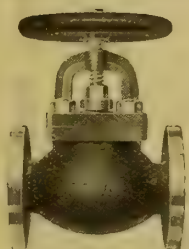


Morrison Twin
Marine Safety
Valve

J. M. T.
Improved
Injector



Morrison Automatic
Cellar Drainer.
Operates with water
pressure.



Beaver Stop Valve.

Service Extraordinary

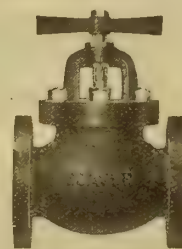
Sell Morrison Products once and they'll sell themselves there-
after on their merits.

High-grade materials, skilled workmanship, and 50 years' ex-
perience have placed our goods high up in the estimation
of all who know.
Though our motto is "Service First," our manufacturers'

facilities enable us to sell at reasonable prices—prices that
leave you a good margin for profit on each sale.
We'll be pleased to give you full particulars on any line or
lines in which you are interested.

The James Morrison Brass Manufacturing Co., Limited

93-97 Adelaide Street West, Toronto, Ontario, Canada



Beaver Overboard
Discharge Valve

If interested, tear out this page and keep with letters to be answered.

MENOMINEE FANS



8-inch Universal Type

(Runs on A.C. or D.C.)

Rigid and Oscillating Types.

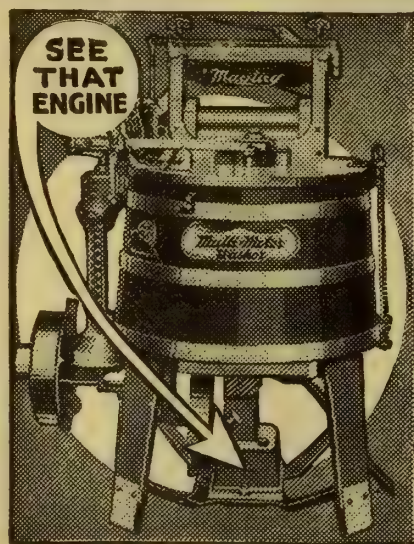
IMMEDIATE SHIPMENT

Write for prices

FACTORY PRODUCTS LIMITED

220 King St. West, Toronto, Ontario.

Have
You
Secured **THE EXCLUSIVE MAYTAG AGENCY** For
Your Town



Some dealer in
your town will
make big money
selling

Maytag Washers

and it may as
well be

YOU

WRITE NOW
for our
DEALERS'
PROPOSITION.

We now have a complete stock of all styles and can make prompt shipments of

"MAYTAG" Multi-Motor "MAYTAG" Washers

Electric Washers and "MAYTAG" Power Washers

Whites Limited, Wholesale Hardware and Metals

Collingwood, Ontario
EXCLUSIVE EASTERN DISTRIBUTORS

"VOL - PEEK"

IS THE

**BEST SELLING AND
MOST EFFICIENT**

**ARTICLE ON THE MARKET
FOR MENDING**

Kitchenware, such as Pots, Pans, Kettles, Buckets, Graniteware, Aluminum, Copper, Brass, Iron, Tinware, Enamelled Ware. All metal articles can easily be repaired in two minutes without the use of any tools.

"Vol-Peek" makes a sanitary mend which will last a long time; it becomes part of the article being mended, is easily kept clean, as no food can hide under the mend.

"Vol-Peek" is in the form of a stiff putty, which is easily applied with the fingers; it hardens in two minutes and will stand a temperature of 500 degrees higher than the melting point of solder.

Your customers will want "Vol-Peek" in preference to all other menders when they know how easily it is applied.

"Vol-Peek" has given satisfaction for the last ten years and has a large sale in many parts of the World.

"Vol-Peek" is put up in packages holding enough to mend from 30 to 50 fair-sized holes.

"Special Foreign Offer."—We will send to any part of the World, by parcels post, one doz. packages of "Vol-Peek" mounted on an attractive Display Stand, with a supply of advertising matter, for Six Shillings (\$1.50).

Special prices for large quantities delivered C.I.F. and War Risk, your nearest Seaport, or by Parcels Post.

"Exclusive Agencies."—In countries in which we are not at present represented we are open to arrange Exclusive Agencies, and will be pleased to hear from interested parties.

Write to the

"Vol-Peek" Mfg. Co.

P.O. Box 2024

MONTREAL CANADA



MADE IN CANADA

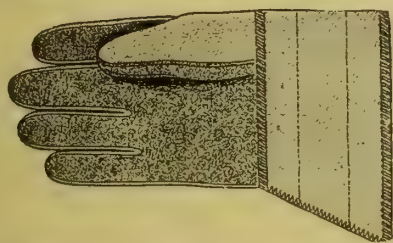
Strong Demand *for Both*

The season is on for Horse Collar Pads. Horse Owners are extra careful as horses are too valuable to be neglected.

Tapatco Brand Collar Pads are invaluable for keeping horses free from irritation and shoulder sores.

Tapatco Pads are made extra durable and have exclusive patented features which makes a big improvement over ordinary sweat pads.

TAPATCO
REGISTERED BRAND TRADE MARK



Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weight. Jersey Gloves and Mitts in Oxford, Tan and Slate. We also make a leatherette-faced glove that is a winner everywhere.

Give your customers the best that money and experience can produce by offering them Tapatco Brand Horse Pads.

Cotton Gloves

are in big demand at this time of the year, and particularly this year, owing to the spirit in which people are entering into the Big Production Campaign.

Tapatco Cotton Gloves invariably get the sales—they are reliable in quality, neat in appearance, and give splendid wear.

Give prominence to Tapatco Brand and get immediate good profit and good-will for future business.



They are made in Brown and White, or in Solid Old Gold with red felt edge. Furnished in 10", 11" or 12" width, and sizes from 18" to 25".

The American Pad & Textile Co.
CHATHAM, ONTARIO

"P.H." Quality Files

The last word in file production

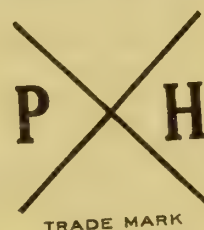
"P. H." is a brand of files that are out and out quality files.

No dealer need hesitate to stock this Brand. Cutting and wearing qualities are absolutely guaranteed. "P.H." files are the utmost in file quality being the highest attainment of expert workmanship.

CANADIAN THROUGHOUT

Made in Canada by Canadian Capital and Canadian Labor.

You will find this a profitable and satisfactory line to handle. Order through your jobber.



**Cutting and
Wearing
Qualities
Absolutely
Guaranteed**

Port Hope File Manufacturing Co., Limited
Port Hope, Ontario

If interested, tear out this page and keep with letters to be answered.

Nails and Wire

We have actually shipped to all the principal countries in the world. From experience we know how to pack and ship for export, and importers abroad are assured of satisfactory service. We solicit inquiries from merchants in the British Empire and foreign countries. Quotations are made f.o.b. Atlantic or Pacific Ports, or c.i.f.

We are manufacturers of:
WIRE NAILS—All sizes and patterns, as used in European, Asiatic and Australasian markets. Packed in bags, or in steel-bound, paper-lined kegs.

WIRE—Bright, Annealed, Varnished, Coppered Weaving, Mattress and other fine tinned wires.



Special Hay Baling Wire

WIRE BALE TIES—Made in the usual gauges and cut to any length desired. For baling hay, straw and other compressible materials.

Packed in 56-lb. bundles, oiled with linseed oil. Single loop tie has loop at one end; cross head tie has loop at one end and hook at other, as illustrated above.

FENCE STAPLES—Bright and Galvanized.



The Laidlaw Bale-Tie Co., Limited

HAMILTON, CANADA

A. T. Diggins, Stair Building, TORONTO, ONT.; Harry F. Moulden, WINNIPEG, MAN.; H. E. O. Bull, MONTREAL, QUE.; Geo. W. Laidlaw, VANCOUVER, B.C.

LONDON, ENGLAND: M. BRYAN, 24 ALDGATE

All Atlantic Ports from Baltimore north, are equally convenient to Hamilton

If interested, tear out this page and keep with letters to be answered.



ROSIN

From the White Gum
Forests of the South
direct to the Consumer

We have completed arrangements with a Southern firm whose stockholders are all producers, owning their own turpentine forests and operating under identical conditions and using standard stills. This ensures Pure White Gum Spirits of Turpentine and Rosin of the highest quality and absolute uniformity—features which the manufacturer and consumer should not overlook. All our purchases are delivered direct from the stills, and we re-ship only in the original packages. We have personally gone over the plant of this Southern firm and inspected it, and as a result know that the service we offer the trade cannot be duplicated. Advance information from the manager who has had over 30 years' experience in turpentine producing is always at your disposal through us.

It will pay you to keep in touch.

Ontario Oil & Turpentine Co.
840 Dundas St., Toronto, Ontario

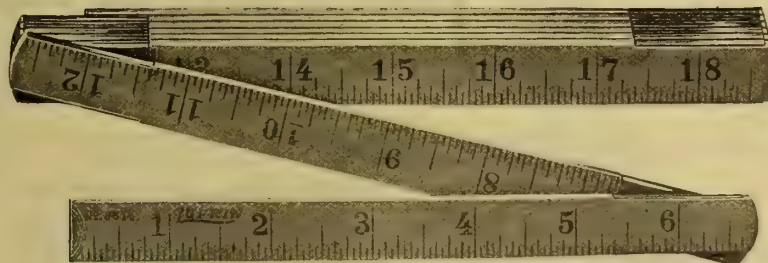
TURPENTINE

SPRING JOINT WOOD RULES MADE IN CANADA

ALL STYLES

YELLOW AND WHITE ENAMELED

ALL GRADUATIONS



Specify

LUFKIN
and you
get the
**BEST RULES
QUICKEST SERVICE**

MEASURING TAPES AND RULES OF ALL KINDS

Stocked by
Jobbers
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.
Send for
Catalogue

If interested, tear out this page and keep with letters to be answered.

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HOYT METALS

MEMO

May 12th

for your Babbitt Metal file

As fellow advertisers you know that unless there is a quality behind the article advertised, the advertising must end in failure.

Hoyt Metals have stayed on the market for forty years—because the quality gives entire satisfaction to the user. To-day, after these long years of experiment and study we believe that Hoyt Frost King Babbitt has reached a state of perfection as an all-round babbitt. It pleases the most exacting mechanic, and stands up under heavy duty. We recommended it for its quality, and can safely say that its use cuts down babbitt expenses.

As with most other things—a trial is the best evidence that our claims warranted.

Write for our price list.

HOYT METAL CO.,

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Toronto

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"HENDRYX" BREEDING CAGES

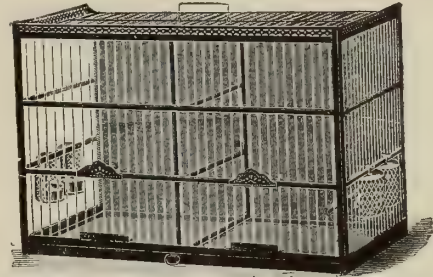
A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and blue trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.

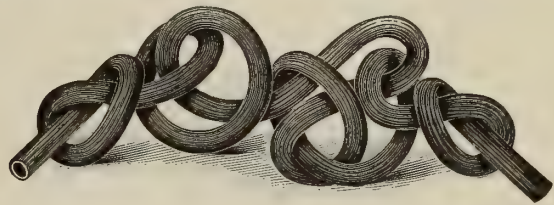
No. 86S Japanned, 17½ in. long, 8¾ in. wide, 13¼ in. high.
No. 86 Japanned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.
No. 22 Japanned, 24½ in. long, 12¾ in. wide, 16¾ in. high.
No. 113 Japanned, 26¾ in. long, 10 in. wide, 13¾ in. high.

The Andrew B. Hendryx Company
NEW HAVEN, CONN.



"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



TINKER TOM'S TALKS.

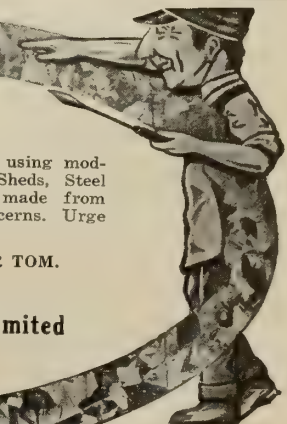
Talk Number One Hundred

Helps for the Farmer—Bigger production this year means using modern facilities. Silo Covers, Litter Carriers, Machinery Sheds, Steel Barns, Ventilators, Stock Troughs, Grain Picklers—all made from "PREMIER" GALVANIZED SHEETS by various good concerns. Urge your farmer friends to buy early and avoid delays.

TINKER TOM.

Look for Talk No. 101 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA



A Masterpiece



The man who sells a Gurney-Oxford Chancellor is always proud of his sale. The home that buys it is always proud of the ownership. The whole transaction radiates satisfaction, profit and goodwill to all concerned.

**Gurney-
Oxford
Chancellor**

No finer stove in the world

WHAT OF 1917?

In abnormal times like these it is to the line supreme in its field that the public turns. Mushroom reputations are soon forgotten. Since 1845 Gurney-Oxford stoves have been supreme for merit, honesty and service, and the people know it. The man who sells them is on firm ground. His stove business is limited only by his own ambition.

GURNEY FOUNDRY CO., Limited

TORONTO — Also at Montreal, Winnipeg, Calgary and Vancouver

HARDWARE AND METAL

Vol. XXIX PUBLISHED EVERY SATURDAY SINCE 1888

May 19

No. 20

THE MACLEAN PUBLISHING COMPANY, LIMITED

1917

PUBLICATION OFFICE: TORONTO, CANADA



**REMINGTON
UMC**

Every stride a man takes forward in his shooting—every demand he makes for better results from his shot gun, his rifle or his ammunition—means another step towards Remington U.M.C. Our dealers know that they sell the "ultimate choice" in arms and ammunition, and that this means catering to the best and most liberal-spending element in the shooting world.

There is no need to "mix your lines." Remington U. M. C. covers rifles and shot guns—shells and metallics of all calibres—all alike perfect. Let us send you an outfit of Sportsmen's Headquarters Signs, so that particular shooters may find you the more easily.

The Remington Arms Union Metallic Cartridge Company are Contractors to the British Imperial and Colonial Governments.

**SPORTSMEN'S
HEADQUARTERS**
**REMINGTON
UMC**
**FIREARMS &
AMMUNITION**

Remington U. M. C. of Canada, Limited
Windsor Canada



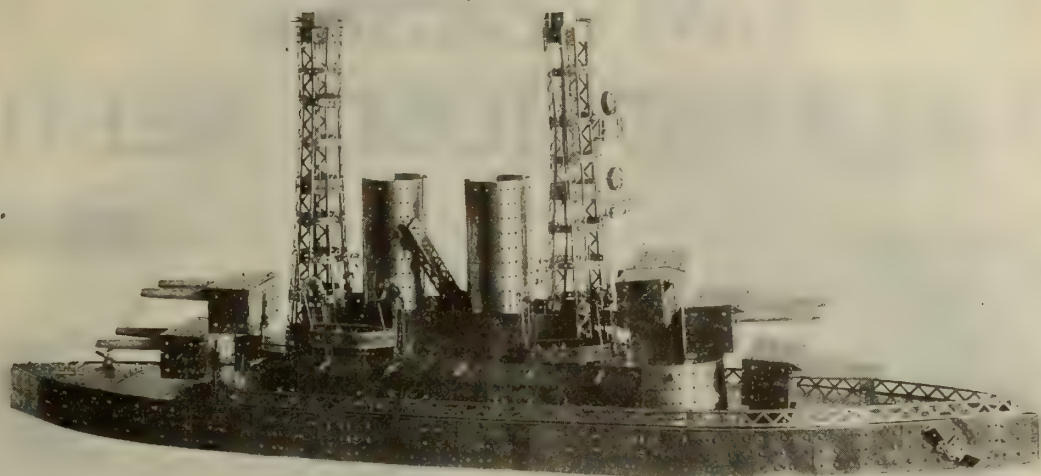
NEARLY 1,000 new machine shops spring up every year and all of them will need fine measuring tools. Are you going to get the orders from the new machinists in your vicinity for the many fine tools that they will need? And the shop managements—you will find it easy to sell them many of the large and more expensive Starrett Tools for their shop tool rooms. Don't wait for them to come to you, but let them know that you carry these fine measuring instruments.

Write for free catalog No. 21MA—describing 2100 sizes and styles of fine tools.

The L. S. Starrett Co., Athol, Mass.
The World's Greatest Toolmakers



42-667



The First Line of Defence

against unsatisfactory volume of sales is the line that increased business and profits last year for thousands of merchants throughout the United States—

GILBERT ERECTOR

"The Toy-Like Structural Steel"

GILBERT TOYS

Year 'Round Favorites

Gilbert Briktor—Enables boy to complete construction toy models with steel bricks in beautiful color combinations.

Gilbert Electrical Sets—Great fun for boys. Teaches fundamentals of electricity.

Gilbert Wireless Outfits—Boys can send and receive messages from house to house. Does not interfere with recent Government restrictions.

Gilbert Chemistry Outfit—Teaches boys the chemistry of everyday things.

Gilbert Mysto Magic—Makes every boy a magician.

Gilbert Puzzle Parties—Appeals to all who like puzzles.

Once again Erector advertising will dominate the toy field directing buyers to the stores of Erector dealers everywhere.

Smashing big advertisements again will appear in the Saturday Evening Post, Collier's Weekly, American Boy, Youth's Companion, etc., in a big list of magazines read by more than 20,000,000 persons.

And Erector co-operation will be broader and more helpful than ever before—a well-planned service that actually makes sales.

Are you familiar with Gilbert Service for Dealers? If not, write us for details to-day!

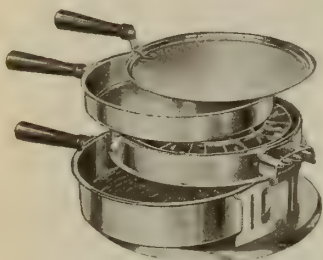
MENZIES & COMPANY, Limited
439 King Street West TORONTO, ONTARIO

Canadian Representatives for
THE A. C. GILBERT COMPANY
New Haven, Conn., U.S.A.



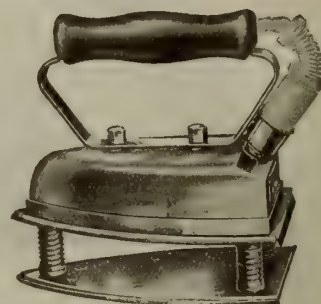
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UNIVERSAL ELECTRIC HOME NEEDS



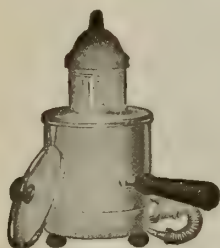
UNIVERSAL
Four-Heat Electric Grill.

The line that never
fails to increase
Summer Sales.



UNIVERSAL Electric Iron

The biggest line of best
known superiorities.

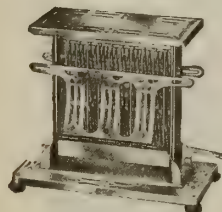


UNIVERSAL
Milk
Warmer

The line that you can guar-
antee to the limit with
certainty that we'll back
you up.



UNIVERSAL
Electric Heating
Pad



UNIVERSAL
Electric Toaster

THE WELL KNOWN TRADE-MARK

UNIVERSAL



UNIVERSAL
Electric Chafer



UNIVERSAL
Electric Percolator



UNIVERSAL Electric Range (Single)



UNIVERSAL
Electric Tea Samovar

LANDERS, FRARY & CLARK

New Britain, Conn., U.S.A.

A. MacFarlane & Company, Montreal, Canadian Representatives.

If interested, tear out this page and keep with letters to be answered.

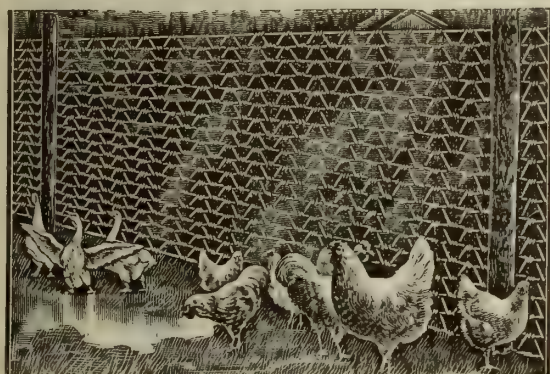
"WW"
BRAND

is backed by LEWIS BROS., LIMITED

"WW"
BRAND

A NEW POULTRY FENCE

When you stretch the "WW" Poultry Fence the strain comes on the Horizontal Wires only



Wears Uniform, will not bulge. Presents a nice appearance, and will outlast the Old Style Poultry Netting.

Made in two sizes, one (1) and two (2) inch Mesh. We stock both Galvanized before and after weaving.

The cost of the former is the same as Hexagon Poultry Netting. Write for our proposition.

Practical

"WW"
BRAND

Economical

"WW"
BRAND

Durable



SCREEN CLOTH

Black Green Galvanized

STOCKED

IN

ALL

SIZES

18" to 48"

LEWIS BROS.
LIMITED
MONTREAL

"WW"
BRAND

is backed by LEWIS BROS., LIMITED

"WW"
BRAND

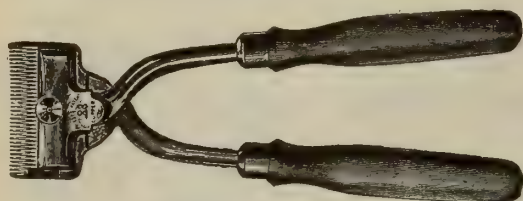
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PRIEST'S HORSE and TOILET CLIPPERS

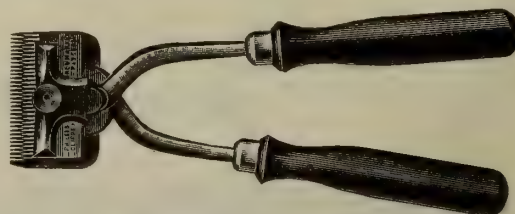
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

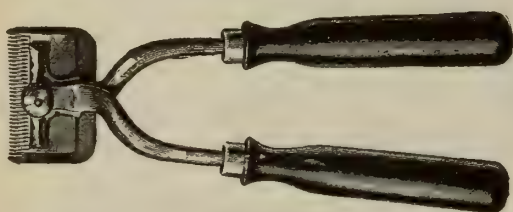
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

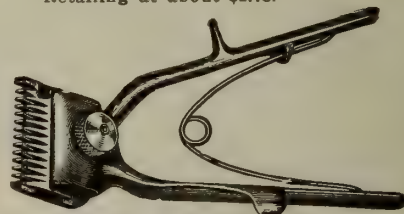


NEW MARKET PATTERN
Retailing at about \$1.75.



LENOX
Retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

Davidson's Japanned Water Coolers



THE Season is approaching when your customer will be looking for a Water Cooler. Japanned and Handsomely decorated. Fitted with Nickel-Plated Faucets.

These Coolers are made in six sizes as follows: Gallons 2 - 3 - 4 - 6 - 10 - 15

The Thos. Davidson Manufacturing Company, Limited
TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

Lawn Supplies ETC.

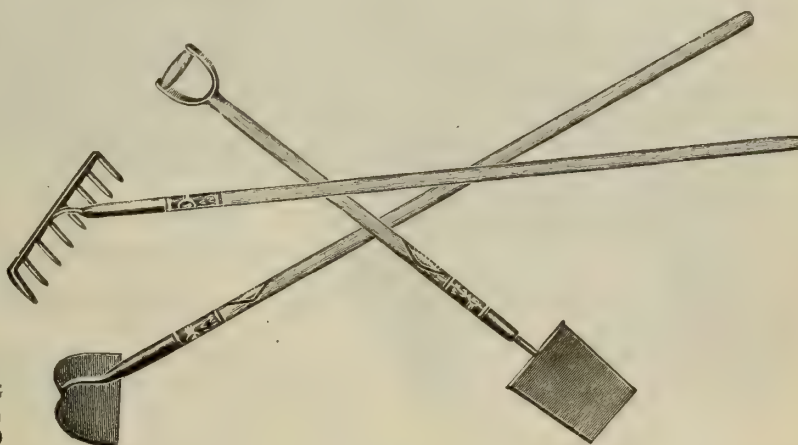
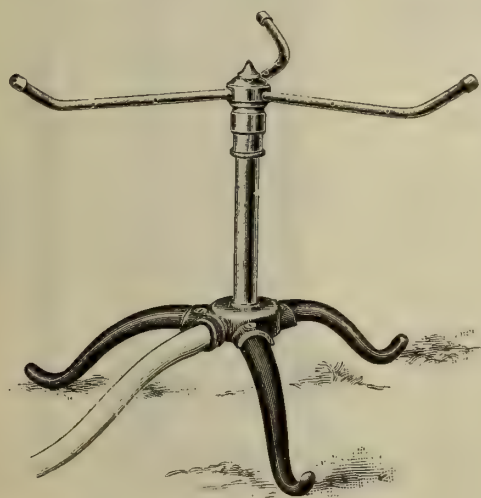


EMPERESS BALL BEARING
LAWN MOWERS

WOODYATT HIGH WHEEL
LAWN MOWERS

STAR MEDIUM PRICED
LAWN MOWERS

WATERWEIGHT
LAWN ROLLERS



Garden Tools in Sets

HOSE, HOSE NOZZLES

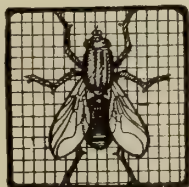
Couplings and Clamps

HOSE REELS

in Wood and Steel



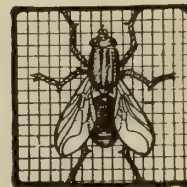
TROWELS, SPADES, SPADING FORKS



FLY NETTING

Supplies are limited
this year.

Order Early.



Caverhill, Learmont & Co.

Montreal

If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609

Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

Quick Hot Water at a Big Saving of Gas

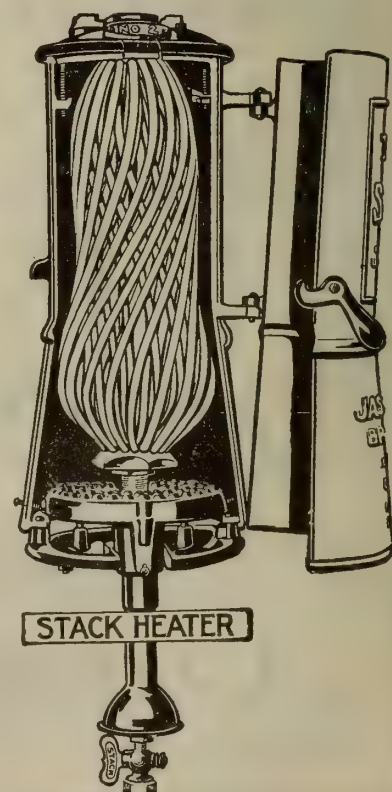
ONE MINUTE AFTER THE

Stack Gas Water Heater

IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Costs but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.



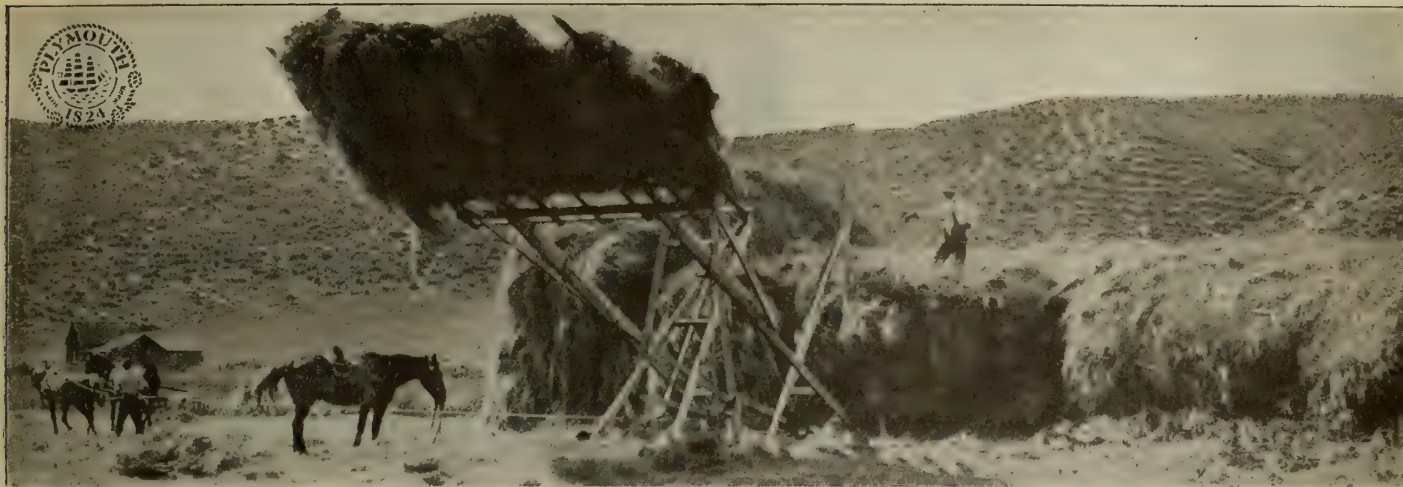
EASILY SOLD

BIG PROFITS

James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

If interested, tear out this page and keep with letters to be answered.



Plymouth Rope Harvests the Hay Crop

It is a significant fact that practically all of the large Hay Tool manufacturers are regularly equipping their product with Plymouth Rope. Their experience, extended over a long period of years in buying rope and in handling and working it to meet the exacting requirements, has shown them that PLYMOUTH offers the greatest strength, yardage and durability, and therefore is the best and cheapest rope to employ.

Jobbers and dealers who handle Plymouth rope-equipped hay forks, slings and the like, will do so with added satisfaction, and they will be enabled, because of the excellent reputation Plymouth Rope enjoys, to distribute these outfits in increasing numbers, for the farmer appreciates the quality of Plymouth Rope and invariably becomes a regular user.

Especially is this true in sections of the country where hay and alfalfa are harvested on a large scale. In such localities Plymouth Manila is recognized as the one best rope on the market for hay stacker use on the field and for barn equipment as well. The four strand type is most popular and is furnished with and without a heart as desired. It will give unfailing service.

PLYMOUTH CORDAGE COMPANY

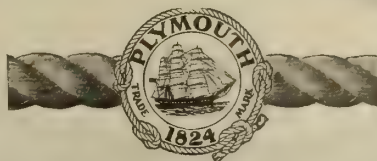
NORTH PLYMOUTH, MASS.

WELLAND, CANADA

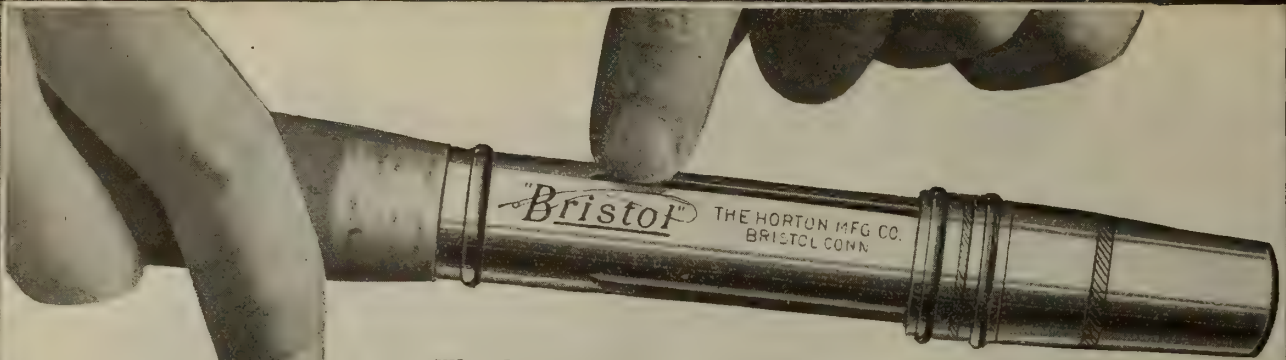
INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA

CANADIAN AGENTS



If interested, tear out this page and keep with letters to be answered.



The biggest sale maker for all kinds of fishing tackle is the "Bristol" Rod (38 different models) with its far-reaching national advertising. The advertising occupies the frontispiece page of every big sporting journal in the United States and Canada. Show your customers the "Bristol" trade-mark on the reel seat of the rod and you will find them already two-thirds sold by the "Bristol" advertising.

We are making the sale for the rod which makes the sale for your whole storeful of fishing tackle. Let us pull together.

We now make the celebrated Meek and Blue Grass Reels in our factory at Bristol which represents the AAA mark of efficiency in every detail of scientific manufacture.

Every "Bristol" Rod is guaranteed three years. Make it strong to your customers. For terms, dealer helps, etc., write to

The Horton Manufacturing Co., 302 Horton St., Bristol, Conn.

Also manufacturers of the famous Meek and Blue Grass Reels

Pacific Coast Branch—Phil. B. Bekeart Co., 717 Market St., San Francisco, California



Did you ever notice somebody starting a conversation in a low voice with the two words, "They say"? The moment you hear it, you know it is gossip, scandal and most likely a lie, but when you hear everyone saying that HARRIS HEAVY PRESSURE is the Best Babbitt Metal they can use for all general machinery bearings, isn't it about time to believe it?

**WE MANUFACTURE
BABBITT, SOLDER, LEAD PIPE,
SHEET LEAD**

**AND HAVE
EVERYTHING FOR THE
PLUMBER**

THE CANADA METAL CO., LIMITED

Montreal

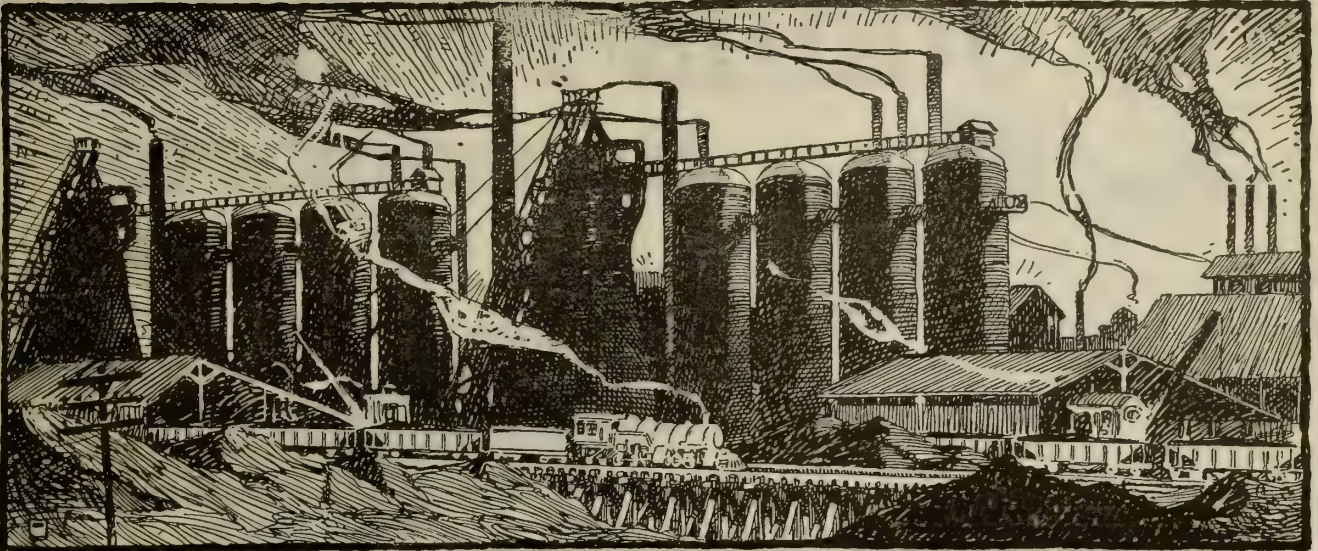
Hamilton

TORONTO

Winnipeg

Vancouver

If interested, tear out this page and keep with letters to be answered.



LITTLE WORDS WITH BIG MEANING

Quality

According to "Webster," Quality is "an excellence of character; natural superiority."

Service

Webster's definition of "Service" is; "The performance of labor for the benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

THE
STEEL COMPANY
OF

CANADA

MONTREAL LIMITED HAMILTON

Pig Iron,
Steel & Iron Bars,
Horse Shoes,
Steel and Iron Products.

Steel Billets,
Track Spikes &
Bolts, Forgings, Wire
of every description.

If interested, tear out this page and keep with letters to be answered.



Johns-Manville

Speedometer

for FORD Cars

FITS ANY OPEN MODEL

Automobile bodies differ in width, and instrument boards of fixed length are applicable to one type only. The Johns-Manville instrument board, supplied with the Johns-Manville Speedometer, provides for width variations by an ingenious adjustable end bracket.

The new Johns-Manville Speedometer is made up with black dial and large, clear WHITE figures and pointer. Speed range, 0 to 60 miles. New 10,000-mile-total odometer with exceptionally large figures. Instrument Board is of wood, finished in dull black, with Johns-Manville Speedometer flush mounted. The instrument board of wood makes easy the application of other accessories, such as lighting and starting switches, clocks, carburetor controls, etc.

TO THE TRADE: Sold strictly on a jobber-dealer basis—generous discounts, uniform and rigidly maintained regardless of size of order. Ask the nearest Johns-Manville Branch for details of this sales policy designed for your protection.

The CANADIAN H. W. JOHNS-MANVILLE Co.

MONTREAL TORONTO VANCOUVER WINNIPEG

\$13.25

The Adjustable Bracket

Slots in each end of board permit lengthening or shortening, and by adjusting movable steel lugs you can fasten board to the shield-strip bolt and windshield brace casting. All mounted in a few minutes.



Keep your
rooms warm
and your
tempers cool

—
AVOID DRAFTS

You can rely
upon the

"BRITON"

to keep them
out

—
"Britons"
keep the door
of the world

Made only by

**WM. NEWMAN
& SONS, LTD.**

BIRMINGHAM

The reliance
that can be
placed in a

"BRITON"

should be your
reason for
recommend-
ation

—
Particulars of
this and of our
other Door
Checks of all
kinds from

**FREDERIC SARA
& COMPANY**

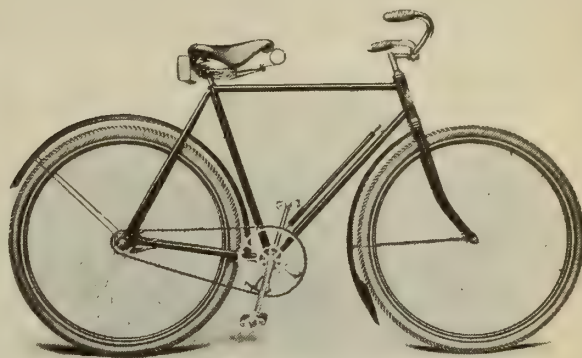
326 Ninth Ave. West
CALGARY, ALTA.

If interested, tear out this page and keep with letters to be answered.

To Hardware Dealers :

The prospective outlook in the Bicycle business for 1917 shows that there will be a very great number of Bicycles sold during this season—a substantial increase even over last year. Will YOU get YOUR share of this business? The Hardware

Store is the logical place to buy Bicycles and Bicycle Supplies. If you carry



Hyslop Diamond.

Hyslop Bicycles and Hyslop Bicycle Tires and Supplies

you *will* get your share and you will always have satisfied customers.

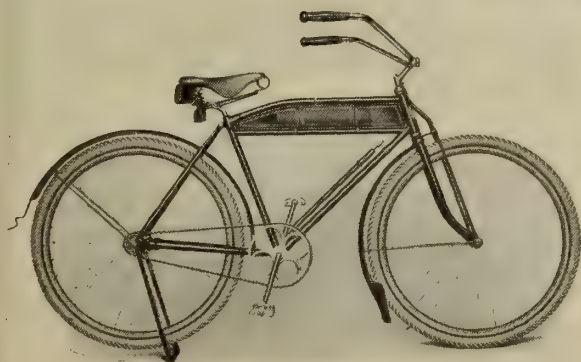
HYSLOP BICYCLES have been made in Canada for 28 years; the construction is sturdy, the finish is beautiful; they are easy riding and of high quality.

SEVEN NEW MODELS FOR 1917.

ORDER IMMEDIATELY AND BE PREPARED FOR THIS
SEASON'S DEMAND

We Can Give Prompt Shipment to Orders Placed Now.

Wholesale Only



Hyslop Motobike.

HYSLOP BROS.
LIMITED

**Shuter and Victoria Sts.
TORONTO**

If interested, tear out this page and keep with letters to be answered.



Look For and Buy,
when you see this
Trade-Mark.

CRESCENT PLOW SHARES

"The Best Share for Every Plow"

Made in soft centre and crucible steels, this Plow Share is better finished than the originals and practically fits every plow in Canada.

Made in Over 600 Patterns.

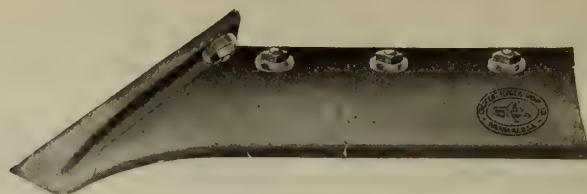
The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes.

GUARANTEE.—Should any share prove defective in fit, material or workmanship, it will be cheerfully replaced free of charge.

Write Ackland's for latest list and prices. Place your order now.

Sold in Western Canada

D. Ackland & Sons, Limited
WINNIPEG, MAN.



Reverse side of Regular Style Share. Note the wide REINFORCED POINT and WELD.



Crescent Engine Gang Shares. Fitted and Bolted.
Unequaled for Power Outfits.

MANUFACTURED BY THE

Crescent Forge & Shovel Co.

HAVANA, ILLS., U.S.A.

BE READY

**MOTORISTS WILL WANT THE
NORTH STAR No. 6 IGNITION
BATTERY.**

With the passing of winter comes the motor car activity. Motorists everywhere are preparing for the out-of-door season—they will need Ignition Batteries, and of course they will want the "North Star No. 6."

Be ready with the supply. North Star Dry Battery is safe to sell—always dependable—full powered—super-excellent—the battery that breeds satisfaction.

Get a supply from your jobber now. Reputation behind the goods—long service ahead of them.

CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA

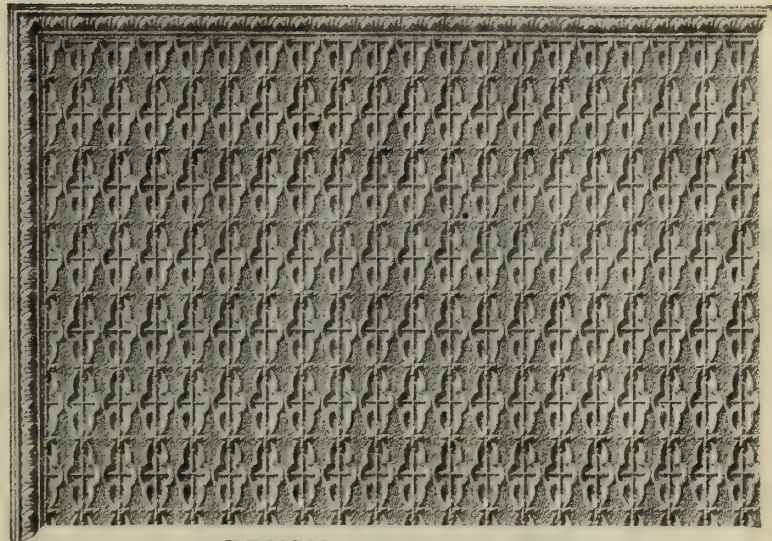
"Quality **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

YOUR CUSTOMERS WANT THEM

"M-R-Co." Ceiling and Wall Plates are everlasting, beautiful, fire-proof, sanitary and economical. No other finish for wall or ceiling is in their class.

Send to-day for illustrated selling helps.



DESIGN REGISTERED 1912

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

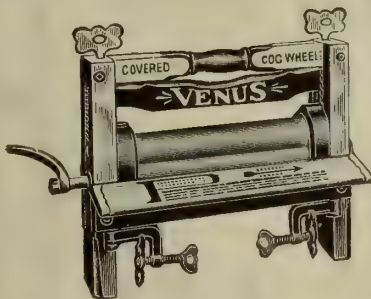
Have You Seen This Line
of



← **ARROW** →
BRAND

Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—

Complete trade information on request.

CUMMER-DOWSWELL

LIMITED

HAMILTON

CANADA

Mr Dealer:
What hinders you

from getting a FREE Counter Display of

MENDETS
A PATENT PATCH

from your wholesaler?

Put one of these containers on your counter. MENDETS will do its own selling and bring you profit. It is the simplest repairing utility on the market for mending GRANITEWARE, HOT WATER BAGS and all leaky cooking vessels, without the use of heat, solder, cement or rivet. So simple a child can do it.



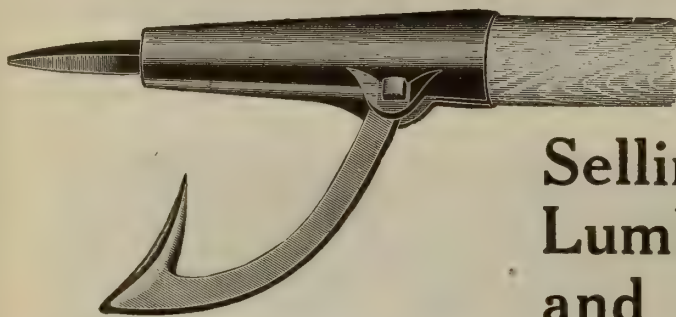
Get a free container from your wholesaler to-day.

The following wholesale hardware merchants sell Mendets:
Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P. E. I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mathers Ltd., Vancouver, B.C.; Crowell Bros., Halifax, Nova Scotia; Caverhill, Learmont & Co., Montreal.

Collette Mfg. Company
Collingwood, Ont., Canada

If interested, tear out this page and keep with letters to be answered.

STAPLE STOCK AND SEASONABLE SPECIALTIES



START NOW

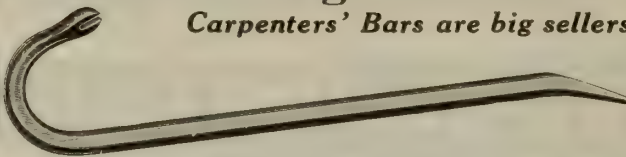
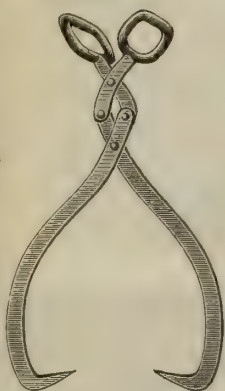
**Selling Soo Line
Lumbering Tools
and Sager Axes**



Now Listen

If Hemlock logs are cut near your place they peel tan bark—it's June and July they use Bark Spuds—You know when ice tongs are used and if you don't stock them the day they are wanted the other fellow gets the business.

Carpenters' Bars are big sellers now—If your jobbers can't supply phone or wire us



Can. Warren Axe & Tool Co.
ST. CATHARINES, ONT. Limited

"From Ore to Finished Product"

WIRE NAILS

All Standard and Special Gauges.

**Dominion Iron & Steel
Company, Ltd.**

Sydney, N.S.

Montreal, Que.

Nail Wire, Rivet Wire, Oiled and
Annealed Wire, Galvanized Wires,
Plain, Barbed and Coiled Spring.

QUICK SHIPMENT—a complete stock
available at MONTREAL and SYDNEY.

If interested, tear out this page and keep with letters to be answered.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
 28 Gauge, 26 or 28 inch Barrel
 .45 Caliber, 26 inch Barrel
 .44 Caliber, 26 inch Barrel
 .410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply

Harrington & Richardson Arms Company

715 Park Avenue

Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

"Star Spiral" and "Hercules"

Two Favorite Brands of

SASH CORD

Jobbers keep well supplied with these two brands of sash cord. They find it necessary—these are favorite brands and big orders have to be filled promptly.

**Hercules
Brand**

**Star Spiral
Brand**

This is moderately priced sash cord and is much used for general purposes. It is sold in large quantities and gives satisfaction. It is incomparable in price, and this factor, coupled with its utility, make it a big seller. Put in a big stock of this easy-selling cord.

You'll know this brand by the blue spiral strand running through the cord. There is not a better grade of Sash Cord in the market. It is made of a high quality Cotton with great tensile strength.

Dealers should recommend Star Spiral for use with extra heavy sash.

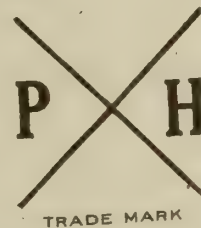
**JOBBERS ALWAYS CARRY
BIG STOCKS**

Made in Canada

All New Files look very much alike

BUT

to the discerning buyer



Quality Files soon appeal because of the service they give. Cutting and wearing qualities are absolutely guaranteed. They are right because they are

"Made for Craftsmen—by Craftsmen."

**PORT HOPE FILE MFG., COMPANY
Limited**

PORT HOPE, ONTARIO

"Ask Your Jobber"

If interested, tear out this page and keep with letters to be answered.

JENKINS BROS.' Type "K" BRASS GATE VALVES

MADE IN CANADA

Only the WEAR and TEAR of HARD, CONTINUOUS SERVICE is the TRUE TEST of a VALVE.

EFFICIENCY, under the most exacting conditions, has PLACED and KEPT TYPE "K" GATE VALVES in thousands of up - to - the - minute POWER PLANTS.

Their design is graceful, the metal is evenly distributed so as to insure rigidity and strength, preventing distortion due to strain or shock, and are of the DOUBLE WEDGE type.

Unlike Valves with a solid wedge, the Discs in the TYPE "K" VALVE will not jam in the Valve body, for the first movement of the Spindle loosens the Discs and the guides in the body remove them from the seat-faces.

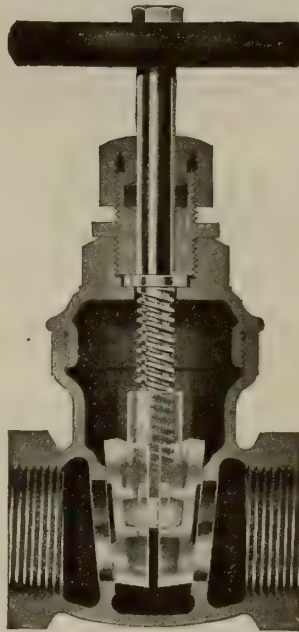


Fig. 300. Type "K" Brass Gate Valve. Screwed. (Sectional View)

Write for Catalogue No. 8.

TYPE "K" GATE VALVES are a "TRIED" VALVE.

In SERVICE they have PROVEN themselves to be WITHOUT an EQUAL.

They are not sold for trial or testing purposes, but to stand hard, continuous work.

GUARANTEED against defects in MATERIAL or WORKMANSHIP and in other respects carrying the usual JENKINS BROS.' GUARANTEE OF SERVICE and SATISFACTION.

Registered and approved for use in the Provinces by the Departments of Public Works.

JENKINS BROS., Limited



103 St Remi Street
MONTREAL

Sells at a Low Price Brings Quick Returns

The market has waited for a low-priced reliable refrigerator suitable for the moderate home. You have it in

The "FROST KING" All Metal Refrigerator

This refrigerator is a great boon to the small home, the city flat and the summer cottage. Give it a prominent display and your sales will bring you quick returns and a nice profit.

Order to-day from your jobber—or write us direct

Soren Bros.
Toronto, Ont.



Standard Tube & Fence Co., Ltd.

Manufacturers of

STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes $\frac{3}{8}$ " to 2", 14 to 20 Gauge.

Galvanized Wire and Woven Wire Fencing.

Steel Tube Fence Posts, Farm Gates, etc.

WOODSTOCK

ONTARIO

More Dollars

You can make "Dollars Grow" out of your *spare time*. Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.

If interested, tear out this page and keep with letters to be answered.

UNIFORMITY

When you buy a gallon of Polarine in Nova Scotia it is identical with a gallon of Polarine bought in British Columbia, because Polarine is made at one refinery, from one crude oil.



is the standardized motor lubricant. That is why it is in daily use in a majority of the motor cars in Canada.

Polarine is supplied in two grades (Polarine and Polarine Heavy) and the line also includes Polarine Greases and Transmission Lubricants. It will be advertised this year more heavily than ever before in newspapers, motoring magazines and farm papers from coast to coast.

The modern hardware dealer has discovered a profitable and steadily increasing trade in motoring supplies and accessories. As a result many hardware dealers have found a profitable source of income in handling Polarine.

The Imperial Oil Company offers the hardware dealer an exceptionally good money-making opportunity. By handling Polarine you are enabled to make 33 1-3% or more profit, depending on the quantity you sell.

Make a bid for the motor car business in your territory. Make your occasional customers regular customers by furnishing them with Polarine and thus stimulate your entire motor accessory business.

Write us at 56 Church Street, Toronto, for full information. We shall answer by return mail.

The **IMPERIAL OIL COMPANY** Limited
BRANCHES IN ALL CITIES



Quick Delivery Service

During the Spring and early Summer season, stocks frequently become depleted and rush Sorting Orders are sent to manufacturers. That is where our unequalled facilities for a quick delivery service prove very helpful to the trade. Our twenty-eight service branches make the quickest kind of service possible. If you have not proved that fact, put us to the test for anything you need in rubber.

FOR THE HARDWARE TRADE WE HAVE

Lawn Hose	Narrow Gauge Belting	Rubber Aprons
Garden Hose	Solid Rubber Bumpers	Fruit Jar Rings

Write our nearest branch.

Canadian Consolidated Rubber Co. Limited

Head Office ~~225-235-245-255~~ Montreal

Service Branches: Halifax, St. John, Moncton, Quebec, Ottawa, Toronto, Hamilton, Brantford, London, Kitchener, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Edmonton, Vancouver, Victoria.

“I have entered a new world”

“**P**ERHAPS I had to reach my fortieth year to waken up. But whether or not that is the explanation, I have entered a new world of interest and advantage. I read daily newspapers, of course, but I now read THE FINANCIAL POST, and I am frank to say that this weekly newspaper has given me a new consciousness—a new horizon. It has admitted me to a brand new world.”

So spoke an ordinary man—perhaps an average man; a retailer. He was concerned for half a life-time with the things of his daily life, and felt small impulse to become acquainted with a wider, richer realm—the world that bankers, financiers and big business men live in. He did not see that the world of these men was also his world.

By chance, as it were, he became acquainted with

The Financial Post Of Canada

So his worlds of interest and knowledge were enlarged and his capacity and desire for the kind of news and information provided by THE FINANCIAL POST were enlarged.

The \$3.00 a year that it costs him to subscribe to THE POST counts for nothing; what does count is the growing bigness of this man—growth at \$3.00 a year!

NO matter what your age or business, THE FINANCIAL POST is for you—to enrich your mind, to deepen your thinking, to broaden your field of knowledge and endeavor.

THE FINANCIAL POST OF CANADA1917
143-153 University Avenue, Toronto.

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper I will remit \$3.00 to pay for my subscription on receipt of bill.

Name

Address



Have You Seen the New KEYSTONE Metal Case Stapled Broom

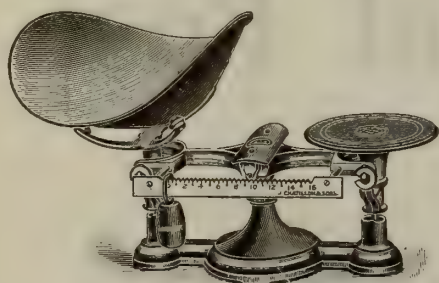
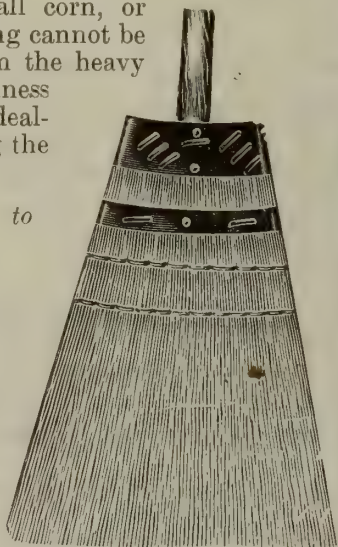
It is standing up fine under the hardest kind of treatment in factories, warehouses and railroad yards. The sturdy all corn, or corn and bamboo filling cannot be pulled or broken from the heavy maple handle and business is booming for our dealers. Are you stocking the line?

Write for prices, etc., to

**Stevens-Hepner
Co., Limited**

Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.



A Scale for Every Customer

With every sale a profit to you and satisfaction to the purchaser.

Since 1835 we have been making a complete line of scales second to none.

Scales for every purpose in every style and capacity—strong, durable and accurate.

They will bear the most critical government inspection.

It is profitable to handle a line which renders such satisfaction and, moreover, our prices are right.

Ask your jobber about Chatillon Products or write for illustrated catalogue, prices and details.

JOHN CHATILLON & SONS

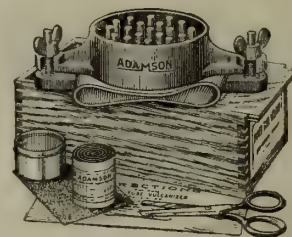
85 Cliff Street

New York City

ADAMSON

Model "T" (1)
FOR INNER TUBES
ONLY

No cement or acid is used, the repair gum is placed on the tube according to directions. The Vulcanizer is supplied by simply clamping it centrally over the repair gum and tube as illustrated. To vulcanize the repair, one ounce of gasoline is placed into the vulcanizer and ignited.



IT'S QUICK

A complete outfit, with repair gum, ready for instant use.

Model "T" Mailing weight 4 lbs. \$2.00

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

Adamson Manufacturing Co.
Hamilton, Canada

PEERLESS PERFECTION

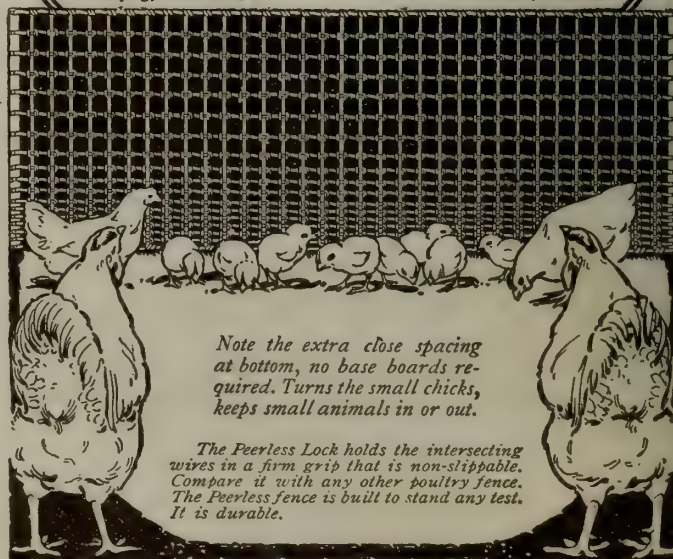
The fencing upon which you can build a reputation and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

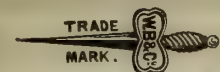
THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Manitoba Hamilton, Ontario



Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

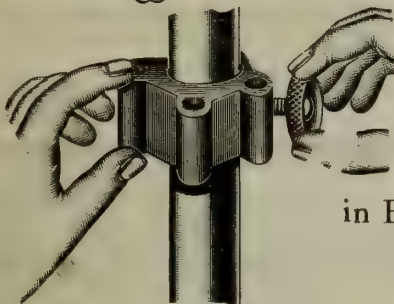
The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

If interested, tear out this page and keep with letters to be answered.



WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM

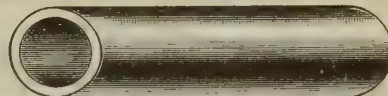


Patent Grip-Tight Socket

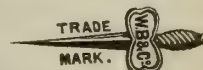
Specialists in
TUBES

Seamless, Brazed
Iron-cased Mould-
ings, Beadings, Rolled Metals
in Brass, Copper, German Silver, and other Metals.

GENERAL BRASSFOUNDERS
SHOP WINDOW FITTINGS MANUFACTURERS



Over 1000
different sections



IF IT'S GLASS

Or Anything in Builders' Supplies, Write Us First

WE BUY RIGHT, AND CAN, THEREFORE, SELL RIGHT

LET US QUOTE ON ANY OF THE FOLLOWING :

Polished Plate Glass

Beveled Glass

Window Glass

Windshield Glass

Fancy Glass

Polished Wired Glass

Wired Glass

Art Glass

Prismatic Glass

Mirrors

Metal Store Fronts (Kawneer)

Cements

Lime

Plasters

Building Paper

Corrugated Iron

Shingles and Siding (Metal)

Ruberoid Roofings

Mantels and Tile

Ceramic Tile

Wall Tile

Herringbone Metal Lath

Master Builders' Compound

Pudlo

Table and Counter Tops for Restaurants and Ice Cream Parlors

SASKATCHEWAN GLASS & SUPPLY
COMPANY, LIMITED
MOOSE JAW



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue .

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal
and Electricity. Andirons, Fenders, Fire Sets
in Brass, Wrought and Cast Iron. Tile for
Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



EVEREADY

DAYLOS

We are the Leading Distributors

and make a specialty of efficient service and prompt deliveries from complete stock. Write for catalogs and discounts to

SPIELMANN AGENCIES

REG'D. MONTREAL

READ BLDG.

Improved Patent Flush
Handle

CHESTERMAN'S

MEASURING TAPES

Linen, Metallic and Steel



For Prices, Catalogues, etc., apply to

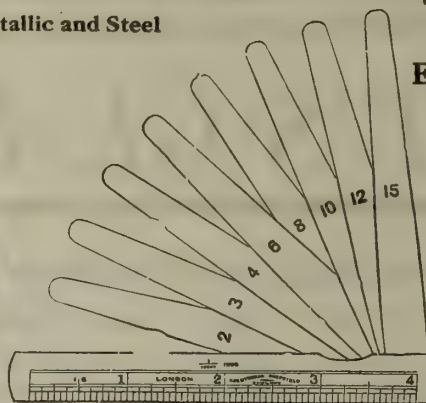
F. H. SCOTT, 404 Coristine Bldg., Montreal

TRADE MARKS



TREBLE

Engineers'
Small
Tools



Steel Feeler Gauge

Steel
Rules,
Gauges,
etc.



CHICAGO

TRADE MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO



NEW YORK

CLEVELAND GRINDSTONES

TRADE MARK

This Trade- Mark

identifies the GENUINE, insures highest quality and protects the dealer and customer who specifies

"CLEVELAND GRINDSTONES"

We are equipped to supply the largest demand for grindstones with the only GENUINE Berea and Huron stones.

Keep your stock moving by carrying "CLEVELAND GRINDSTONES."

Look for this Trade-Mark on every stone.



The Cleveland Stone Co.

LEADER-NEWS BLDG.

CLEVELAND, OHIO

If interested, tear out this page and keep with letters to be answered.

USED THE WORLD OVER



MADE IN CANADA

This Line of Babbitt Metal
Has a World-wide Reputation
For Quality and Uniformity

YOU WILL BUILD UP A
BETTER AND BIGGER
BABBITT BUSINESS BY
RECOMMENDING THIS
LINE TO YOUR CUS-
TOMERS.

**Large Stocks
Prompt Shipments**

Ask your jobber for particulars.

Atlas Metal & Alloys Co. of Canada, Limited

Office: 49 Common Street, Montreal

Works: Riverside Street, Montreal

"HENDRYX" BREEDING CAGES

A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and blue trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.

No. 86S Japanned, 17¼ in. long, 8¾ in. wide, 13¼ in. high.

No. 86 Japanned, 20 in. long, 10 in. wide, 14 in. high.

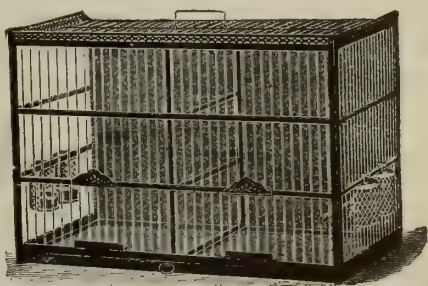
No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.

No. 22 Japanned, 24¼ in. long, 12¼ in. wide, 16¼ in. high.

No. 113 Japanned, 26¼ in. long, 10 in. wide, 13¾ in. high.

The Andrew B. Hendryx Company

NEW HAVEN, CONN.





**Iron and Wood Pumps for Every
Purpose. Big Stock Assures Prompt Delivery of Orders**

Largest manufacturers of pumps in Western Canada.
Complete stock at both Brandon and Calgary.
Alberta dealers order from Calgary—Manitoba and
Saskatchewan dealers order from Brandon.

Extensive manufacturing enables us to make the
best pumps at lowest price. We also make gasoline
and kerosine engines, windmills, feed grinders, roller
crushers, pump jacks, etc.

Write to Brandon for catalog.

MANITOBA ENGINES, LIMITED

BRANDON, MAN. AND CALGARY, ALTA.

If interested, tear out this page and keep with letters to be answered.



Get our prices on GLASS for WINDSHIELDS and HEAD-LIGHTS

(Prompt Delivery Guaranteed)

There'll be dozens of minor auto accidents this summer where windshields and head-lights come to grief.

Be prepared for this business. Let your customers know you can supply their needs.

When sending orders, enclose paper pattern exact size required to avoid delay.

Write for price list.

EXCELSIOR PLATE GLASS CO.

Glass Importers and Mirror Manufacturers

189 QUEEN STREET EAST,

TORONTO

MENOMINEE FANS



8-inch Universal Type

(Runs on A.C. or D.C.)

Rigid and Oscillating Types.

IMMEDIATE SHIPMENT

Write for prices

FACTORY PRODUCTS LIMITED

220 King St. West, Toronto, Ontario.

Once Tried, Always Used

When people find out how easily they can clean water-closet bowls with *Sani-Flush*, they become regular users.

Sani-Flush



keeps the bowl snowy white and free from odor. No dipping of water or scouring is required.

Remind each customer whose home is equipped with plumbing to take a tin of *Sani-Flush* home and try it. After you once get it into the home, you will have a steady customer for *Sani-Flush*.

HAROLD F. RITCHIE & CO., LTD.

10-12-14 McCaul Street, Toronto, Ontario

WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things.

FENCE and POULTRY
NETTING STAPLES

WIRE

Bright, annealed, coppered stove pipe,
liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED

HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.
H. E. O. BULL, Montreal, Que.
HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

If interested, tear out this page and keep with letters to be answered.



THERE'S no need to stand out in the rain and hold the doors open for the entrance of the car if they are equipped with a pair of

STANLEY Garage Door Holders 1774

When the doors are thrown open they will catch automatically and remain locked in place until a pull on the chain of each Holder leaves them free to close.

Everyone in your town who owns a garage or is building one, should buy a pair of Stanley Garage Door Holders from you.

In weekly and monthly publications, garage builders, architects and contractors are being told of the advantages of the Door Holder and other Stanley Garage Hardware. To reap the benefit of this advertising, you should let it be known that your store is local headquarters for the Stanley line.

How you may do this at a minimum expense to you is set forth in the booklet, "Selling More Stanley Garage Hardware." Send for it to-day.

The Stanley Works

NEW BRITAIN

CONN., U.S.A.

Canadian Representatives:

A. MacFarlane & Co., Coristine Building, Montreal

"To Sell Files You Must Know Them"

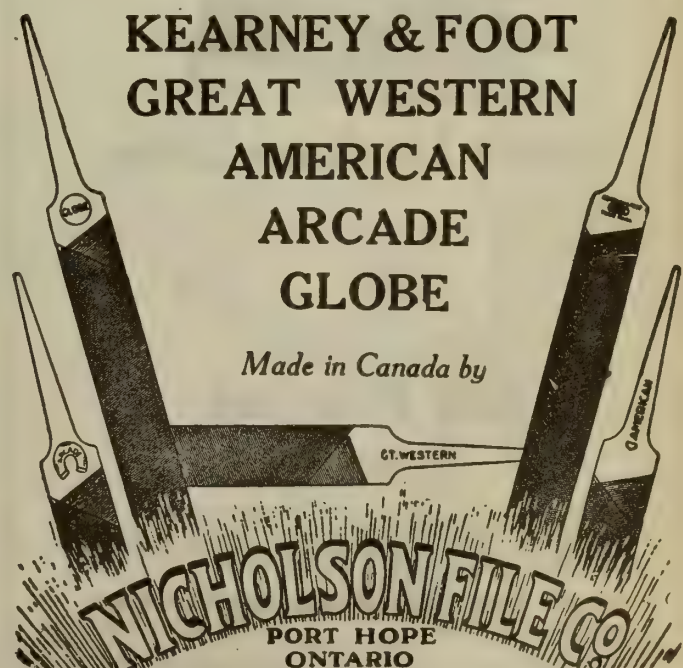
We were impressed when reading this sentence recently.

The truth of it explains why some hardwaremen hold their tool trade against all comers.

They know the good qualities of every tool they handle.

To them "Famous Five" Files bristle with good points (figuratively as well as literally). They will tell you of their fine balance; of the hardness of the steel and the accuracy and sharpness of their teeth. The advice of these men is absolutely sound in regard to the best file to use for a job.

We are proud of the fact that all such hardwaremen sell "Famous Five" Files. They know them. Specify them when ordering.



If interested, tear out this page and keep with letters to be answered.



"IDEAL" FENCE

is sold to the farmer

"THROUGH THE DEALER ONLY"

If you have not ordered your FARM FENCE for spring, you will be interested in our new

"IDEAL" SPECIAL SALES PLAN

which allows you to compete with "Mail-Order Houses." No investment—no handling—no collections—you make a profit on every sale.

Full particulars sent on request.

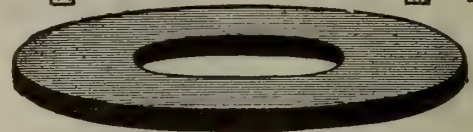
The McGREGOR-BANWELL FENCE CO., Ltd.
WALKERVILLE, ONT.

Wrought and Steel Plate WASHERS

OF ALL
DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.



Speed Up Your Sales

with the iron that pleases women wherever shown. You get your money back quickly and there's a big profit for you handling the

Royal
**Self Heating
Iron**

For fourteen years it has been the same dependable Iron, selling stronger each year. Over 850,000 users now testify to its merits. Write us for complete information and name of nearest Canadian jobber who can supply you.

Royal Iron Manufacturing Company
600 Wayne Street Big Prairie, Ohio

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

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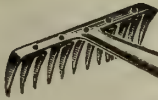
GARDEN TOOLS

Established
in 1803

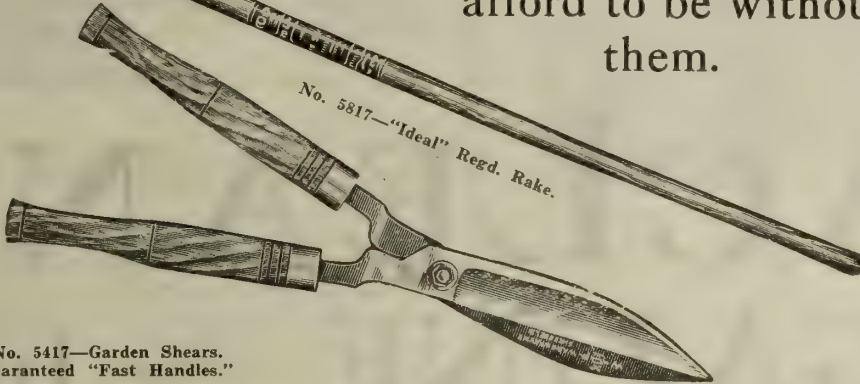
The reputation of these tools is
such that no live dealer can
afford to be without
them.



No. 5574—Weed Fork



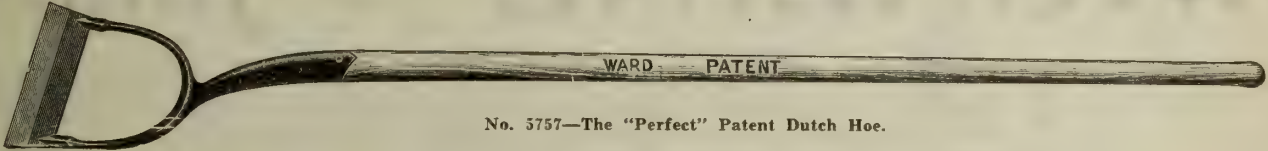
No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears.
Guaranteed "Fast Handles."



No. 5552—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

"EASY MONEY"

SELLING THE

PULL-EASY

ADJUSTABLE GARDEN CULTIVATOR

There's going to be an extra big call for garden tools. People who never turned their hand to the rake and the hoe before are going to cultivate this year to meet the high cost of living. They will be looking for the best implements. Then it behooves the dealer to stock up with

Pull-Easy Adjustable Garden Cultivators

There's a lot of "Easy Money" to be made selling it. It sells on sight. It does the work easier and more thoroughly than the ordinary rake or hoe, and as to adjusting it is simplicity itself. Cultivates any width from 7 to 18 inches. Makes a pleasure of work.

If you are not selling them now, ask your jobber. If he can't supply you, write to factory.

Send for our special spring dealer's proposition



The Pull-Easy Mfg., Co.

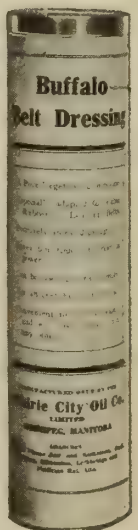
136 Barstow St. - Waukesha, Wis.

Canadian Agents: John B. Keeble & Co. 53 Yonge St. Toronto

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited

WINNIPEG, MANITOBA

If interested, tear out this page and keep with letters to be answered.

Oil in the Arctic

CANADA possesses enough petroleum to last the world for a thousand years. This oil is found on the Mackenzie River — in the Arctic region. The discovery was made two years ago by Dr. T. O. Bosworth, who reported the story of his "find" to the Dominion Government, but it is only now that the people of Canada have given them the story of a national asset of momentous importance. The tar sands north of Athabasca and Great Slave Lake become oil fields of incalculable value near the mouth of the Mackenzie. Read this story, told by Dr. Bosworth himself, of Canada's and the Empire's exhaustless oil fields in

MACLEAN'S MAGAZINE *for June*

THEN have regard for the following highly interesting special articles and features of the June MACLEAN'S, always keeping in mind that they are by Canadians for Canadians—and so belong by right to MACLEAN'S MAGAZINE, whose elect purpose is to advance the development of Canadian writers and Canadian literature, and to make the Canadian people—the best of them—better informed concerning their own land and their distinguished sons and daughters.

Balfour at Washington

and the war preparations of the United States, by Agnes C. Laut. An interpretation of Balfour's mission to America as it relates to the Allies' cause and to the unifying of the great Anglo-Saxon peoples into an organized power for the conservation and development of human liberty and the rights of the common people.

William T. Dewart

A Character Sketch

The romantic and inspiring story of a Canadian—a member of a well-known Ontario family—who is now general manager of the Munsey publications in New York. The story is exceedingly well told by a remarkable man—Erman J. Ridgeway, himself a publisher of brilliant record.

Putting Pep into Parliament

The idea is that the work and proceedings of Parliament should be simplified and speeded up. Parliament is becoming more and more of a business institution and less and less a place for oratory. The work of Canada is too important and too vast to permit of elocution and casuistry and wire-pulling. H. F. Gadsby, a writer with any amount of "pep" himself, is the man who pleads that Pep should be put into Parliament.

Sunshine in Mariposa

By Stephen Leacock

The second instalment of his play whose setting and incidents are found in Ontario, Leacock's birthplace. Rich humor, and revealing Canada's premier humorous writer in a new phase of his astounding versatility.

James B. Hendryx

continues "The Gun Brand." This is a romance of the Canadian Northland. An adventurous and ambitious girl teaches school in Athabasca, and in her journeyings thither and in her life and work later on, there are incidents and experiences and developments laden with thrills. A fine story which can be satisfactorily begun in the June MACLEAN'S.

Sir Gilbert Parker

contributes "At Lake O'Calling." This is a Canadian story—about the building of a railroad for Empire business. A romantic tangle gives the story zest and shows Sir Gilbert's art finely. Probably his best story ever appearing in MACLEAN'S MAGAZINE

A. C. Allenson

contributes "June Comes Back." A very beautiful June bride story—about June Summers, a charming young woman.

Arthur Beverly Baxter

contributes "The Man Who Scoffed." A war story—and good war stories at this time have great appeal. We all want to know more about the life our glorious Canadian boys are living in these epochal days. Romance mingles itself with death and tragedy.

Hopkins Moorhouse

contributes "The Herald Angel." One of his fine Andy Doolin stories—a story of the days of the forty-niners with their lawlessness and enriching labors. A story of valor and primitive passions in freest exercise.

Records of Success

This is a feature department of MACLEAN'S given over to sketches of interesting Canadian men and women who have accomplished things.

Review of Reviews

A department tremendously well liked by every MACLEAN'S MAGAZINE reader, for here are found condensations of many articles of surpassing interest appearing in other magazines. So do readers keep themselves informed concerning what is best and most vital in current thought and life.

SO you have evidence of just how much worth-while MACLEAN'S MAGAZINE is—how admirably it is doing its chosen work and realizing its own purposes; which are to give the Canadian people a magazine dominantly and usefully Canadian, and which will satisfy from beginning to end.

At all News-dealers, 15 cents



The Renfrew

Household
Scale

Capacity
 $\frac{1}{2}$ oz. to 30 lbs.

Capture This Ripe Business!

Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is guaranteed accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

TERRY'S

Assorted Boxes, High-Grade

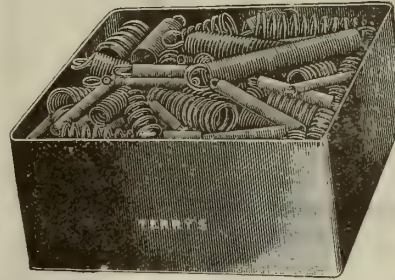
SPRINGS

—assorted for emergencies. In garage or repair shop—as stand-by boxes, they are very profitable time and delay savers.

—order samples—they are of best quality.

**Herbert
Terry & Sons
Ltd.**

The Spring & Press
Work Specialists
REDDITCH, ENGLAND
*Established 1855
and entirely British*



274—ONE gross assorted high-grade springs of all kinds — just the thing for the repair shop.

36/- each; half box 18/- +10% and subject.

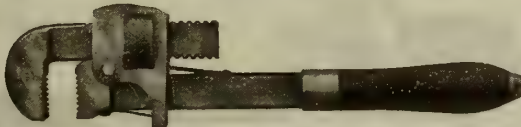
216—THREE dozen assorted medium size, high-grade EXPANSION springs. 5/- each +10% and subject.

466—SIX dozen assorted, high grade, small Expansion Springs for coils, magnets, etc. 6/6 each +10% and subject.



THE "W & B" LINE OF SCREW WRENCHES MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



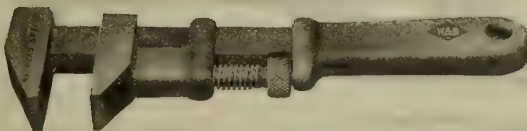
"W & B" Wood Handle Grips, Length open 6 to 14 inches.



"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 86 on request.

Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.



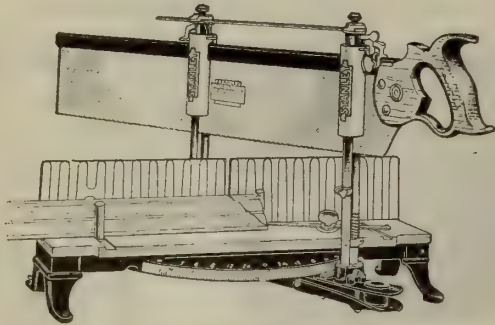
Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company
ST. CATHARINES, ESTABLISHED 61 YEARS ONTARIO

If interested, tear out this page and keep with letters to be answered.

**Stanley
Tools**



Stanley Mitre Boxes

Every mechanic that visits your store would be interested in a STANLEY MITRE BOX.

They are strong, durable and accurate, and have a number of striking features that appeal to those who handle tools.

Special circular upon request.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Ask Us For Wrapping Papers

10,000 Rolls and Reams

and

Twines

Very large assortment.

Walter Woods & Co.
Hamilton and Winnipeg

**OFFICIAL
AWARD
RIBBON**



**PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915**

Charles H. Smith
PRESIDENT

John G. Barker
PRESIDENT OF THE SUPERIOR

John G. Barker
DIRECTOR OF EXHIBITS

John G. Barker
DIRECTOR OF EXHIBITS

John G. Barker
DIRECTOR OF EXHIBITS

**MEDAL
OF
HONOR**

DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Charles H. Smith
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG
NO. 55.

**TRIMONT
MFG. CO.**

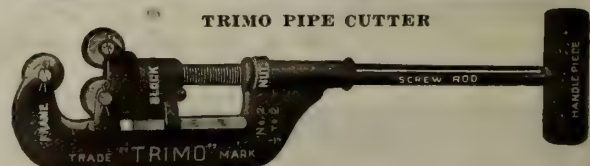
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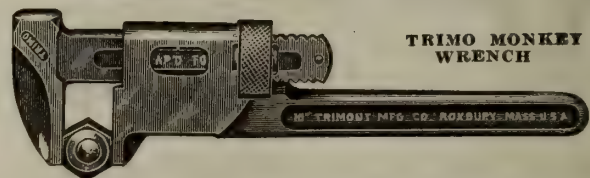
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WOOD HANDLE



TRIMO PIPE WRENCH
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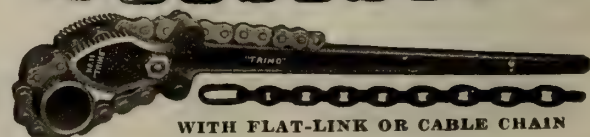
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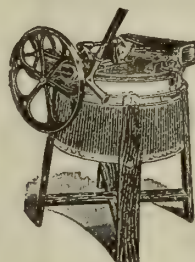
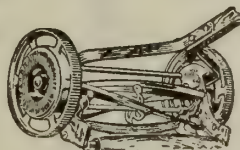
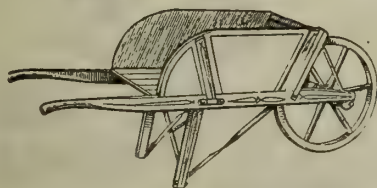
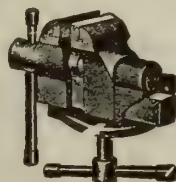


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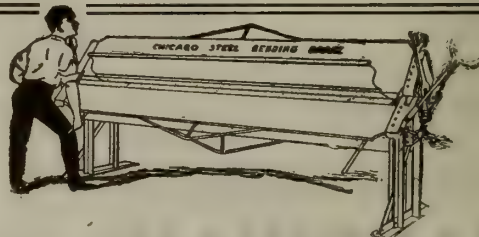
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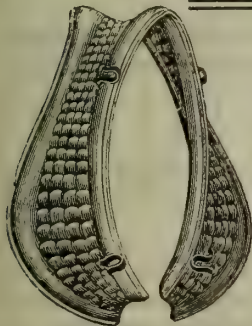
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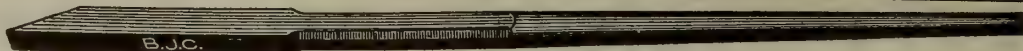
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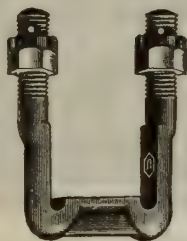
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You know the Dominion quality—the result of a knowledge of requirements and an ability to not only live up to them, but to keep the product perfect in shooting qualities. You know the Dominion service — complete stocks with all jobbers.

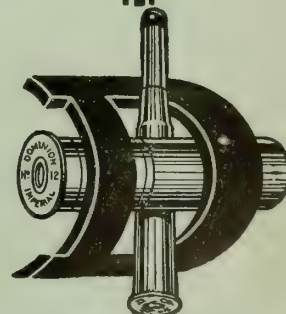


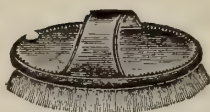
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in your stock make larger sales of ammunition possible. There is a good profit in renting traps to your customers. Write us for prices and booklet.

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120 St. James Street
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Two Hundred Successful Merchants are using Hardware and Metal's Advertising Electros.



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SWIFT CURRENT SASH Sept. 20, 1916.

Messrs,
Hardware and Metal,
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Gentlemen:-

We beg to acknowledge receipt of your
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and for which we thank you.

We are now using about fifty of these
with good results.

Yours truly,

THE W.W. COOPER COMPANY Limited.

P/H.

per. P.

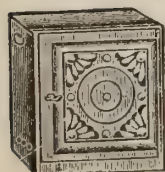
Since we announced HARDWARE AND METAL'S Electro Service about a year ago,
nearly 200 subscribers have availed themselves of the opportunity to secure cuts for
their local advertising at low cost.

The letter from The W. W. Cooper Company, reproduced above, is only one of many
which we have received from merchants who have had good results from using these cuts.

You can have equally good results from a judicious selection of electros combined with
good "copy." Write now for free proof sheets showing our complete assortment of
hardware electros. They cost only 20 cents each, and they will open up big possibilities
for expanding your sales.

HARDWARE AND METAL

143-153 University Avenue, Toronto, Ontario



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX.

TORONTO, MAY 19, 1917

No. 20

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CHIEF OFFICES:

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"QUEEN'S HEAD WEAR"

or

"QUEEN'S HEAD" SATISFACTION

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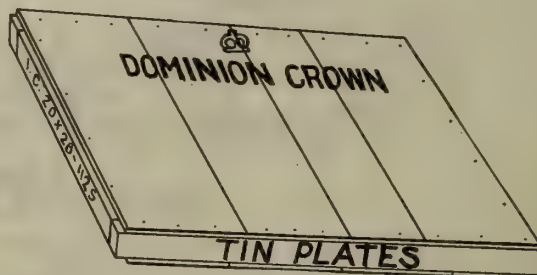
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High-Grade Quality

Extra Heavily Tinned

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FOR BETTER WALLS & CEILINGS

How Lath and Plaster Sells Beaver Board

Every wall that cracks makes a customer for you.

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Beaver Board, like all real improvements, is winning on its merits. When you think that it has all the good qualities of lath and plaster and in addition it is warmer in winter and cooler in summer, cannot crack, warp or bulge, you will realize the enormous possibilities for profitable business.

Don't take our word for it. Dealers throughout the Dominion know these things from experience. They will be glad to tell you and we'll gladly send you their names.

THE BEAVER COMPANY, LIMITED

415 Wall Street, Beaverdale, Ottawa, Can.

Plants at Ottawa and Thorold, Ont.



Retailers Oppose Govt. Competition

Not Satisfied With Saskatchewan Premier's Attitude — Should Mail Order Houses be Taxed—Retailers Oppose Knowles Bill—Dissention Over Half Holiday.

AMONG many important subjects discussed at the fifth annual convention of the Saskatchewan Retail Merchants' Association was one of more than usual interest dealing with the Grain Growers' Association, who are endeavoring to transfer their trading operations to the Saskatchewan Co-operative Elevator Co. The retailers strongly object to this change on the ground that, as the Government is guaranteeing the bonds of the Saskatchewan Co-operative Elevator Co., the retailers of Saskatchewan would be in the position of competing with their own Government. An attempt was made during the convention to get Premier Martin to the convention, so that he could hear the

retailers' side of the question. The Premier, however, wired that he was unable to attend.

Many of the subjects which are usually discussed at retail merchants' conventions came up again and received more than usual attention. The wholesalers came in for criticism for selling goods direct to the consumer, but there was a marked disposition on the part of many members to avoid this subject on the ground that if the complainants were to investigate more thoroughly, they would find that the wholesalers were not to blame. Mr. Evans, president of the association, urged members not to mention wholesalers by name, as it was unfair.

Other subjects discussed were: ad-

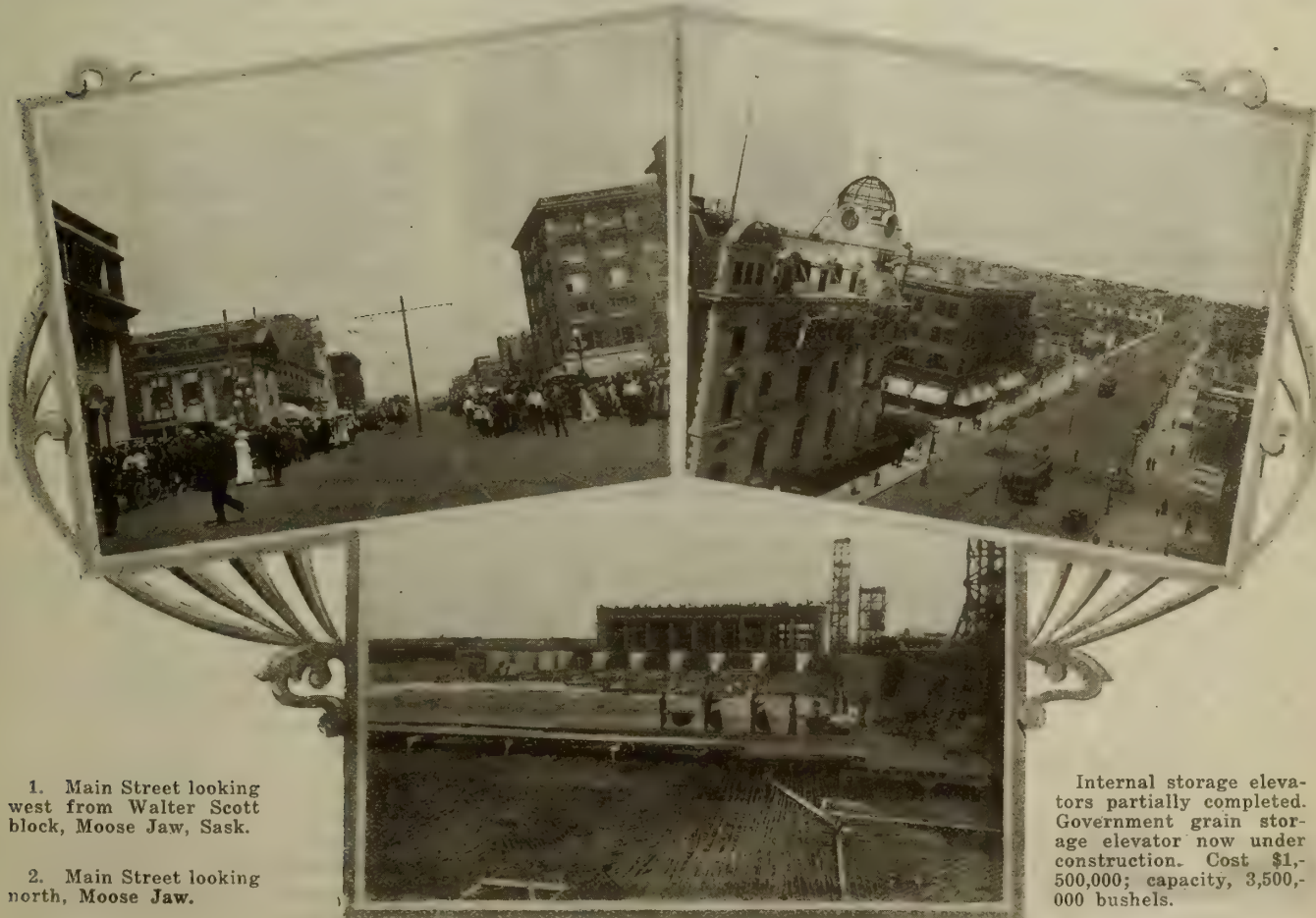
vance cartage charges, taxing mail order houses, price maintenance, half-day holiday, coupons, etc.

The report which follows deals particularly with discussions on retailers' problems which occurred throughout the convention.

Reports of the president and secretary are also given, and in these reports are outlined the activities of the association since the last convention.

WHAT DOES F.O.B. MEAN ?

A. H. Wensley, Borden, Sask., started the discussion by asking what was meant by f.o.b. He stated that his wholesalers



1. Main Street looking west from Walter Scott block, Moose Jaw, Sask.

2. Main Street looking north, Moose Jaw.

Internal storage elevators partially completed. Government grain storage elevator now under construction. Cost \$1,500,000; capacity, 3,500,000 bushels.

quoted him f.o.b. Winnipeg or Saskatoon, and then charged him f.o.b. warehouse. Was it right for them to collect advance cartage charges?

Mr. Hamilton, traffic manager of the association, replied, stating that the question was a trifle out of his province. When a shipper quoted f.o.b., he meant "free on board the place where he was quoting from." The railway had nothing to do with this extra charge, and any advance charges represented money paid to some one; it might be the wholesaler, shipper, or dray man, for taking the goods to the station. As the money had been paid, the wholesaler must get it back again.

Mr. Wensley—"Then f.o.b. means nothing, and they are fooling us?"

Mr. Hamilton—"Yes, it is misleading."

Mr. Wensley—"The charges are nearly as much as freight. I found on a shipment of 100 lbs. an advance charge of 23c. Is there a minimum charge?"

Mr. Hamilton—"Yes, 20c."

An Old Question

A. A. Evans, president—"This matter was gone into three years ago. Do you want to go into it again?"

A Member—"The question being asked is, what does f.o.b. mean, on cars or dray?"

A discussion was brought about at this point by Mr. Moncrieff, of Glenavon, drawing attention of the convention to the fact that a great many merchants do not have scales big enough to weigh large shipments, and as wholesalers never put the weight on bills of lading, transportation companies put it on the high side. "I have had shipments lately two and three pounds over the correct weight," he said. "I think if in cases where we deal with Eastern houses, say in Toronto, we would ask them to weigh their shipments, it would save us money. I have saved as much as ten dollars in two or three shipments lately."

Mr. Hamilton drew attention to a concrete case. Recently he checked over five hundred freight bills for a Regina man, and he understood that the dealer had weighed the goods himself. There were 14 bills corrected on account of over-weight, resulting in a total saving of \$36.10. Mr. Hamilton himself found a further error of \$22.

S. D. McMicken drew attention to the fact that the tare of cars was often inaccurate, and sometimes as much as 3,000 lbs. too small. This was caused through dirt in the car, or snow in winter.

President Interrupts Again

Mr. Evans again drew attention to the fact that this matter had been threshed out three years ago, and it had been decided that each individual member should try to have these advance charges removed.

Some one asked if it was not a fact that the executive took this matter up and fell down on it.

Mr. Mabee, ex-president, stated that it was perfectly true that members had been asked to make their own efforts to get this charge removed. It was an outrage, and they should not stand for it.

He said: "Mrs. Jones orders a pound of tea from your store, and she will soon kick if it is not delivered very quickly. And you do not charge her anything for delivery. Why should you pay the wholesaler for delivering a much larger bill of goods?"

Suggests Drastic Measures

Mr. Rannard (Provincial President of Manitoba)—"I am opposed to these cartage charges. In unity there is strength, and you should not leave it to the individual. If this convention will pass a resolution that on a certain date, you in Saskatchewan will refuse to pay these charges, we will have it go through our convention in Manitoba next June. If we take that stand together, we will break its back."

Mr. Wensley, of Borden, moved that the executive be authorized to go into the matter and have these advance cartage charges eliminated. Mr. Robins, Kindersly, moved an amendment that the executive instruct wholesalers that



A. A. Evans, Outlook, Sask.,
President-Elect.

after July 1 they will pay no advance charges. Mr. Wensley then withdrew his motion, as Mr. Robins' covered the matter more fully.

There was a feeling then that the convention was going a little too far, and this feeling was voiced by R. A. Magee, Wolseley. He expressed a wish to have the resolution handed to the executive, who would consider it. Mr. McMicken was afraid that if they insisted on the wholesalers withdrawing this charge of four cents, that it would indirectly be raised to twenty-five cents. Eventually a motion to the effect that the executive go into this matter fully with a view to having charges eliminated, was carried.

DISSATISFACTION WITH PREMIER'S ATTITUDE

A resolution was put forward to the effect that the convention express its strong disapproval of the Grain Growers'

Association being allowed to transfer its trading operations to the Saskatchewan Co-operative Elevator Co. The ground for this objection was that the Elevator Co. would thus be competing with the retail merchant, and as 85 per cent. of their bonds were guaranteed by the Saskatchewan Government, the retailers would thus be competing with the Government to whom they were paying taxes.

Mr. Wensley, Borden—"The Grain Growers deserve credit; they have done a lot of good for this country. The Retail Merchants' Association has done a lot of good, too, and we would be sorry to prejudice the interests of the Grain Growers; but if they are going into the retail business, they have got to put up their own money. We merchants have helped to finance the Saskatchewan Co-operative Elevator Co. by paying our taxes."

C. Williams, Moose Jaw—"I have heard it said by a good many people that once they go into the retail business it will sound the death knell of the Grain Growers' Association, but do not let us wait for them to get started."

Mr. Williams told the convention that he believed that they would be running a chain of stores throughout the province.

W. E. Paynter, Tantallon—"They have no thought of building a chain of stores; it would be impossible for a big company like that to get managers to run their stores unless they made managers out of the retail merchants."

M. O. Houses Sell Wire Cheaper

Mr. Paynter at this point started in to tell the convention how he had increased his turnover \$9,000 by making friends with the farmer instead of antagonizing him, especially when it came to the question of dealing with mail order houses. "Why," he asked, "not let the farmers buy barbed wire from the mail order houses when it costs us fifteen cents more per spool wholesale than the mail order house can sell?"

He told of a dealer who came to him and asked him what he was charging for barbed wire. He told him that he could sell him at \$4.40 in 10-spool lots. He was sure the M.O.H. could not beat that. However the man wanted to pay \$4.20, but as Mr. Paynter had paid \$4.10 wholesale f.o.b. Winnipeg, he could not sell it for \$4.20. The man said he was very anxious to buy from Mr. Paynter, but his neighbors were buying it from the M.O.H. at a lower figure than that. The man asked Mr. Paynter to write to the M.O.H. himself. The reply came back that by paying cash and taking it in 20 spool lots, they would quote \$3.65. Mr. Paynter told the convention that he would not be an ostrich and bury his head in the ground, but just told the man to send his order to the M.O.H. It was not long before the M.O.H. was compelled to put up their price.

As for the Elevator Co., he wished to say that he put his money into it, and the shares had paid him better money than his store. As for the Government guaranteeing bonds of Saskatchewan Co-operative Elevator Co., was it not a fact that the Government guaranteed

the bonds of the railway companies? Why not get after the Government for helping the railway companies and thus try to solve their transportation problems.

Fighting the M. O. H.

Mr. Paynter continued to get away from the subject of the Elevator Co., and said that he did not care if the M.O.H. sent their catalogues to Tantallon in car loads. He encouraged his customers to come in and discuss the matter with him, and he was having considerable success. He thought they should be careful what they were doing to oppose the Co-operative Elevator Co. because if they antagonize their own customers, they were only hurting themselves. Mr. Paynter having spoken for considerable time, Mr. Robins rose and suggested that speeches be limited to five minutes, which motion was seconded.

Grain Growers at Variance

Getting back to the question of the Elevator Co., Mr. Maybee drew attention to the fact that even the Grain Growers themselves were at variance on this question. He suggested that they telephone Premier Martin to come to the convention, and be on the platform where he could hear what the merchants had to say about this matter.

Mr. Hutchinson.—“It was only recently that we saw the Government and they agreed that it was not fair for the Elevator Co. to take over these trading operations, at the same time we have correspondence with the Premier which side-tracks the issue.”

Over \$30,000,000 on Books

Mr. Evans, the president, was very strongly in favor of going to the Government and having this matter threshed out. He stated the retail merchants of the province had credit on their books of over thirty million dollars, and they must show the Government that they were not a bunch of pin-headed merchants. The Grain Growers had been allowed to handle big stuff, and had failed. Now they wanted to hand over the operations to a bigger company with considerable credit backing. The Grain Growers were their friends, but they objected to them getting anything that the retailers could not get.

Lesser of Two Evils

Mr. Hutchinson.—“Years ago we felt that the Government was subsidizing this business, so we went to the Government, and they told us that there was no connection between the Elevator Co. and the trading company, and never would be, yet in three years they were trying to make a change. Three weeks ago I saw the Hon. Mr. Dunning, who admitted it was unfair, but he said it was the lesser of two evils. He meant that if the Grain Growers' Association did not link up with the Elevator Co., they would do so with the Grain Growers' Grain Co., of Manitoba. We do not see that this would be any worse, as the Manitoba company are doing all the harm they can now.”

At this point a Liberal commenced attacking the Saskatchewan Government (which is also Liberal), saying that when

it came to politics, they would do anything they liked. Mr. McMicken, interrupting, said that as they were getting into politics, it was time they adjourned for lunch.

It was decided to wire the Premier.

TAKING A CRACK AT THE WHOLESALE

At every Retail Merchants' convention it is customary for somebody to start a discussion as to why and whether wholesalers should sell to people other than retail merchants. The ball was started rolling at this convention by a member who asked: “Is there anything to prevent a wholesale house selling to anyone but a merchant?”

The question seemed rather vague, and it came somewhat as a shock to the meeting. However, the shock was soon absorbed, and complaints began to pour in freely. This member explained what

OFFICERS ELECTED 1917-1918

Saskatchewan Branch, R. M. A.
President.—A. A. Evans, Outlook, Sask. (Re-elected.)

First Vice-Pres.—H. D. Macpherson, Regina, Sask. (Re-elected.)

Second Vice-Pres.—J. L. S. Hutchinson, Saskatoon, Sask.
Treasurer.—J. J. Polson, Regina, Sask.

Secretary.—F. E. Raymond, Saskatoon, Sask. (Re-elected).

he meant by telling the conference that a well-digger in his district, who was a foreigner, had been buying pipe from a Winnipeg jobber at a price cheaper than he ought to get it. He had also bought half a car of furniture from another Winnipeg wholesaler, and was peddling it through the province where his well-digging operations carried him, 75 miles from town. Over that big area he was selling furniture. If he would keep to his well-digging, said the merchant, it would not be so bad.

Talking of well-digging, reminded A. E. Jones, Milestone, that there was a well-digger in his district who had told him that he could buy pipe at a very low figure. Mr. Jones investigated, and found that the pipe was coming from a Winnipeg wholesale house. On further investigation, however, he found that the pipe was being bought from a local hardware dealer, who was making only a very small commission, thus the jobber was in no way to blame.

This brought A. Kindred, Glenavon, to his feet in defence of the wholesaler, saying that he knew of a case where a consumer wrote to one of the above wholesale houses, and asked them to supply him with goods. The reply came back that the consumer could only buy

these goods through the regular channel, i.e., through the retail merchant. Mr. Kindred further stated that he always found this a reliable wholesale house, and they would probably find that the first mentioned well-digger was getting his pipe in a roundabout way.

Protecting the Jobber

Mr. Evans, president of the Association, interrupted here, and asked the members to refrain from mentioning jobbers' names.

S. D. McMicken said he thought that members who had trouble of this nature, should write the jobber first and find out what was what, before spreading broadcast stories of this kind.

W. Gunn, Kincaid, told of cases he had come across where he was given to understand that jobbers were selling consumers, and on writing the jobbers, received a letter of thanks, with the assurance that it would be stopped.

Mr. Raymond, provincial secretary, told the convention that he was continually having cases of this kind brought to his attention, and he did not know of one single instance where the matter had not been remedied. Regarding the well-digger who was selling furniture, he wished to state that he should have a provincial license costing \$25, and if there was a by-law in the municipality where he was selling making it necessary to have a further license, he should have one, otherwise he was liable.

The merchant from Wiseton, who laid the complaint regarding the furniture, remarked that the sooner the provincial license cost twenty-five hundred dollars, the better.

Mr. Raymond said that it had been suggested that the cost of the license be raised to two hundred dollars.

IS IT RIGHT TO TAX MAIL ORDER HOUSES?

IT was natural that while the convention was talking about peddlers' licenses that some one should raise the question of taxing the mail order houses.

W. T. Bennett asked what the Manitoba Government had done about taxing the mail order houses.

Mr. Montgomery, a member from Manitoba, stated that they had been putting the cart before the horse. They approached the Manitoba Government in the wrong way, “and got it in the neck.”

J. A. Curle, secretary, R. M. A., Manitoba.—“If there was a mistake made; it was I who was to blame, as I was continually pushing for a tax on the M. O. H. I lacked tact. I had been dealing in real estate (laughter). I had also been studying taxation, and you cannot spend 10 years studying a subject and not know something about it. But we approached the Government in the wrong way; that is, we stated bluntly what we thought was right, and the solicitors for the M. O. H. went to the Government with arguments to the effect that if they taxed the M.O.H. it would raise the cost of living. When you run up against a stone wall, the best thing is to run along the

top and around the corner to get there; thus, we have changed our tactics."

Mr. Curle proceeded to tell what had been done in this connection in the state of Wisconsin as well as in the city of Winnipeg. What he said in this connection was greatly enjoyed and listened to intently by the convention. When he sat down, Mr. C. Williams, Moose Jaw, moved that the Saskatchewan executive work in conjunction with the executive in Manitoba on tax matters. W. T. Bennett seconded the motion.

Mr. Paynter—"I would like to second that motion."

Mr. Evans—"It is already seconded."

Mr. Paynter—"Then I will move an amendment." (Laughter).

The amendment motion agreed to was to the effect that the executives of the two provinces endeavor to bring about a better and more equitable system of taxation.

RETAILERS CAN COMPETE WITH M.O. HOUSE

MR. JONES, of the Moose Mountain Hardware Co., started a discussion by telling what his stores were doing towards securing cash business. He spoke as follows: "I would like an expression of opinion as to what are the best methods for inducing cash business. This subject reminds me of a jug of milk where the cream rises to the top. The cream is the cash business, and the M. O. H. is getting the cream. In our stores we have made an attempt to go after cash business. We have a list of customers tributary to the store, classified as A.1—first-class customers, who pay cash, or whose credit is good. Next come those who are good for a limited amount of credit. Thirdly, there are those to whom we cannot give credit, but from whom we want cash business. We make a practice of sending advertising matter to these customers frequently. Why let the M. O. H. do all the advertising? In our family there were six boys, and the boy who got the jug of milk first, got the cream. When we found this, we got into the habit of stirring the milk with a spoon so that we all got some. In our business we should be stirring things and helping one another to get some of the cream.

"You can go through your stock and you will find that there are certain items that you can sell as cheaply as the M. O. H. You can let customers know of these things by putting prices on your advertising. We tell the customer that on these lines our price is the same f.o.b. Arcola as the catalogue houses are quoting f.o.b. Winnipeg. There are some lines like O'Cedar mops, on which prices are fixed, and the M. O. H. can sell no cheaper than you."

Mr. McMicken. — "Regarding fixed prices, this is unlawful; we have a resolution dealing with that very matter."

Mr. Jones—"That was simply an example: there must be hundreds of articles in our stores which we can sell as cheaply as the M. O. H."

R. C. Finley, Kincaid.—"We are following these methods, too, and they are bringing good results. You will notice that the M. O. H. feature their own brand of goods, and are building up a good trade on them. You have lots of lines which are nationally advertised and which you know are absolutely good. Let your farmers know about them, and you will get them to the store. If you tell them these things they see that you are taking an interest in them."

At this point, S. D. McMicken rose to tell the convention a M.O.H. story, and as the genial president of the Moose Jaw association is a splendid story-teller, everybody was attention. He told of a farmer who was in hard circumstances, and whom the speaker, in his big heart, carried from one fall to another. In the second year, the farmer had a good crop,



F. E. Raymond,
Secretary Saskatchewan R.M.A.

and he came to the store and said: "I have got the money, Mac, but I want to send it to Timothy Eaton for some clothes." To which Mr. McMicken replied, "You give me the money, and send your gall to Timothy Eaton's, and see what you will get for it."

DOUBT AS TO THE MEANING OF THE KNOWLES BILL

WHAT Mr. McMicken had said regarding fixed prices being illegal, came as a shock to many members. For instance, S. Schwanz, Rocanville, asked if the price of lines like Ostermoor mattresses were not fixed.

John Gregory asked if a manufacturer, in cases where a merchant had contracted to sell at a price, would not have an action against the merchant if he sold for less.

Mr. Curle.—"No. He can refuse to supply you with further goods."

It was decided that the best thing would be for the secretary to read the

Order-in-Council and thus settle matters. Whereupon Mr. Raymond proceeded to read it through; but before he had read very far, someone suggested that it be published in the association organ. At this point it was decided to adjourn for lunch. When the afternoon session opened, a start was made with a resolution on price maintenance. It read as follows:—

The Resolution

"Whereas, the problem of distribution of all commodities of life is based upon the desire of consumers to be supplied at any time with whatever they require, at the nearest possible point and at the lowest possible price, and

"Whereas, to comply with that desire, and to supply the needs of the consumers, the wholesale and retail trade of Canada have specially equipped themselves with the necessary facilities for that purpose, and through their close proximity to both large and small centres of population, they are therefore in a position to give a more efficient, more economic, and a cheaper service than can be given through any other method, and

"Whereas, in order to develop and improve the present system of distribution which has been developed through years of practical experience, it has been found necessary from time to time for manufacturers, wholesalers and retailers to consult together with the object of adopting general rules and regulations, which they have found have produced the best results for the entire trade, as well as for the consumers generally, and

"Whereas, on Nov. 10, 1916, the members of the Dominion Cabinet at Ottawa passed an order in Council which they declare makes it illegal for any manufacturer to place upon any article a fixed price at which said article may be sold, either to the wholesale or retail trade or to the consumer, whether the said price be reasonable or unreasonable. By taking this action, it therefore abolishes all former customs of trade, and it destroys all regulations which in the past have had a tendency to lower the cost of living, and

"Whereas, such action on the part of the Dominion Government, in our opinion, on their part, shows a lack of the proper knowledge of commercial matters, and under all these circumstances, we believe it to be utterly unjustifiable:

"Be it therefore resolved:—

"First, that members of the Saskatchewan branch of the Provincial Board of Retail Merchants' Association of Canada, do hereby endorse the action of the Dominion Board of our Association in asking that the Order-in-Council passed on November 10, 1916, in which the Government has declared that the right to sell any article at a fixed price by the manufacturer, wholesaler and retailer, is illegal, be repealed.

"Second, that Bill No. 21, introduced by W. E. Knowles, M.P. for Moose Jaw, at the present session of the Dominion House and which will have same effect on the trade as the Order-in-Council above referred to, be strongly opposed,

"Third, that we heartily endorse the recommendation of the Dominion Board of our Association wherein they have asked the Dominion Government to establish an "Inland Trade Commission" so that all matters pertaining to the welfare of the inland trade of Canada, both of the manufacturers and the wholesalers, the retailer and the consumer, can come under this jurisdiction, in the same manner in which all matters pertaining to railways now come under the jurisdiction of the Dominion Railway Commission."

The above resolution was originally framed in Ontario, and the president told the convention that Mr. Trowern, Dom. Sec., was simply expressing the feeling of Eastern provinces, and what was good for them was good for the West.

S. D. Micken stated that he believed that the idea embodied in the Knowles Bill came from Moose Jaw, and he had it on good authority that the bill was being pushed by the mail order houses. If they were able to sell lower, they could draw the attention of the public to the fact that they were selling these lines cheaper than the retail merchant. He had seen business sent to a mail order house because they were selling a spool of cotton for ten cents, whereas the local dealer was charging twenty cents.

The resolution was carried after very little discussion.

DISSENSION OVER HALF HOLIDAY

A resolution came before the convention to the effect that members urge an amendment to the City Act, which would allow a town or village council to grant a half holiday once a week, when this was demanded by three-quarters of the merchants in that town.

Mr. Robins opposed the resolution, claiming that it would cause trouble having their clerks running after the city council for a half holiday.

J. Polson, Regina, the father of the resolution, said he thought it would be best to explain why this resolution had been put forward. Last year they asked for a half holiday in Regina and got it; this year they would like the same, but were unable to get in on account of the City Act, which had recently been passed. He said this movement was not begun by the clerks, although he reminded members that by giving a half holiday to their help, they would be much better off.

C. Williams, Moose Jaw, supported the resolution and stated that the clerks in Moose Jaw, were forming an association. In Manchester, England, where he came from, this system worked splendidly. They had inspectors who went around to the stores on holidays and fined those who were open. They also saw that employees got an hour for lunch. It was better to give clerks a holiday than for them to take it off with headaches.

Mr. Hutchinson, Saskatoon, asked whether such a movement would be in the best interests of the agricultural community. In July and August farmers were very busy, and it would make it

very hard for them if unable to buy from the stores.

Mr. Monterieff, Glenavon, drew attention to the hardships a half holiday worked in his community, where 95 per cent. of his business was with farmers. If a farmer broke his implement and had to come to town, he was not very pleased if he found the stores all closed. It was then that he sent his orders to the M. O. H. He thought that the system would work well in the cities, but not so well in the country.

Eventually the resolution carried.

NOTES ON THE CONVENTION

BEFORE the convention had proceeded a day, some members seemed of the opinion that a mistake had been made in not allowing the Moose Jaw daily newspapers to have representatives present. There is a tendency for the daily papers to pounce on the sensational part



J. L. Hutchinson, Saskatoon, Sask.,
Second Vice-President.

of a convention, and to avoid the routine business. For this reason they often give the public a wrong impression. However, it seems that the public got an even worse impression, because it was rumored about town that the retailers had met for the purpose of boosting prices (foolish ideas the public get sometimes.)

* * *

Half way through the convention, the daily newspaper men were admitted. It was pointed out by a number of speakers that the average daily newspaper man was willing to exclude anything from his report on request, and if there was anything they did not wish to appear in the local papers, they could discuss it in secret session. There is no doubt about it that the Moose Jaw papers were surprised at being excluded by the R. M. A. executive.

* * *

Anent this, an amusing story is told. A young man named Kell was in charge of the door, and any newspaper man gaining admittance had to secure a pass from him. The story is told that someone in the newspaper office called up one of the executive to ask permission for a reporter to be present, and was told to

go to Kell. The telephone message was misunderstood, which accounts for the dissatisfaction in the newspaper office.

* * *

The Western manager of McClary Mfg. Co. was in Moose Jaw during the convention, and left a lot of little things behind him. A special little earthenware vessel had been made as a souvenir, bearing McClary's compliments.

* * *

H. O. Roberts, Minneapolis, secretary Minnesota Hardware Dealers' Association, who addressed the convention on "Cash vs. Credits," received a royal reception when he entered the hall on Wednesday. Three cheers were given for our new Ally. Wm. Harris, of Minneapolis, who was to address the convention, was unable to be present.

VISITORS AT CONVENTION

The following are among those who attended the Convention:— H. B. SAWGLE, Kerrobert, Sask.; W. D. Robias, Kindersley; A. McConnell, J. H. Ryland, Keystone; H. M. Bolton, Kelhier; R. C. Finley, W. Gunn, Kincaid; Wm. T. Bennett, Lewvan; Roy R. Elder, Lang; H. B. Hall, Lloydminster; F. E. Olson, Lebert; C. C. Panner, Langham; C. W. Ross, Disley; M. Marks, R. R. West, Elbow; R. E. Witzke, Expanse, W. H. Cunningham, forward; A. Hill, Francis; R. I. Eidsness, Gladman; A. G. Monterieff, Glenavon; T. H. Loughheed, Glenside; A. Kindred, Glenavon; J. H. Spense, Guernsey; L. E. Maxwell, Grand Coulee; B. F. Box, Grey; J. F. Finik, D. Brownstone, Herbert; O. W. Dixon, Herne; E. J. Carlisle, W. E. Clothier, W. J. Binning, Indian Head; A. A. Dickson, Irma; M. R. McMillan, Alyn Edwards, H. R. Manwaring, S. Whitaker, O. C. Johnston, E. P. Rae, Jas. Fonger, Brier-croft; D. H. Chamberlain, Bryant; A. Barn, Leo H. Shearer, Chapler; Russell Reid, Cloan; B. Forsyth, Carlyle; J. Morgan, Delisle; J. E. Park, Dummel; J. A. Anderson, W. L. Sanborn, Drinkwater.

John Gregory, and Jos. S. Dart, Weston; J. J. Morrison, S. J. Hawkins, W. J. Beaton, H. E. New, C. Williams, H. A. Davidson, S. D. McMicken, J. J. Witheral, J. W. Hanley, F. H. Scott, W. F. Marshall, all of Moose Jaw; A. McIntyre, F. T. Maltby, R. H. Thorburn, A. E. Jones, and W. Miller, of Milestone; W. D. McDaughton and W. M. McLean, Moss Bank; W. Ronby, Macoun; T. A. Beacock and T. W. McGregor, Mortlach; B. Scovici, Neudorf; A. A. Evans, J. H. Nockworth, F. S. Reid, and C. J. Rollefson, of Outlook; H. S. Andrew, Pangman; O. B. Manville, Prince Albert; W. H. Birt, Pense; S. K. Cryde, Prussia; A. W. Murdison, G. D. Raymond, W. Hirdson, J. J. Polson, H. D. MacPherson, Regina; H. W. Dautzier and J. Z. Heringan, Rush Lake; R. Johnson, J. H. Circo and S. H. James, Rouleau; S. Schawanz and H. McLeod, Rocanville; D. A. Miller and A. B. Phillips, Rosetown; J. K. Williams, N. L. Green, F. R. Findlay, Price Hughes, A. L. Wheatley, Fred Barber, F. X. Kusch, J. A. Kain, J. A. Smeed, H. R. Hunking, C. W. Hansford, W. W. Armstrong, J. R. Young, of Regina; J. C. Nichol, Radisson; F. Betts, Saskatoon; F. C. Raymond and F. E. Hamilton, Saskatoon; Roy T. Lowther, Tuxford; A. Lamb, Tate; John P. Klein, Truax; J. A. Schmidt, W. A. Lorson, Tilnev; W. E. Paynter, Tantallon; H. J. Kempton, Weyburn; W. E. Lower, Willows; J. H. Weihe, Waldeck; N. R. Brown, Wieston; M. H. Shaw, Ino. J. Hastie, A. C. Wieman, Webb; J. T. Scott, Willow Bunch; R. Widmore, Wilcox; R. A. Magee, Wolseley; Geo. E. Elsev; F. J. Baldwin, Asquith; N. C. Wells and A. W. Wallace, Aylesbury; E. S. Ard, Antelgse; D. B. Jones, Arcola; T. A. Easson, Avonlea; W. P. Ball, D. McA. Ross, Assiniboia; W. Wood, Alameda; W. F. Youngbleed, Arcola; A. Aitchison, Amulet; F. J. James, Beadle; A. H. Wensley, F. Schaffer and W. L. McQuarrie, Broden, and D. C. Deckworth, Bounty.

President Says Knowles' Bill Dangerous

Objects to Tactics of Grain Growers—Warm Discussions at Dominion Board Meeting—What Association Has Accomplished During Past Year.

FOLLOWING is the address of President A. A. Evans, of Outlook Saskatchewan:

"What have we done?" is a question that you as members of the Retail Merchants' Association of this Province have a right to ask of us who have been in office for the last twelve months. It is only right and fair that everyone should give an account of his stewardship lest the Master should say that "thou shalt be no longer steward." It would be a difficult matter for me to give you in a short space of time a detailed report of the work of your Executive for the past year, but I will endeavor to give you a few headings so that you may know some of the things we have been in touch with.

Following our Convention in Regina a year ago, we immediately made arrangements for the present staff in our Head Office for another year and shortly after this arrangements were made for the removal of the office to the Canadian Building, where larger and better offices could be obtained at a more reasonable rent. A Traffic Department was added to the office with H. E. Hamilton in charge.

We waited upon the representatives of the Government, asking for further legislation in the interests of our Association such as the Renewal of Executions, Government Employees being exempt from Garnishment, Amendment to 519 Rules of Court, Amendment to the Bulk Sales Act, Amendment to the Hawkers' and Pedlars' Act, Registration of all Leases. To all of these requests the Honourable Mr. Calder and Mr. Turgeon gave us their patient hearing and promised that these things would have the careful consideration of the Executive Council. Just how much has been accomplished in these matters, I could not report to you to-day for the reason that I have not seen the Amended Statutes of 1917, which I believe is not out of the hands of the King's Printer as yet.

Re "Renewal of Executions." We asked that the necessity for renewing an execution every two years be done away with and that after it was once registered it be allowed to stand until the judgment is satisfied.

Re "Government Employees being Exempt from Garnishment." As the law stands at present a permanent employee or one appointed by the Lieutenant-Governor in Council, is open to garnishment, while a temporary employee is not. The ministers were strongly opposed to permanent employees being garnished, stating that they had lost some of their best men through this privilege being allowed, which affected the Public Service, and they were strongly inclined to remove this privilege and make all employees exempt from garnishment as is the case in connection with the Dominion Government. They look upon Government employees as being servants of the people—including retail merchants—and this being the case felt that the Public Service should not be hampered in this way, as it has been in the past.

Re "Amendments to the Small Debts Act." We asked that the Small Debts Act be amended, allowing for a judgment for \$10 and up to be registered against the lands of the defendant, in place of \$50.00 and up, as at present. We also asked that provision be made for a case to be tried in the district where the debt was contracted. We had, on previous occasions, taken up with the Government the matter of a Judgment Summons, in connection with the Small Debts Act, and had always been

refused, and had reason to believe that they still would not give their consent. We therefore asked for the right of Examination for Discovery, as it at present exists in connection with the Small Debts Court, a nominal fee would be charged. It may not be generally known that a Judgment obtained through the Small Debts Court is of the same value as one obtained through any other Court, and that once a judgment is obtained the right of Examination for Discovery already exists, but only in connection with the District and Supreme Courts. The costs in this connection are, however, prohibitive for any ordinary action brought under the Small Debts Act, and it is for this reason that we ask for the same right in connection with the Small Debts Act at a nominal fee.

Re "Proposed Amendment to the Bulk Sales Act." The amendment proposed at our last Convention to the effect that a merchant be allowed to dispose of a portion of his stock not to exceed one-third, without necessity of complying with the Bulk Sales Act, was placed before the Government, but was not considered feasible by them for the reason that in their opinion a merchant could dispose of one-third of his business at different intervals and so gradually dispose of the whole thing, without having to comply with the Act. They considered the Act a protection to which creditors in general are legitimately entitled.

Re "Provincial License Fees for Hawkers and Pedlars." We strongly urged upon the Government to increase the Provincial License Fee of \$25.00 as it stands at present to \$100.00, realizing what hardships that these Hawkers and Pedlars are working upon many merchants throughout the Province.

Re "The Crop Agreement Act for Saskatchewan, which deals with the Matter of Registration of Leases." Complaints having been previously received regarding Farmers against whom Judgments have been given, leasing their lands to relatives or friends at a nominal rental, in order to avoid payment of judgment. This was referred to our Solicitor for advice, as to whether it is necessary to register a lease of this description or not. His reply was to the effect that unless a lease of land is for a period of more than three years, it need not be registered, and also that leases for a less period than three years do not need to be written, and that all certificates of Title are presumed to be subjected to leases of less than three years.

It was decided that the Right of Examination for Discovery in connection with the Small Debts Act would go a long way toward overcoming this evil, as a person could then be examined under oath at a nominal fee for the purpose of ascertaining what disposition he had made of his land, and the full details in connection with the transaction.

"Registration of Partnerships." We have asked that certain amendments be made to the Act regulating Partnerships to the effect that all partnerships should be registered and that a registration fee of \$5.00 be charged, and that the word "Registered" or its abbreviation be used after the firm or trade name.

Re "N.S.F. Cheques." Legislation has been introduced into the Dominion House that will make the passing of a N. S. F. Cheque illegal, and it is sincerely hoped that within the near future this proposed legislation will become Law.

Re "Legislation making Husband and Wife jointly responsible for Accounts for the Necessities of Life." It was pointed out to the Government that many men have the habit of transferring everything they possess to their wives, in order to avoid payment of their accounts, and it was with the idea of being able to obtain settlement of these accounts that legislation was asked for. The Government did not take kindly to the suggestion, however, but instead suggested that

before granting credit the merchants take steps to protect themselves against such contingencies. They suggested that a Form of Agreement be prepared to be signed by husband and wife jointly, before credit is granted, pointing out that in such a case the wife would be equally liable with the husband, and that if this was done no legislation would be necessary.

All of these points were argued with the Government to the best of our ability, from the standpoint of the Retail Merchant, and we felt, at the close of the interview, that the Government had a better knowledge of some of the difficulties with which Retail Merchants have to contend. They promised all our requests their careful consideration.

Our Dominion Convention, at which your Executive were present, in the City of Winnipeg, on the 8th, 9th and 10th of August last, was a very interesting one indeed. It had been felt by the Executive of this Province that the Dominion Board had existed for some time in name only, and thus failed to give to the Dominion at large the results that it should. We may say that at this meeting of the Dominion Board, held in Winnipeg in August last, that there were representatives from all of the Provinces of the Dominion, except Alberta and British Columbia, and after three days of deliberations, long sessions lasting from ten o'clock in the morning until late in the evening, in which they did not allow us to go out for lunch, but some was brought to us, and with lunch in one hand and our weapons in the other, we continued the fight. For a time it was trench warfare, then we came out into the open field. No person was killed, but several were wounded, and everything looked dark as the Ace of Spades. Of course, I, myself, do not play cards, but I heard Mr. Maybee say that the ace of spades was black. We were not black, but I may tell you that our Executive felt a little blue at the way things were going. When at this time, for it was the closing hours of the third and last day of the Convention, the election of officers for the ensuing year took place. It is an old, familiar and, I believe true saying, "That the darkest hours are just before the dawn of day." And there really did dawn a brighter and better day for the Dominion Board, and it was when Horace Chevrier was nominated, and accepted the office of Dominion President for the Retail Merchants Association of Canada.

It was then that things took a different turn and the house was put in order and the depleted treasury was well filled, and everything started out upon a new era. Your Executive of this Province was contending for the appointment of a Western Board which would include the provinces from Manitoba, Saskatchewan, Alberta and British Columbia, with a western secretary, who would look after matters pertaining to trade and commerce in the western provinces, and who would act in conjunction with an eastern board on all matters pertaining to Dominion interest. There was a great deal of opposition to this and as a half-way measure it was decided that Vice-Presidents were to be appointed from each of the western provinces, but those would not have representation in the Dominion Board proper. I do not think that any results have come from this move. As a matter of fact there has not been any meetings held, and we are inclined to think there will not be, because they have no powers, only as it is granted to them through the Dominion Board.

"Traffic Department." On March 13 your Executive met in Regina representatives of Canadian Manufacturers' Associations and the Western Boards of Trade for the purpose of considering the proposed new Canadian Freight Classification. This is a new freight classification, No. 17, which was proposed to take the place of the old one, No.

ed. Mr. Hamilton, in charge of our traffic department, investigated this and reported to Executive that in many cases it would mean an increase of the cost of carrying goods from 20 to 25 per cent. under the new classification. Your Executive determined that they would do everything within their power to prevent this new classification from coming into effect. There are many merchants here to-day whom, if given an opportunity to voice their feelings on this matter, would say that the rates are high enough when they consider the service that they are getting.

This was the first opportunity that the Retail Merchants' Association had of putting themselves on record with the Railway Commission, and in future our association will be advised of any proposed changes in traffics and classifications, so that we may have a voice in this important matter.

We appointed a member of our Executive in the person of Mr. Hutchinson, to confer with the joint committee of Agriculture and Commerce, which is composed of representatives of all the commercial bodies, including manufacturers, wholesalers and retailers and the farmers' organizations, which as you know is formed for the purpose of discussing matters of mutual interest, and if possible to bring about a better understanding between the different bodies.

"The Retailers Trust Co." As you are aware, our charter for this company was secured at the 1916 session of the Provincial Legislature, and at our last Convention the development of this company was placed in the hands of the Executive to deal with. An attempt was made to put the company into operation under the management of a firm in this City of Moose Jaw. But this we could not do until \$10,000 of stock was subscribed and \$5,000 paid up. In view of these conditions it was thought advisable that we should suspend operations for a time, and the further development of this Retailers' Trust Company is to come before this Convention for your consideration. There is one thing I am sure that we are all glad of, and that is that the work of Trust Companies has not been very heavy for the past two years. Fortunately for us the prosperous times has brought this about, but it may be that things will not always be so favorable with us, and in the time of prosperity we should prepare for the time of adversity. We believe that it is generally felt that there is a good opening for such a trust company, which would be managed by practical retail business men, and they could lend their great assistance to retailers who might become involved and by good advice and possibly the loan of a small sum of money, save many a retailer from wreck. And, best of all, the cost to the man in such difficulties would be very light. I trust that this shall have the careful consideration of this Convention.

There is one other matter which is Dominion in character, but which affects us as a province. It is in reference to the famous Order in Council passed by the Premier and members of the Dominion Cabinet, which would injure and restrict Canadian trade.

There is also another bill which was introduced known as Bill 21. "An Act to Amend the Criminal Code."

And now, gentlemen, I want to address especially the citizens of Moose Jaw and vicinity, while we feel that you have many citizens of whom you have a right to be proud, and who have done much for the growth and development of your city, we cannot but feel that there is one who has introduced into the House of Commons at Ottawa an amendment to the Criminal Code, known as the Knowles Bill, which, if it were allowed to become law, would be a detriment to the trade of your city.

When I saw that such a bill had been introduced into the House of Commons, I wrote our Dominion Secretary, and I want to read to you the letter I received from him in reply to this:

"A. A. Evans, Esq.,

"Outlook, Sask.

"Dear Mr. Evans:

"I was very much pleased with the letter

you sent me with the newspaper clipping enclosed, showing the action that is being taken by Mr. Wm. E. Knowles, M.P., for the purpose of endeavoring, if possible, to prevent manufacturers from selling their goods on the Price Maintenance or Re-Sale Contract Plan.

"You will notice by the last report the action we have taken in this matter, and in the course of a few days you will receive a full report up to date as to the steps that have been taken to defend ourselves against this measure. It seems to me that a delegation of those who are on the same side of politics, from Moose Jaw, should wait upon Mr. Knowles and endeavor to have him withdraw his bill.

"In the interview we had with Sir. Geo. E. Foster, Acting Premier, on Friday last, Mr. Crothers was present, when he stated that some large retail houses had written him, condemning the Contract Plan of selling goods. I asked him if the firms mentioned were not the T. Eaton Co. and the Robt. Simpson Co., and as he did not answer, I took his silence to mean consent, and we know now definitely who the people are that we have to contend with. We must do all we possibly can to prevent this legislation from passing, and also to have those who are at present persecuting the merchants through the Order in Council under the guise of investigating the high cost of living, removed. I shall keep you posted from time to time as to the development of my work.

"Signed, E. M. Trowern,
"Secretary Dominion Board."

There is one other matter which I would like to present to you, and we certainly regard it as a vital one. No doubt you are all well aware that at the Convention of the Grain Growers' Association of this province, which was held in this city in the month of February, that there was a resolution approved of by that association by which they would turn over their trading interests to the Saskatchewan Co-operative Elevator Company. Now, gentlemen, we have to look upon this with considerable concern. For as it is known to most of you, that past Executives of this Retail Merchants' Association took a very wise stand and one that has been approved of by this Association. That is when they said to the Government, "Give to the Grain Growers of this province anything, and everything which will help them in their agricultural work, but we do ask that if you give them any money that you shall give to the merchants in the retail business an equal amount. Now, we all consider that this was a fair proposition to make and one which we would feel justified in standing by. But what do we find to-day? The trading interests of the Grain Growers' Association has not been a profitable one, and we are told that the Grain Growers' Co. of the Province of Manitoba have lost large sums of money in their trading operations. Now, then, why should we sit down and be content that the Saskatchewan Co-operative Elevator Company should enter into the mercantile trade, when 85 per cent. of the stock of this company is guaranteed by the Province of Saskatchewan?

We brought this matter to the attention of the Premier and Honorable Mr. Dunning, early in the month of March, and we are glad to tell you that no more patient and considerate hearing could have possibly been given to our presentation in any case, and they were good enough, and fair enough, to tell us that they had opposed the trading operations of the Grain Growers from the beginning. This matter was to have been brought before the Government Executive, and our association was to have had a letter from them in this matter. This was delayed, and on March 29 our Secretary, Mr. Raymond, wrote the Premier, and the following is a reply to Mr. Raymond:

"Premier's Office
"Regina, Sask.,
"April 16, 1917.

"Dear Sir:

"I intended replying to your letter of March 29 some time ago, but wanted to discuss the question involved with the other members of the Government before doing so. On account of the fact that a majority of my colleagues have been absent almost continually

during the past two weeks, I have not yet been able to have a conversation with them.

"I might say, however, that I question very much whether the Elevator Company has legally the right to go into the retail business even to a limited extent, and I think you will find that their own solicitors will so advise them. That being the case there is no need at the present time of our dealing with the matter.

"I note your remark that the Retail Merchants' Association is opposed to the Elevator Company being allowed to take over the trading operations of the Grain Growers' Association. In respect to that matter I desire to state that when the question comes before the Government at any time in the future in a concrete way, it will receive the most careful consideration. We must, of course, keep before us the interests of the great agricultural classes of the province, and at the same time we must not do anything that will in any way prejudice the interests of the retail merchants of the province, who are very necessary in our economic organization.

"Yours faithfully,
"(Signed) W. M. Martin

"F. E. Raymond, Esq.,
"Secretary The Retail Merchants' Association of Canada,
"Saskatoon, Sask."

Now, gentlemen, this is a statement of the affairs in connection with this important matter as it stands to-day, and we leave it to you to decide as to what further action is to be taken on this matter.

It is quite true that this is an agricultural province, and it might be well for us to take stock of our province for a few minutes. We had on March 1st, 1915, 1519 elevators and warehouses with a capacity of 84 millions of bushels. There are 7 cities, 72 towns, 297 villages and 297 rural municipalities, 408 banks, 408 post offices, with a population of about three-quarters of a million, ninety per cent. engaged in agriculture, so that you see, we, the retail merchants are a part of that other ten per cent., and we cannot hope that numerically we have any power, but we can hope that we are a necessary part in the economic organization. The Agricultural Directors of this province are endeavoring to encourage mixed farming, and we agree with them, but we want to ask: "What are they going to do with the products from mixed farming? Are they going to send them down to the cities in Ontario and the United States to supply the manufacturers who forward the manufactured article back again to us in this province? Will not the economic way be to build up our manufacturers at home, and develop our natural resources?" Build up our retail trade and so develop the resources that we have within our own borders.

Gentlemen, I do not believe that the retail merchants in the city, town and village are receiving the encouragement that they ought to-day, but on the other hand are looked upon in the present time as increasing our prices without it being warranted.

A short time ago there appeared in a Toronto paper an illustration which explains our case nicely:

Its place of origin was Port Hope. It appears that a farmer entered the place of business of a carriage dealer and announced that he wished to purchase a buggy. When told the price was \$90.00, he said: "My father bought a buggy exactly like that for \$60.00, twenty years ago." The dealer remembered the sale also and said: "Your father turned in 300 bushels of corn to pay for it. I will do better for you than I did for your father. You bring in your 300 bushels of corn and I will let you have in return one \$90.00 buggy, one \$75.00 wagon, one \$20.00 suit of clothes, one \$20.00 dress, one \$5.00 baby dress, one crib, one \$3.00 box of cigars, \$10.00 worth of sugar, \$10.00 worth of coffee, \$10.00 worth of tea, \$100.00 worth of gasoline, \$17.00 worth of lubricating oil. The total figured up \$365.00 at the present value of 300 bushels of corn. It is stated the farmer climbed back into his motor car, with the words: "I guess I haven't any kick coming on the high cost of living. Send out the \$90.00 buggy."

Membership of 1,500 in Saskatchewan

Secretary Raymond in Report States That 50 Per Cent. of Possibles are Members—
Future Plans of the Association—Urges Development
of the Service Idea.

The Report of Secretary, F. E. Raymond, follows in part:

Mr. President and Gentlemen:—

I do not intend to tire you with a lengthy report, as I am not going very much into details regarding the various departments of our work.

It seems to me that the retail trade of this province has reached a crisis in its career, and during the course of this Convention some of the problems which you have to face will demand your most thoughtful consideration.

At our last Convention, held in Regina on May 9, 10 and 11, 1916, the following executive officers were appointed: G. A. Maybee, Moose Jaw, Hon. President; A. A. Evans, Outlook, President; H. D. Macpherson, Regina, 1st Vice-President; F. W. Smith, Weyburn, 2nd Vice-President; J. L. S. Hutchinson, Saskatoon, Treasurer, and myself Secretary.

During the year six Executive Meetings have been held and two interviews with the Government. At all but one of these meetings the full Executive were present. In addition to the above the Executive attended the last Dominion Convention, held in Winnipeg on August 8, 9, and 10, 1916. It should be remembered that each member of the Executive had to leave his own business to attend these meetings, and they did so for the sole purpose of furthering the interests of every retail merchant in the Province of Saskatchewan, and entirely without remuneration to themselves. Do you suppose they would give their time in this way if they did not recognize the value of the Association as a medium of protection for the retail trade? It is remarkable that so many merchants do not as yet appreciate it in the same way.

General Service.—It has always been and still is our aim not to turn down a request of any description. Through this department we are taking up complaints against wholesale houses and manufacturers, furnishing reports on different concerns, canvassing the retail trade for suppose,—employing help,—buying equipment, etc., etc. Right here I would like to urge upon you the importance of applying to us for a report on any concern unless you know them to be sound, and I might mention also that any company offering shares for sale to the public must first obtain a certificate from a Local Government Board and their stock salesman must hold a license which should be shown to every person they approach to buy.

Credit Reporting Department.—Our free service in collections has been taken advantage of with good effect. Thousands of dollars having been collected in this way. We are continually furnishing reports on applications for credit, which service has saved many of our members from opening bad accounts. Lost debtors have been traced and in many cases a collection effected.

Legal Advice is given on matters of minor importance, but we do not undertake legal action of any description.

Legislation.—Our Mr. Evans has also outlined to you what we urged upon the Government to grant us last session, but it appears that we were ignored altogether, with the exception of an amendment to the Small Debts Act, in spite of our having been led to believe that more of our requests would be granted.

The Retailers' Trust Company has not yet been put into operation, but it is hoped that before this Convention is over some steps will be taken in that direction.

Insurance Department.—Our Mutual Fire Insurance Company has made very satisfactory progress, and our service in checking the policies of other companies we believe is appreciated.

Traffic Department.—This is another valuable service, and Mr. Hamilton, our Traffic

Manager, has recovered several hundred dollars in freight overcharges and claims, besides keeping a watchful eye on the matter of tariff changes in connection with which we have placed ourselves on record with the Railway Commission on more than one occasion.

Publicity Department and "The Retailer."—Mr. Kell, our Advertising Manager and Editor of *The Retailer*, will talk to you on these subjects, and also on the matter of collections.

Membership.—We now have a total of 156 Branches with a membership of approximately 1,500 in good standing (1,475 to be correct). It is gratifying to note the interest displayed by our members in general is constantly increasing, and also to know that the service we are giving is appreciated by those who have taken advantage of it. Even at the above figures we have only about fifty per cent. of the merchants in business as members.

There are a number of active branches throughout the province with a secretary employed to look after their interests. These branches are doing good work and giving a service locally that is appreciated.

I have tried to give you some idea of what we are doing at the present time, and now I would like to outline a few of the things we have in view. Our aim is to do everything possible for you with the money at our disposal, in fact I would like to make this Association such a factor in your business that you would no more consider dropping your membership than you would consider turning customers away from your door, and I believe it can be done by just simply keeping our different departments all together and gradually improving our service as circumstances warrant.

First comes our TRUST COMPANY. If you decide at this Convention to proceed with the development of this, it means a great deal to you in the service that we will be able to give you in case you should unfortunately find it necessary to call upon us.

Then again, I take the stand that there are none of us too old to learn. Subject to your approval, I would like to engage the services of men well qualified to teach advanced

methods of Retail Merchandising. I believe that this would be appreciated and that it would help to a considerable extent in meeting outside competition.

There is also the matter of bookkeeping. We are being asked continually for information along these lines. I feel that there is the need for having some one, qualified to do the work, ready to answer these calls by a personal visit, which is much more satisfactory than trying to deal with them through correspondence. The wholesalers are impressing upon us the importance of having those of our members who have not already done so, instal a proper system of bookkeeping.

Now in regard to Credit Reports. I have said before that we are furnishing these reports daily, but I would like to be able to divide the province into districts, send out blank forms to merchants in each district, asking for a list of their customers with a rating on each, compile this information in the office and issue a summary of ratings, say every quarter, to every one of our members in any particular district. Of course, if they wished a summary for any other district than the one they are in, they would be able to get it upon request. I think any one of you will agree that this would be valuable information,—then, why not have it! It would not be necessary to include in this report any cash customer, or any one whose credit is known to be good. Just the slow and bad pays.

Another thing, we have felt for some time that our Collection Service does not go far enough. We have now practically decided to add a service for the collection of accounts on a commission basis which we believe will fill a long-felt want among the merchants in the province, and which we are sure will produce results.

Another feature I would like to call to your attention is the great moral effect that an association of this kind exercises throughout the province. By this I mean the deterring effect it has on false concerns who are thinking of of operating among our members. We believe that Saskatchewan is troubled less with this evil than any other province in the Dominion.

U. S. Steel to Start on Canadian Plant

THE United States Steel Corporation has decided to proceed at once with a Canadian plant at Ojibway, preparations for which have been under way for several years. They have gradually accumulated land on the water front near Windsor, and had laid out several hundred acres, but with the outbreak of war all construction plans were suspended. Present arrangements call for an immediate expenditure of \$9,000,000 in the erection of buildings and installation of machinery. The directors have appropriated this amount and have approved of a scheme calling for \$10,000,000 to \$15,000,000 more.

While the New York office would give no details of the departmental features of the immediate development there is an impression that the first unit to be constructed will be devoted to ship's plates and shapes, which includes angle irons, deck beams, and other odd sections. The decision of the Corporation to go ahead

with a nine million dollar section of the big plant is of more than passing interest to Canadians, and may be taken as not only justifiable from an emergency viewpoint, but as an indication that post-war opportunities, arising in and to be developed abroad from this Dominion, are of the most assured and substantial nature. All of our steel mills are booked far ahead with orders for munitions steel, even to a degree involving further extension of plant and increasing existing equipment. The rolling of steel rails for which two of our mills are fully equipped is a matter of considerable urgency, and equally so is that of the rolling of ship plates and shapes to meet the needs of our shipyards. The erection and equipping of the plant at Ojibway is certain to be rushed to completion with the least possible delay, the powerful and progressive nature of the interests behind it giving this assurance.

EDITORIAL COMMENT

WHY IS TIN SOARING?

FEARS of many in the trade have been excited during the past week by the extraordinary advances in the pig tin market. These fears have not been confined to the hardware and metal trade, but have extended to the canning and other trades. In the past ten weeks the New York market has advanced 15c lb. The question naturally being asked, is what has caused the sudden advances, the effects of which have already been reflected in the prices of many products, in the manufacture of which tin is used. According to available statistics there is no justification for the advances. There has been no falling off in the production of tin. The visible supply of tin, according to New York reports, was almost as great on May 1 as on the corresponding period of last year, and considerably greater than in any previous period since 1912. There has been a falling off in the consumption in Europe, and it is estimated that the total consumption of the metal the world over is not greater than in recent years. Very few people are willing to venture an explanation of the present condition. *The American Metal Market*, a recognized authority, says:

"Why, therefore, the present sensational prices? We think it is as Hamlet says it is 'the mind.'"

"The nerves of the trade after three years of strain are now like the tightly drawn string of a violin. One does not have to draw the bow of actual conditions to produce results, but a response comes to the slightest touch of rumor or buying. It is the fear of something that may happen, not anything that has happened and traders are as was to be expected, exploiting the nerves of consumers for all it is worth."

MORE CHAFF

AN organization has been started in the United States, composed of certain individuals who describe themselves as "A strong group, representing labor, socialism, peace, religion, politics." They intend to hold the first American Conference for democracy and terms of peace, in New York City, on May 30. The program of the Peace Congress is: "Speedy and universal peace, no indemnities, no forcible annexations, no foreign alliance, international organization after the war, statement of terms by our Government, opposition to conscription, demoralization of diplomacy, defense of free speech and press, opposition to lower industrial standards, heavy taxation of war industries and incomes."

Invitations have been sent out to prominent men to attend the Conference. One invitation was sent by wire to Mr. Samuel Gompers, of the American Federation of Labor. Mr. Gompers wisely declined the invitation and telegraphed the strong group that he preferred not to ally himself with the conscious or unconscious agents of the Kaiser in America.

CARVING CAREERS

WHILE there are undisputably a number of great forces in modern business, one of the greatest is salesmanship. Salesmanship is being written about and talked about, preached and practised more than ever before. Some potent truths regarding salesmanship and opportunity are driven home in an article by Treasure Dye, of the Industrial Development Corporation of Chicago. He points out that there are those who contend first you must have opportunity before you can exercise salesmanship. This is to a great extent a fallacious theory, as instances without number in modern business prove salesmanship creates its own opportunities, seizes, and pushes them to fruition.

Some say the smoothly grinding wheels of business swallow up individuality and stifle opportunity. Yet within ten years we have seen hewers of opportunity carve out their careers from that so-called overcrowded field of business to positions of pre-eminence.

It was within this decade that Henry Ford rose from a poor mechanic to the billionaire class. John North Willys butted into the automobile business with no capital, borrowed \$7,500, and with a plant on the point of failure, and his own magnificent nerve, ran it into a fortune of \$80,000,000. Charles M. Schwab started as a working man without influence, education, or pull and in a comparatively short time acquired all these things in abundant measure. The steps in his spectacular career are worthy of more than passing notice. Within the past two years he got his second wind, took a broken-down plant, sailed for Europe in the face of the greatest financial depression, and cashed in to the tune of many millions of dollars. We have seen the stock of his company go from around \$40 a share to \$700 a share. We have seen him rise to where he is now called the greatest salesman who ever lived.

Yes, all these men—Ford, Willys, Schwab, and the hundred other conspicuous leaders of business and finance—have made and cashed in on their opportunities through salesmanship.

Hardwareman Uses Follow-up System

Making the Most of Interest Displayed by Customers—Keeping a Record of Possible Buyers and Making Them Into Customers—An Effective Use of Circulars
—Methods of the Torrens Hardware, Tillsonburg, Ont.

THERE is a vast amount of good business that might readily be done that is lost every year because there is no particular effort to follow it up. Some purchasers sell themselves. They come to a store fully determined to buy, and with their mind fully made up as to what they require. There are others who decidedly have to be sold, and to induce them to buy requires not only good salesmanship, but the maximum of patience combined with a follow-up system that means keeping the prospective customer continually faced by the goods that have interested him.

The Torrens Hardware Co., of Tillsonburg, Ont., while unquestionably catering to the customer who sells himself, by the very attractive store that they maintain, make rather a specialty of the party who has to be sold, and to do this they have developed a follow-up system that has secured much business for them.

Keeping Tab on the Interested Party

The system is simplicity itself. It is simply a matter of keeping track of anyone who appears to be interested in any particular line.

Take paint, for instance. A farmer drops into the store, and seeing a display of paint, mentions something about his barn needing painting, and that he supposes he'll have to get at the job some day. Of course, with such a man an unobtrusive effort is made to sell him paint then and there. It is seldom, however, that with this type of buyer, a sale can be made at once. Therein has been one of the most fruitful sources of loss of trade; this prospective customer has been permitted to get away from the influence of the suggestion that has interested him.

With the Torrens system this customer is not lost sight of. A definite record is kept of the customer and the particular suggestion that has interested him. Having expressed a preference, this preference and any additional information that may be obtained is noted in a book, kept especially for that purpose. This book forms a fruitful source of information in any campaign of following up prospective customers.

From time to time paint literature is sent to the prospective paint purchaser so that this matter may be kept constantly before him. Probably the paint firm that supplies Mr. Torrens lends some assistance, a letter direct from the paint firm often is of benefit. Anyway, the prospective purchaser is not allowed to get away from the idea that he was interested in paint. His ardor is not given time to cool, and every time he passes that old barn it looks dingier than

ever. It may take some time for this subtle type of salesmanship to work, but work it certainly will in the end, and some day the farmer will drop into the store to actually buy paint. Moreover, if you should question him on the point, he would probably be willing to bet his last dollar that he had made up his mind to this expenditure alone and unassisted.

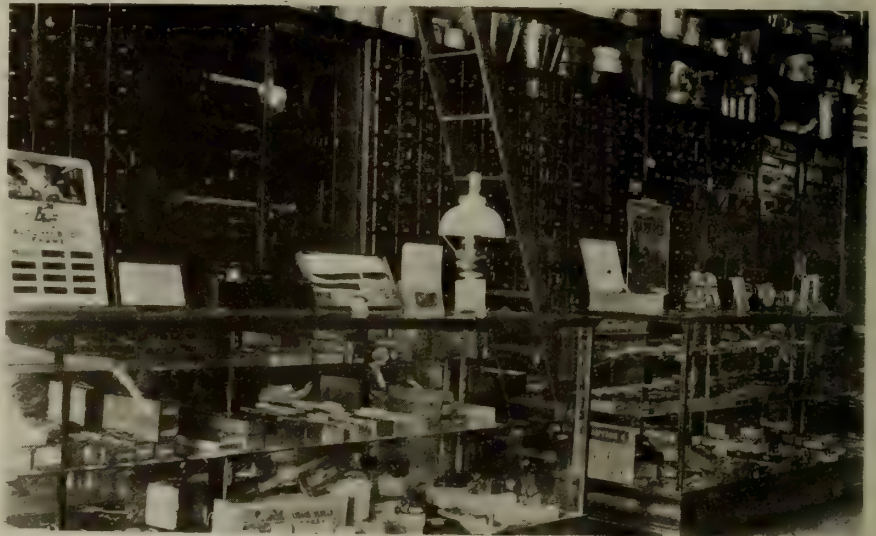
Well, who cares how he made it up, so long as it is actually made up and a sale results. Let him take all the credit to himself. The record kept by this firm might prove a very interesting sidelight on the machinery behind some of these purchases. Never lose sight of anyone who displays any interest in any line of the store's trade. This is the principle that E. I. Torrens has put into success-

sequently their very appearance is a selling factor. The third storey is used for storage purposes. Goods are received through a rear door adjacent to the goods elevator, and are conveyed at once to the top storey. This leaves the main selling floor free from any accumulation of surplus stock, and permits of an orderly arrangement and a clean and attractive store.

Handsome Display Fixture

The attractive nature of the store is increased by every modern display fixture.

On the right-hand side two silent salesmen appearing in the illustration accompanying the article show cutlery and sporting goods. Behind these counters are the cases for sundries of the hard-



Section of the interior of Torrens' Hardware, Tillsonburg, Ont., showing neat arrangement of stock

ful operation. Of course, you can often cultivate a desire for something on the part of the purchaser, but once a visitor to the store has expressed an interest in any line, it is evident that this first step has already been taken. Mr. Torrens is also a firm believer in newspaper and circular advertising. Circulars are frequently mailed to farmer customers. Another plan is to place advertising literature in parcels of goods purchased by farmers.

A Word About the Store

Now, just a word about the store itself, for it is decidedly worth a word of description, being one of the most completely equipped hardware stores in the section. The store is three storeys in height, and each storey is served by a goods hoist. On the second floor there is a complete display of stoves. Ample room is given for their display, and con-

ware trade. The long display of these is broken by an attractive built-in glass cabinet for displaying bathroom fixtures. Above these cases there are shelves for graniteware and tinware articles that are reached by a ladder that travels at right angles to the shelves instead of facing them.

On the other side of the store there are large built-in glass cabinets that give the store a very rich and attractive appearance. They are used for the display of silverware. Farther down is another glass-faced cabinet that displays fire-arms.

One of the prime attractions of the store is the neat, clean and orderly display, and every agency that has been added to increase its attractiveness had evidently been with this idea in view. It is a store that would do credit to any city.

Why Linseed Oil is High in Price

Largely Due to Failure of Flaxseed Crop in Argentina —
Canadian Crop of Flaxseed for 1916 Considerably
Under That of 1915.

THERE may be some questioning in the mind of many hardware merchants as to why linseed oil is quoted at such a high price just at present. In Toronto the range of price is from \$1.39 to \$1.50 per gallon for raw linseed oil. There is a wide range in the market, but based on the price in the United States the highest price is not high comparatively. In the New York market the price of raw linseed oil ranges from \$1.22 to \$1.26 per gallon in carload lots. This price is based on the American wine gallon measure, which is one-fifth smaller than the Canadian Imperial gallon measure. In other words the Canadian gallon is larger by one-fifth of the American wine gallon. Or put it another way, the Canadian gallon is one-sixth of itself larger than the American gallon. Based on this price for the wine gallon in the United States the price in Canada would represent \$1.36 to \$1.41 per gallon in carload lots. As a matter of fact, that is approximately the price quoted in Canada in carload lots.

Big Decline in Argentine Seed.

The crushers of oil in the United States depend for their seed supply largely on their own domestic seed, on the Argentine Republic and on the Canadian West. During the year 1915 the United States secured from Canada 6,629,860 bushels of flax seed, and during the year 1916 secured 3,094,735 bushels from the Canadian West. During the year 1915 the United States secured from the Argentine Republic 3,927,542 bushels, while last year she obtained 11,468,039 bushels from that source. The seed secured from the Argentine during last year was from the crop of 1915-16, when the yield in flaxseed in that country amounted to 39,266,000 bushels. But for the crop year of 1916-17 in the Argentine the total yield of flaxseed has, it is estimated, been only 5,280,000 bushels. This great diminution in seed has been due to the prevalence of drought and also to the fact that locusts visited that country and acted as a scourge. In Canada during the year 1916 the crop of flaxseed has greatly decreased as compared with the production secured in 1915. In the latter year the number of bushels of flaxseed amounted to approximately 10,000,000 bushels, according to statistics compiled by the Census and Statistics office of the Department of Trade and Commerce. During 1916 the crop of flaxseed in Canada was approximately 7,000,000 bushels.

During the year 1916 the United States imported 14,679,233 bushels of flaxseed, the greater part of which came from Canada and the Argentine. The production of these two countries during the year amounted to 49,266,000 bushels.

In the Argentine and Canada during the year 1916 and 1916-17 the entire production of flaxseed amounted to only 12,280,000 bushels. The imports into the United States from these two sources during the year 1916 was 14,562,774 bushels. It will therefore be seen that it will be impossible for the United States to get her accustomed amount of flaxseed from these two countries. There is a world shortage in flaxseed and the United States will be an eager buyer of

BULK SALES ACT DELAYED THROUGH CARELESSNESS

As matters at present stand the Bulk Sales Act does not become effective until October, 1918. The reason that this much desired Bill is placed thus far into the background, is the result of carelessness for which the average grocer would probably fire his junior clerk.

It appears that the Bill as originally presented called for it to become operative in October, 1917. Through some clerical blunder however the date appeared on the finished Bill as January 1918. This mistake was of course noted when the Bill was read over and it was explained that the correct date should be October 1917. The name of the month was changed, but the change went no further, so the Act as it has finally been passed sets the date of operation at a year from the coming October.

Efforts are being made to get the date changed while in the hands of the law clerk. It is very doubtful however if any such action will be permitted. If it fails the only recourse is the one proposed by V. A. Sinclair of Tillsonburg the proposer of the Bill, an amendment to the Bill advancing the date of its operation.

any available seed. Speaking of the situation in that country the New York Journal of Commerce recently stated:

"The outlook for lower prices is not hopeful. It is very doubtful whether the United States will be able to get much of the Canadian crop. The probability is that Great Britain, which has placed an embargo on the export of flax and linseed from all British ports, will try to secure most of what Canada does not require for her own mills. The embargo extends to British India. However the Calcutta supply is nowadays

not an important factor, though a quarter of a century ago it was the American crusher's chief source of the raw material. In the circumstances this country will be chiefly dependent on the domestic crop, the bulk of which will come on the market with the opening of navigation. The indications are that the quantity will be very far short of the trade's requirements."

At the time the above item was written linseed oil in the New York market was quoted at \$1.04 per gallon. At the present writing it has advanced to \$1.22 to \$1.26 within a month's time. Judging from the number of inspections of cars of flaxseed that are being made at Winnipeg there are considerable quantities of the Canadian seed now going South across the border. Eastern Canadian crushers state they are not getting sufficient seed to meet their requirements owing to the difficulty of getting transportation. On March 31 of this year the amount of seed still left in Canada amounted to 5,662,000 bushels, which included 3,931,000 bushels in elevators and mills and 318,000 bushels in transit and 1,413,000 bushels in farmers' hands. During the month of April the movement of seed out of the Canadian West was fairly heavy, amounting to 338 carloads. The bulk of this seed presumably went into the United States as there was very little seed secured by Eastern Canadian crushers. Until such time as the new crop comes in and flaxseed is in greater abundance there is every prospect that high prices will prevail.



TURPS WEAK IN PRIMARY MARKET

Although receipts at Savannah continue to run behind last year, taking the belt as a whole, turpentine continues to slowly decline. All of the advances of the fore part of the season have been lost and the market is now below what has been for some time considered as the cost of production even with resins holding up as well as they do. The Naval Stores Review, Savannah, states that at 42½ to 43 cents turpentine seems steady. That is about all that can be said of it. A week ago it was 44½ and two weeks ago 47½. Domestic business is light and not adequate to sustain the market. That is the explanation dealers give. Foreign movement is also light. So far this season but 800 have been shipped abroad from Savannah and the movement from other ports is also reported as very small. The foreign movement cannot continue meagre indefinitely, but for the near future there does not seem to be any prospect of any extensive exports of this commodity. London deliveries are running small and stocks there are adequate until fall. American consumers, fortunately for the trade, are not supplied to any extent, and while they may buy as sparingly as manufacturing requirements will permit, there must be a steady home call for turps. These conditions do not favor any strengthening of the market situation for the time being and the trade—factors as well as buyers—do not express any sanguine hopes as to the nearby prospects for spirits.

EVENTS IN THE TRADE

BUSINESS CHANGES

Montreal, Que.—L. E. Garipey, hardware merchant, has sold his stock.

Milden, Sask.—L. H. Cowell, hardware merchant, has sold out.

Hepburn, Sask.—H. C. Dick has sold his hardware store to A. Siemens.

Torquay, Sask.—S. Knutson has been succeeded by Knutson & Eika.

Sylvan Lake, Alta.—E. S. Grimson has sold his hardware business.

Torquay, Sask.—Carlson & Son have been succeeded by Knutson & Eika.

Franklin, Man.—Franklin Hardware Company has been sold to R. H. Scott.

Carnduff, Sask.—M. Hunter and Son have discontinued their hardware business.

Regina, Sask.—Regina Hardware Co., Ltd., is discontinuing their retail business.

Humboldt, Sask.—G. McKinney has sold his hardware business to S. Fletcher, of Saskatoon.

Sylvan Lake, Alta.—E. S. Grimson has sold his hardware and paint business to D. A. & H. H. Jamieson.

Montreal, Que.—National Stove Mfg. Co. have been dissolved. A new firm is continuing under the same name.

Grimby, Ont.—Mills Grocery and Hardware Co. has been taken over by Theal Bros., hardware merchants.

Sperling, Man.—H. M. Steeves and Company have been succeeded by T. E. Grant in the hardware business.

Verwood, Sask.—C. G. Rebsteck & Son, hardware merchants, have been succeeded by Verwood Hardware Co.

Welwyn, Sask.—Stewart Leavens & Co., hardware merchants, have been succeeded by Campbell & Van Male.

Vancouver, B.C.—Canada Copper Corporation has taken over the assets of the British Columbia Copper Company which will pass out of existence.

NEW FIRMS

Batrum, Sask.—Kearns & Co. have commenced a hardware business.

Montreal, Que.—Delvecchio Hardware has been registered to commence business.

Winnipeg, Man.—Star Paint & Hardware Co. has registered partnership.

Biggar, Alta.—McKinley & Mitchell, hardware merchants, have commenced business.

Montreal, Que.—J. E. Naud has registered to commence in the hardware business.

Prelate, Sask.—Clement Bouchen, for the past three years assistant buyer for Doughty & McLagan, is, along with a partner, Albert Bartlett, building a hardware

store in Bindless, Sask., and expect to start business in about a month's time.

OBITUARY

Bury, Que.—Henry Lower, tinsmith, is dead.

Chatham, N.B.—A. H. Marquis, hardware merchant, is dead.

Deseronto, Ont.—Pte. Orvil Fulcher, formerly of Bailey & Reynolds, hardware, Trenton, is reported killed in action.

Winnipeg, Man.—Friends of A. A. Sutherland, traveler in Manitoba and Saskatchewan for the Jas. Smart Mfg. Co., will sympathize with him in his recent bereavement. His wife, aged 24, died on Friday, May 4, and was buried at Winnipeg. She is survived by her husband and a little girl ten days old. Mr. Sutherland is a son of the late manager in Winnipeg for Jas. Smart Mfg. Co.

CORRECTION

In an article entitled, "Equipping Farm Homes With Bathrooms" on page 29 of last week's issue of **HARDWARE AND METAL**, the name of the firm was inadvertently quoted as Parrish Bros. Pt. Perry, Ont. It should have read, W. L. Parrish. Mr. Parrish has been in business for many years and has no brother in any way connected with the business.

INCORPORATIONS

Montreal, Que.—Canadian Reduction & Mining Co., Ltd., has been incorporated with a capital stock of \$200,000 to prospect and treat ores, metals, and mineral substances of all kinds.

Toronto, Ont.—The National Potash Corporation has been incorporated with a capital of \$1,500,000 to acquire and develop mineral lands and deposits. The head office is at Toronto.

Calgary, Alta.—Eldridge Motors Co. have been incorporated with a capital of \$40,000 to carry on business as iron founders and mechanical engineers at Calgary, Alta.

FIRE LOSS

Vancouver, B.C.—Phoenix Iron Works were destroyed by fire recently.

PERSONAL

C. D. McDowell, of the H. D. Smith Co., Plantville, Conn., U.S.A., was a business visitor to Montreal this week.

D. F. McGuire, of Kelowna, B.C., has joined the Edmonton, Alta., sales staff of Beatty Bros., Ltd., and will cover territory in British Columbia.

A. W. Marshall, formerly associated with the James Ramsey hardware department, Edmonton, has joined the Edmonton, Alta., sales staff of Beatty Bros., Ltd. Mr. Marshall will cover Central Alberta.

ST. JOHN, N.B. NEWS

William Lewis & Sons have applied to the city for the lease of a lot, adjoining their metal works, which they wish to use as the site for the erection of an extension to their plant.

At a meeting of St. John retail merchants, the leading hardware firms pledged themselves to close their stores at five o'clock during the months of June, July, and August, if other stores do the same.

The agitation for increased food production and amateur vegetable gardening has been seized as an opportunity to sell garden tools, etc., and almost every hardware store in St. John has an attractively arranged window display featuring these lines.

The annual meeting of the Maritime Provinces branch of the Canadian Manufacturers' Association will be held in St. John on May 30.

William S. Gray, formerly employed with T. McAvity & Sons, St. John, was killed in action at Vimy Ridge.

OUTPUT SOLD TO MIDDLE 1918

Montreal, Que.—Mark Workman, president Dominion Steel Corporation, stated that the entire output of steel from the corporation's plant had been contracted for by the Munitions Board up to the middle of 1918, and the chances are that the contract would be extended into 1919.

TO TAKE OVER IMPERIAL STEEL & WIRE CO.

A new company is being incorporated, called the Imperial Steel Corporation, Ltd., with a Dominion charter to take over as a going concern the mills of the Imperial Steel & Wire Co., Collingwood, Ont. It is the intention to complete the new incorporation and to take over the plant on June 1. Present officers of the company are: President, Col. J. A. Currie, M.P.; Vice-Pres., G. I. Evans; Secy.-Treas., Dr. Donald McKay.

INDUSTRIAL NOTES

Amherstburg, Ont.—Brunner-Mond Co., a subsidiary of the Solvay Process Co., of Syracuse, N.Y., are having plans prepared for a plant to cost \$2,000,000.

Kingston, Ont.—Kingston Shipbuilding Co. has practically purchased the plant of the Kingston Foundry Co., adjoining its premises.

HARDWARE LETTER BOX

Shingling Machines

Martin Finlayson & Mather, Vancouver, B.C.—Please give names of manufacturers of shingling machines.

The G. Walter Green Co., Ltd., Peterboro, Ont.; A. R. Williams Machinery Co., Toronto, Ont.; H. W. Petrie Co. Toronto.—Ed.

* * *

Western Washing Machine

J. H. Slater, Ridgetown, Sask.—Please give name of maker of Western Washing Machines.

American Wooden Ware Mfg. Co., Toledo, Ohio.—Ed.

* * *

Stellite

Aylmer Pump & Scale Co., Aylmer, Ont.—Kindly advise where we can procure Stellite for use in connection with cutting tools.

Deloro Smelting & Refining Co., 200 King St. W., Toronto.—Ed.

* * *

Vacuum Cleaners

Meraw Brothers, Sovereign, Sask.—Kindly give name of firm manufacturing hand-power vacuum cleaners.

Daisy Vacuum Cleaner Co., Leamington Road, Graveley Hill, Birmingham, England; Clements Mfg. Co., Toronto; Onward Mfg. Co., Toronto.—Ed.

* * *

Babcock Testers

The George Taylor Hardware Co., Cochrane, Ont.—Please advise where we could obtain a Babcock milk tester.

W. A. Drummond Co., dairy supplies, 77 Jarvis Street, Toronto, Ont.—Ed.

* * *

Are Formaldehyde Sales Legal?

McLeod & Joynt, Lucknow, Ont.—Please advise if we are allowed to sell formaldehyde. We understand it is against the law.

The Registrar Treasurer of the Ontario College of Pharmacy states as follows:—"It is illegal for hardware and general storekeepers to sell it, whether in sealed bottles or otherwise, as it is a poison named in the poison schedule of the Pharmacy Act, and can be sold only by druggists."

Although to our knowledge no prosecutions have taken place, we have learned that Government officers have warned retailers to discontinue selling formaldehyde, claiming that it can only be sold by registered druggists.—Ed.

DOMINION SUPPLY CO. vs. P. L. ROBERTSON MFG. CO.

In a recent action brought by the Dominion Supply Company, of Kingston, against the P. L. Robertson Mfg. Co. Ltd., of Milton, Ont., to recover \$9,000 damages for a breach of agreement in connection with an order to supply 15,000 kegs of nails, and a counter claim

of defendants for \$1,080 in lieu of goods supplied, Mr. Justice Clute held that neither plaintiff nor defendant could recover, and provided that if on appeal it was held that plaintiff could recover, damages were assessed at \$1 per keg of nails. Plaintiff's claim was based on the refusal of the P. L. Robertson Company to deliver goods, when the latter company became aware, it is claimed, that the Dominion Supply Company were cutting selling prices in violation of an agreement not to sell at prices lower than those agreed upon. Defendant's counter claim was based on goods delivered before the alleged violation of agreement as to prices, was discovered by plaintiffs.

RECORD STEEL TONNAGE

The unfilled tonnage of the U. S. Steel Corporation on April 30 last was 12,183,083 tons, an increase of 471,439 tons over the previous month, and again breaking all previous records. The April gain compares with 11,711,644 March 31, 11,576,697, Feb. 28, and 9,829,551 on April 30 a year ago.

NEW METAL AREAS

In mining circles it is stated that influential New York interests may shortly enter into the development of important molybdenum areas in the neighborhood of Quyon, Que. A number of molybdenum properties have been operated with varying success since war demands stimulated demand for the metal. Technical, as well as financial difficulties have had to be surmounted.

EXPORTS PROHIBITED

The British Trade Commissioner in Canada has received a cable from the British Board of Trade, London, stating that exports from the United Kingdom of the following goods are prohibited, as from May 1:—Mineral waters, beer, ale, candles, paraffin wax, iron and steel constructional material, tubes, sheets, etc.; plywood, railway material, resinous substances. Licenses are obtainable for goods in transit through the United Kingdom, now affected by import and export prohibitions, except in neutral ships.

OUR NICKEL EXPORT

Canada's exports of nickel in the fiscal year ended March 31st, 1916, amounted to 70,443,000 pounds, valued at \$7,714,769, according to the report of the Department of Trade and Commerce just issued. Of this total 11,610,000 pounds, valued at \$1,779,801, went to Great Britain, and 58,832,000 pounds, valued at \$5,934,969, went to the United States.

CONTRACTS FOR FORGINGS

The United States Government has placed contracts for 10,000,000 pounds of steel forgings at approximately 34 cents a pound with the Bethlehem and Midvale Steel Companies.

ADDITION TO PROHIBITED LIST

Dating from May 1, the export has been prohibited from the United Kingdom of candles, paraffin wax, iron and steel constructional material, tubes, sheets, railway materials, resinous substances.

Ontario Retail Merchants Association Takes Up Merchant's Case

The Case Where a Woman Who Fell in a Grocery Store Was Awarded \$1,500 Damages, Has Been Re-opened at the Request of Retail Merchants to Permit of New Evidence
—Dangerous Possibilities in Such a Verdict

SOME few months ago a customer in the store of R. Higgins & Son, Yonge Street, Toronto, slipped in some manner, and in falling fractured her leg. In the litigation that has followed, a precedent has been laid down that might well be of serious moment to every merchant.

The facts of the case are these: This customer in some manner slipped while in the store. There was no reason for this that might justify a charge of carelessness; there were no repairs under way, nor were there any obstructions of any character on the floor. How this woman came to fall, no one seems to know. The important item is that this customer took a civil action against the owners of the store for \$5,000, and retained W. A. McMaster to handle the case. The defendants, on the other hand, knowing the facts of the case, did not believe it possible for the plaintiff to make good her case, and consequently did not make any great effort in defending it.

As a result, when the matter actually came to trial a few days ago the jury awarded the woman \$1,500 damages.

Now, the point of the whole matter is not so much the individual case, but the precedent that such a case would give for further actions. Any person who received an injury in any retail store, no matter if that injury were the result of personal carelessness or not, would under the precedent set by this case be liable for damages, to any extent that a susceptible jury might consider right.

Because of this wider significance, the Provincial Retail Merchants' Association has taken upon itself the burden of contesting the case. Hartley Dewar has been retained for this work, and already application has been asked and granted to reopen the case to permit of the introduction of further evidence. It is rumored, too, that this evidence may be of a somewhat startling nature.

WHAT OTHER PAPERS SAY

PRACTICAL ECONOMY

From *Financial Post*

We hear much of thrift and economy in these war times. They should both play an important part in the every-day life of the individual. At the same time they should be accepted in their broad national application. Practical economy is not so much the saving of money as it is the wise spending thereof—in a word the elimination of supplies because there is a world shortage but economy which throws workers out of employment instead of shifting them from one employment to another may do very real harm. Of such "economy" the New York Annalist says:—

It deprives many of the means of livelihood and does not add to the production of things essential to the conduct of the war. Nothing whatever is gained by cutting off the demand, let us say, for artificial flowers unless the labor and materials saved in that way are devoted to some other more useful production. It is vastly better that we should go on consuming non-essential things than that thousands of workers engaged in the production and distribution of luxuries should be left without work. We do not want to add to the necessary problems of war the unnecessary problem of unemployment.

In Canada, while practical economy is being practised in eliminating waste and in directing expenditures so as to insure the employment of labor, it should be remembered that home products should be favored for the reason that imported goods and articles are manufactured by the labor of a foreign country and that that country secures the benefit. Money spent for home products circulates in the country and aids in maintaining general prosperity.

WEIN-STOCK-LUBIN SCHEME GOES TO THE ROCKS

From *National Bulletin*

The report has just reached us from California that Harris Weinstock's "farm to table" dream has proven a flat failure. This scheme was launched by the Legislature of California a year or so ago, ostensibly to reduce the high cost of living, but primarily its object seems to have been to give Weinstock a political job.

He started out blithely. He preached the scheme in public addresses, by letters, and in newspaper interviews. One would have thought there was nothing left for the retailer to do but adjourn sine die.

Finally after no end of boosting and free publicity on the part of city newspapers, twenty-one "farm to table" sales were made. It is said they cost the State of California something like seventy-five dollars apiece to bring them about, which is certainly going some, especially for a man who has started out to reduce the high cost of living.

But while he was telling the city people how he was going to reduce the prices, he was running up and down the state telling the farmers and other producers how, by organizing themselves into combines, they could get higher prices for their products; he offered to help work this, too, but at

this point the States Attorney stepped in and called a halt, for Weinstock was propagating combinations in restraint of trade.

Gradually the public discovered there was nothing to this scheme and lost interest in it. So another pipe dream has gone to join those exploited by visionaries who seek to experiment with impractical schemes at the expense of the war taxpayer.

Weinstock is a former partner of David Lubin, who, working in a year in conjunction with Senator Lubin, of Florida, attempted at Government expense to club Congress into financing a similar scheme on a National scale, and they might have succeeded, but for the prompt and vigorous opposition of the N.R.H.A.

ENGLISH STEEL PRODUCTION GROWING

From *The Ironmonger*

The signs of the United Kingdom growing independent of outside sources for its supplies of steel are being much discussed in American trade circles, and with some degree of uneasiness. A deep impression was made in that country by the statement of a member of the Ministry of Munitions last autumn that plant extensions and new works in Britain were making such strides that the steel shortage would entirely disappear early in 1917, and that foreign supplies of shell steel could be dispensed with by March 31 in the present year. A writer in *The Iron Age*, of New York, quotes statistics of imports of steel by Britain which indicates the early fulfilment of that prophecy, and he observes that the British steel industry is making such wonderful progress that it logically follows that British competition in the world's markets after the war will not be an insignificant factor, but probably more important than before the war. The total British imports of blooms, billets, and slabs during the last four years were as follows: 1913, 513,988 tons; 1914, 298,736 tons; 1915, 427,996 tons; 1916, 146,141 tons. In spite of the phenomenally heavy consumption of steel for munitions, therefore, the country last year imported only about one-third of the quantity brought from foreign sources in 1915.

IS YOUR STOCK PROTECTED?

From *The Hardware Trade*

The ever mounting prices of merchandise during the past few months have brought the retailer face to face with a problem which many are overlooking.

That problem takes form in the question of adequate fire protection to cover increased stock valuation.

In case of a loss the adjustment is naturally made upon the basis of the present valuation of the merchandise. Frequent price advances, especially in the case of the stock which is not turning rapidly, bring about a condition where present valuation is usually considerably in excess of the actual invoice valuation.

Where a retailer is carrying policies by which he becomes a co-insurer with the insurance companies the desirability of having adequate protection based upon present merchandise valuation is particularly marked.

Unless this is attended to, fire may mean a loss sufficient to seriously embarrass if

not entirely force a merchant out of business.

Larger retailers are, and have been for months back, keeping a close watch upon their stocks. From time to time additional policies, either regular or short term in nature, have been taken out to cover the increased investment.

This practice is a sound one. It offers a maximum of protection. It costs little compared to the satisfaction one experiences in knowing that if the unexpected happens both himself and his creditors are protected.

With the prospect of further elevations in merchandise quotations due to the present situations, it would appear that those merchants who have been carrying the burden of the risk themselves during the past two years might well transfer it at this time to the shoulders of the fire insurance companies.

FALSE ECONOMY.

From *Paint, Oil and Drug Review*

Unreasonable and hysterical economy bids fair to be responsible for a vast amount of financial difficulty in this country if it is not checked. The agricultural department very properly called attention to the need of economy in the use of food products owing to the unprecedented demand abroad and our comparatively light supply. From this the great public and some leaders of public opinion who should have known better jumped, with the characteristic American tendency to go to extremes, to the conclusion that this was the time for universal retrenchment. The psychological effect has been what was inevitable. Everybody has begun to scrimp and save, money has already begun to be withdrawn from circulation which ought to be passing freely from hand to hand. Retailers have begun to feel the slackening demand. Soon wholesalers and manufacturing will get a touch of the same and we shall have the remarkable spectacle of a great producing nation on the ascending wave of a wonderful prosperity brought about by natural commercial conditions stopped short by their own mistaken idea of economy.

We are in just as good a natural position as we were before war was declared. There is a good opportunity for every human being in the United States who is capable of working to get a job. We have so much money and such natural resources that we are loaning huge sums of money to our friends across the water, sums beyond the mental concept of the average man, all of which comes back to us in enormous contracts, for food, clothing, munitions, ships, etc., etc.

Even the food question can be settled readily by a little careful arrangement. Germany feeds herself with 70,000,000 of people on a total area no larger than the State of Texas. What we need is an assembling of our resources a mobilization to meet exceptional conditions, but let us not go to the extreme of universal retrenchment, an extreme which will injure industry if allowed to reach wide-spread proportions. The paint industry has not begun to suffer yet, but it will undoubtedly receive its share of the retrenchment unless its members recognize the evil and combat it with more than ordinary vigor.

THE JUNIOR CLERK'S PAGE

The Man Behind the Counter

A Good Salesman Will Utilize the Customers' Senses—Salesman Needs to be Appropriately Dressed—Windows Present Ideas.

THE selling of goods is the thing for which the store exists, stated Professor Paul H. Neystrom, in an address during the merchants' short course at the University of Kansas. With all your good buying, all your good system in store work in every respect, your good accounting, your advertising and your window trimming, you must still recognize that the whole system rests on your sales people.

Salesmanship is a big subject. Most store workers are not good sales people, because they know very little about salesmanship. It requires study to make good in salesmanship.

In salesmanship our problem is to get the customer to know the facts about our goods and to feel favorably toward them. Our problem is to get ideas about our goods into his mind and the openings through which the raw material, out of which ideas are constructed, passes are the nerves that pass out from the brain; the principal ones being the nerves of sight, hearing, smell, taste and touch.

In selling goods the sales person who understands these elementary facts attempts to give his customer ideas not only through the eye and ear, but also through the sense of touch, and, if possible, through the sense of smell and taste. The salesman appeals to the eye by showing the goods and pointing out what he wants to be seen. He appeals to the ear by telling about the goods, and he appeals to the sense of touch by getting the merchandise into the hands of the customer; or, as in the case of shoes or garments, by getting the customer to try them on. Every good salesman follows this principle of using several of the customer's senses, whether he knows it or not. Every retail salesman should follow this principle, appeal to his customer's mind by presenting ideas through as many senses as possible.

Another fact of psychology is that the rate at which nerve currents enter the brain and from the brain into the mind is not the same in all people, nor is it the same for each person at different times. The salesman must recognize that if he is presenting ideas about his goods faster than his customer can take care of them, he will not be understood and will lose interest. Nor must the salesman present ideas too slowly or the customer's mind will run away from him and grow interested in something else.

When the nerve currents enter the brain from eye, ear or other parts of the body, they travel with a considerable rate of speed, although this speed varies greatly among individuals.

When the current comes to its appropriate place in the brain, it strikes a blow in its particular brain cell. The marks can be made deeper in either of two ways—by putting more force in the nerve current that causes it, or by repetition or concentrating the mind with all its power on the one incoming idea. One other thing is necessary, and that is plenty of pathways or connections to the mark or indentation that represents the idea to be recalled.

There are two more facts of psychology that I would like to present. One is that every idea that enters a customer's mind is accompanied by some feeling, either good or bad, pleasant or unpleasant, satisfactory or unsatisfactory to the customer. The mind never accepts an idea in a neutral way. It accepts or rejects and classifies as good or bad every impression that your customer receives of you, your goods, your store and its equipment, and thus either helps or hinders you in making sales because of this fact.

The other fact is that every idea that enters the customer's mind tends to be expressed, not only by speech, but also by such things as brightness of the eyes, actions of the body, smiles, and of the face and head. It is this expression that the salesman must watch to learn whether he is on the right track or not, whether he is showing the right kind of goods or offering the right kind of selling arguments. One can't sell goods successfully without watching customers' expressions.

The customer gets ideas not only about the merchandise the retailer tries to sell to him, but also from everything about the store. The store's advertising in some newspaper may reach the customer before he comes to the store and he gets ideas from that. They may be partly or wholly unconscious impressions, but in so far as they reach the mind at all, either in definite or in indefinite forms, there is certain to be an effect of feeling either for or against as an accompaniment of what he saw, heard, felt, tasted or smelled.

Window trimming presents ideas to customers and likewise good or bad feel-

ing. The entrance and doorway produce a favorable or unfavorable impression upon all who enter and go out. Uneven steps, sloping walks, slippery places, sticking doors, squeaky hinges, doors that slam with a bang, doors hard to open or close, all cause customers some irritation or bad feeling, and while these are in most cases but very small things, they hinder the successful selling of goods.

The internal arrangement of the store, the layout of the counters and shelving, the location of the goods and the ways in which the goods are displayed are all important factors in building a good impression in a customer's mind. If that impression is not good it will be bad.

Next in order among the things likely to attract the customer's attention and to produce ideas and consequently feelings in the salesman himself. The way he approaches the customer, the way he stands, walks, his looks, his interest, the way he is dressed, his voice, the way he speaks, his cleanliness of clothes and person are highly important factors in giving a good or bad impression in the customer's mind.

The salesman needs to be appropriately dressed for his work. Not too flashy or richly, nor too poorly. Either extreme will attract attention to itself and will detract from the purpose of the store and of the salesman to sell goods.



RETAILERS AID BACK-TO-THE-LAND MOVEMENT

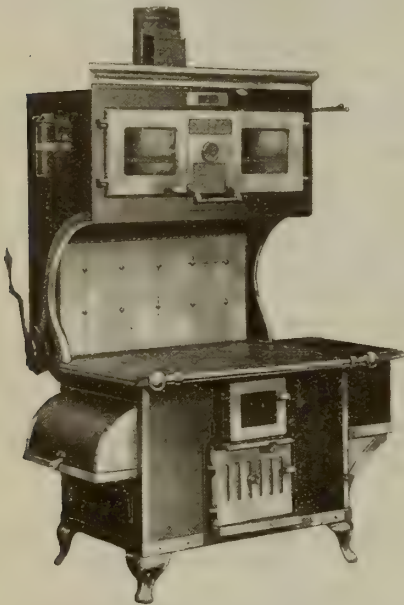
A noticeable tendency among retailers, chiefly throughout the West, has been to recently interest themselves in the movement to induce young men to remain on the farm. Always interested in all community movements, which have as their aim the betterment of the community life of the rural and urban districts, this question has recently taken on a new meaning as it affects the retail merchant. Community development in country towns is the principle behind the movement in an endeavor to make life more attractive for the young people and thus induce them to remain in the rural districts rather than crowding into the larger centres of population, and merchants in the smaller centres are being urged to take a keener interest in the life of the community and to increase the attractiveness of country and village life. In creating environments which may appeal to the young people it has been suggested that social centres, libraries, etc., be established, and that merchants make their stores serve the community in which they are located in a broader and bigger sense as they relate themselves to the community life generally.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

GOOD CHEER CABINET RANGE

The Good Cheer Cabinet Range with elevated oven illustrated herewith, is now being marketed by the James Stewart Mfg. Co., Ltd., Woodstock, Ont. The range is fitted for the use of either coal or wood. It has a long roomy six-hole cooking top with an abundance of oven and elbow room. Regarding the elevated oven's baking qualities, the makers state that the natural course of heat is upwards, and being reflected so that five



Good Cheer High Oven Range.

sides of the oven are heated, makes it the most economically operated range for any fuel. It is equipped with an electrically lighted glass door oven. This is claimed to be an advantage as it is said that with better light there should be no guessing as to the progress of the baking. By touching a button which is connected with a dry cell battery, the oven is flooded with light showing the contents without opening the oven door.

The fire box is under the two centre holes. The centre fire box, it is claimed, assures every one of the six pot holes being a cooking hole. The stove is equipped with a very large ash pan, said to be big enough to hold two or more days' ashes. Being longer and wider than the grate, it is said that all the ashes must fall into the ash pan. The stove is equipped if desired with an 8-gallon copper reservoir, which can be attached to the range in a few minutes. Unlike other compact reservoirs, it is heated by direct radiation from the fire hole and secures a good supply of hot water. For domes-

tic heater purposes a large water front can be supplied and takes the place of one of the fire backs.

The range is fitted with a Good Cheer fire box which, the makers point out, has no grate frame to wear, twist, or bind the grate. The grates are removable without disturbing the linings or water front. The fire backs are ventilated.

The makers point out that the high oven is a great advantage as it prevents the necessity of stooping down. They state that the modern gas range with the oven on the same level as the cooking hole has shown the advantage of the elevated oven.

Complete descriptive matter can be secured by writing the James Stewart Mfg. Co., Woodstock, Ont.

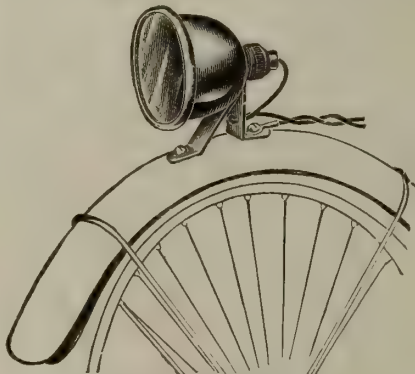
PROTECTIVE DOOR LOCK

The International Time Recording Co., Toronto, Ont., are introducing a Protective Door Lock, which is operated in conjunction with a time recorder. Each store clerk, on opening the door with a key, is said to cause a record to be printed by electricity in the recorder, which indicates what clerk opened the door and whether from the inside or out. The same record is also given no matter which door was opened, front or back, thus making it impossible, it is said, for any employee of the store to open or close any door of the store without there being a perfect record made electrically. Further details will be furnished on request.

PRESTO TAIL LIGHTS

The Metal Specialties Mfg. Co., 730-738 West Monroe St., Chicago, Ill., have just designed and placed on the market a new tail light for bicycles, as shown in the illustration.

This tail light has a parabolic shape to the reflector 2 in. diameter which, it is said, gives it a very neat and pleasing



Presto Tail Lights.

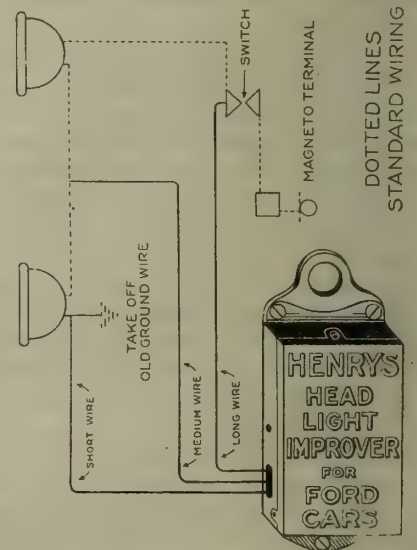
appearance adding to the style and beauty of the bicycle to which it is applied.

It comes equipped with a ruby lens and strong steel bracket, which is fastened on the mud guard with two small bolts and sufficient rubber covered wire to connect same to the dry cell battery which is contained in the black enameled steel can strapped to the main bar of the bicycle. The same battery also furnishes current for the electric head light.

The ordinary No. 6 dry cell is used, same as commonly used for door bells, etc., and can be easily replaced.

AUTO HEADLIGHT IMPROVER

Henry's Headlight Improver Company, 90 St. James Street, Montreal, Que., is marketing an apparatus for the Ford au-



Henry's Headlight Improver.

tomobile which, it is claimed, will give 100 per cent. better lighting without affecting the magneto or motive power in any way. One of the advantages of the new Improver is said to be that there is no necessity to change the lamps or to re-wire the car. The device is claimed to automatically change from bright, dim, or off at will, and an added advantage is said to lie in the absence of a coil which would absorb or choke the surplus current generated at high speed. Testimonials regarding the efficiency of the Improver have been received, it is claimed, by the company, among which is one from the Dept of Electrical Engineering, of McGill University, Montreal. Further details of the headlight device will be given on application.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Included in the many lines advanced in price this week are black and galvanized wrought iron pipe, boiler tubes, glass, solder, lead, furnaces, hammers, hollowware, curtain stretchers, rock picks, mattocks, crow bars, mattocks revolvers. In ingot metals, tin at present holds the centre of the stage, and has scored several advances within the past week. The tone of the copper market is slightly easier. Future antimony is firmer. Available supplies of pig-iron are very limited, and quotations are merely nominal. Prices of steel products continue to advance. There is a great scarcity of sheets of all kinds. The new steel plant at Toronto is nearing completion, and it is announced that the United States Steel Corporation Canadian plant at Ojibway will be rushed to completion. Spring hardware lines are moving fairly well, but the demand would be greatly stimulated by the advent of warmer weather. Linseed oil shows an easier tendency this week, following the spectacular upward move last week. Ready-mixed paints are decidedly firm in price, owing to the further increased costs of white lead and other raw materials.

Predictions are now made by competent authorities that before the end of the year, black sheets will be quoted at \$10 and galvanized sheets at \$12. As far as all sheet markets are concerned, the makers are entirely filled up for the balance of 1917.

MONTREAL MARKETS

MONTREAL, May 16.—Advances are the rule still in a great many important manufactured goods. Sheets and plates are very firm, and there is declared to be an impending famine of tinplate. Business is reported very good notwithstanding the serious complications of quotations which are on the advance so fast in many lines that it is an almost eternal business now to alter change sheets, and enter them up. There are hints heard that sisal rope and products are likely to advance again before long. Iron pipe is up once more, and will probably advance still further.

More Heavies Than Shelf Goods Advance

Montreal.

SHELF GOODS ETC.—There has been a period of restfulness as regards alterations of prices in shelf goods in Montreal wholesale hardware circles. It is anticipated, however, that further changes upwards are due owing to the strength of the metal markets generally.

Clay and Rock Picks Up

Clay and rock picks have advanced this week by about 25 per cent. Prices as quoted by one firm in Montreal being as follows: Clay-picks, 5-6 lb. \$7.75 doz.; 6-7 lb. \$8.00; 7-8 lb. \$8.25;

8-9 lb. \$8.50, and 9-10 lb. \$9.00. Rock picks 5-6 lb. \$8.25; 6-7 lb. \$8.50; 7-8 lb. \$8.75; 8-9 lb. \$9.00, 9-10 lb. \$10.00.

Pick Mattocks Advance

An advance in pick mattocks brings these to \$8.50 per dozen.

Crowbars Etc. Advanced

Crowbars are now quoted at 6 cents a pound; claw-bars are at 8 cents a pound; wrecking bars at \$7.50 a dozen; and stamping bars at \$8.00 per hundred pounds.

Axes Again Advanced

Another advance of 25 cents a dozen on all axes except 'Hurds' is recorded by one wholesale firm in Montreal.

Globe Angle and Check Valves Up

Standard globe, angle, and check valves have again advanced and are now quoted 35 per cent. off list.

Steam Stop Cocks Advance

There is an advance in steam stop-cocks square head which are now quoted at 40 per cent. off list. Iron stop cocks are quoted 57½ off; stop and waste cocks are quoted 57½ off also.

Compression Bibbs Advance

Brass compression bibbs have gone up, and are quoted now at 50 per cent. off.

Fittings and Bushings Up

Pound goods in fittings are now quot-

ed nett list. Cast iron and malleable bushings are at 35 per cent. off; Flanges are 40 per cent. off; plugs 37½ per cent. off. Union flanged are 27½ per cent. off, and malleable flanged at 45 per cent. off.

Iver Johnson Prices Altering

There have been rumors of changes in Iver Johnson small arms, and shot guns. These changes are expected to be advanced, but exact figures were not available at time of writing.

Stove Pipe Up

As might well be expected owing to the condition of the market for sheets and plates stove pipes show advancing tendencies. One firm now quotes 7 inch Easilock at \$19.00 per 100 lengths.

Jenkins Genuine Valves Up

Another advance goes into effect on Jenkins Genuine Valves this week to the extent of five per cent. over previous quotations.

Clothes Pins Cost More

One firm of wholesalers notes that clothes pins loose, are now worth 90 cents per case of 5 gross 4-inch size.

Sand Paper in Rolls Costlier

It is also noted that while B. & A. sand paper in sheets is 15 per cent. advance on list, the same in rolls is now 33 1-3 advance on list.

Cotton Wrapping Twine Firm

The firmness in cotton makes three-ply wrapping twine worth more, and prices now range from 45 to 48¼ cents.

Blue Stone Costs Less

Blue stone is cheaper now than it has been quoted of late, and can be had for 14 to 16 cents a lb. in Montreal; less for large lots.

Iron Pipe Prices Are Up Once More

Montreal.

IRON PIPE.—As predicted last week iron pipe is again advancing and the end is not yet, by any means, though pipe has all but reached what may almost seem to be prohibitive prices. Still demand is quite strong as supplies are absolutely indispensable in some cases and this may continue. Prices are shown in a panel elsewhere in this issue.

Sheets And Plates Immensely Firmer

Montreal.

SHEETS AND PLATES.—There is no product in the metal markets at

present which is firmer than sheets and plates. Scarcity is the rule on every side. Back sheets have advanced this week as will be seen by current quotations, and this advance need not by any means be considered the last. Already the wholesaler is paying more for his black sheets from the manufacturer than he is charging the retailer in some cases. Canada plate is short to the verge of non-existence. Bright Canada plate particularly is becoming a museum commodity. Ordinary has a higher price in current quotations this week, but even at that the price may be found merely nominal.

Per 100 lbs.
No. 10 gauge, base\$8.10
No. 28 gauge, base 8.60
1/4-inch (boiler plates) 9.00
Differentials for other gauges: No. 12 gauge 10c higher than No. 10; No. 14 gauge 20c less than No. 10; No. 16 gauge 10c less than No. 10; Nos. 22-24 gauges same as No. 10; No. 26 gauge is 10c less than No. 28.

Big Shortage Of Tin-Plate Feared

Montreal.

TIN-PLATE.—The situation as regards tin-plate is so serious that this commodity requires this week a separate account of itself. It is impossible to hope for supplies from Britain any longer. The U.S. Government has instructed manufacturers of tinplate to take care of the food canning trade first and foremost, and as a result there are grave fears now that there will not be enough tinplate produced over and above canning firms' needs to go round the other consumers in the States and Canada. Manufacturers are frankly advising small consumers who foresee requirements in this line for the next few months to secure what supplies they can where they can get them and without delay. The scarcity is most marked. Prices have still rather a wide and variable range owing to conditions of stocks here and there, but all quotations are bound to advance. Moreover production may fail to keep pace with demand, and may thus fall to almost famine stage before winter.

Nail Prices So Far Unaltered, But Firm

Montreal.

NAILS, WIRE ETC.—For the present week in Montreal there have been no changes in prices of nails or wire prices. Standard steel wire nails are still at \$5.25 base, but with the trend of iron and steel markedly firmer further alterations upwards may be expected. Wire prices remain as previously quoted following advances which may not be the last.

Iron And Steel

Montreal.

IRON AND STEEL.—In every way the situation as regards iron and steel is firmer. The fact that the United States is in all probability going ahead with one billion dollars worth of steel shipbuilding, and that mills are giving

Still Firmer

WROUGHT IRON PIPE			
Effective May 14, 1917			
Size	Black Galvanized		Per 100 feet
	Standard	Buttweld	
1/8 in.	\$ 4 50 \$ 6 00
1/4 in.	4 96 7 00
3/8 in.	4 96 7 00
1/2 in.	6 29 7 86
3/4 in.	7 94 10 06
1 in.	11 73 14 88
1 1/4 in.	15 87 20 13
1 1/2 in.	18 98 24 06
2 in.	25 53 32 38
2 1/2 in.	40 95 51 77
3 in.	53 55 67 70
3 1/2 in.	66 24 83 26
4 in.	78 48 98 65
•	Standard Lapweld		
2 in.	28 49 34 97
2 1/2 in.	42 71 52 94
3 in.	55 85 69 23
3 1/2 in.	68 08 86 02
4 in.	80 66 101 90
4 1/2 in.	93 98 118 70
5 in.	109 50 138 40
6 in.	142 10 179 50
7 in.	185 60 232 05
8 L in.	195 00 243 75
8 in.	224 60 280 80
9 in.	269 10 336 38
10 L in.	249 60 312 00
10 in.	321 40 401 70
Prices—Ontario, Quebec and Maritime Provinces			

preference to orders for the purpose of marine construction strengthens the tone generally. So far iron and steel prices as quoted below have not altered in Montreal, but the tendency is all to advances.

Common bar iron, per 100 lbs.....	\$ 4.00
Refined iron, per 100 lbs.....	4.25
Horseshoe iron, per 100 lbs.....	4.05
Norway iron.....	11.00
Mild steel.....	4.70
Band steel.....	4.70
Sleigh shoe steel.....	4.70
Tire steel.....	4.90
Toe calk steel, per 100 lbs.....	5.60
Mining tool steel, per lb.....	0.13 1/2
Black Diamond tool steel, per lb.....	0 16
Spring steel.....	6.25
Single reeled machinery steel.....	6.25
Iron finish machinery steel.....	4.75
Harrow tooth steel.....	4.85
Black Diamond cast steel, lb.....	0.16

Stoves And Ranges May Be Affected

Montreal.

STOVES AND RANGES.—There have been no changes in the general quotations for stoves and ranges of standard makes but with the conditions as to sheets and plates so abnormal there may be further advances in spite of the fact that manufacturers consider standard stoves about high enough in price. No ideas based on former experience seem to hold ground for long however in view of present conditions, so that from markets and advances may well be counted upon till radical changes begin to show up as regards the materials of production. There may even be a cessation of manufacture of some lines owing to shortages of material.

Sisal May Have Another Advance

Montreal.

ROPE, TWINE, ETC.—There is no further change in the market quotations for rope and cordage, but a very firm condition exists as regards raw material.

Sisal did not alter in price with the last changes upwards, and may be expected to make the next jump which may be a big one. It is expected that the United States will add a ten per cent. war levy on this product, while admitting Manila free of duty in view of ship building requirements. The ten per cent. extra will be found on sisal products in this country also should it arrive in the States. Just at present the chief spring demand for ropes etc., is over, and the market is settling down to steady normal call for its product. Binder twine is very firm, but not in sharp demand at the ruling prices for new business which are around 20 cents.

Gasoline in Good, Brisk Demand

Montreal.

GASOLINE, ETC.—The market for gasoline and coal oil this week is unchanged at the time of writing, quotations for gasoline being still 32 1/2 cents per Imperial gallon for quantities wholesale; coal oil Royalite 17 cents per Imp. Gallon; Palacine at 20 cents per Imp. gallon. Demand is very brisk for gasoline, and so far no indications of advances are heard from the centres of crude oil production.

Lead And Zinc Goods Still Show Firmness

Montreal.

LEAD AND ZINC GOODS.—While the market for lead and zinc goods is very firm, and there are occasional shortages and difficulties in securing supplies there have been no marked alterations in quotations for the present week. One firm of hardware wholesalers quotes lead traps now at list plus 15 per cent., after having held the lower figures rather longer than was general. This price was quoted last week in the list given below. The solders are all in very firm market, but with varying prices according to quality.

Lead pipe, lb.....	\$ 0 17	.....
Lead waste pipe, lb.....	0 18	.....
Lead traps and bends.....	Plus 15%	.....
Lead wool, lb.....	0 17	.....
Lead sheets, 3 1/2 lbs. sq. ft.	0 16	.....
Lead sheets, 4 to 6 lbs. sq. ft.	0 15 1/2	.....
Cut sheets, 3/4 lb. extra and cut sheets to size, 1c lb. extra.....		
Solder, guaranteed, lb.....	0 34	.....
Solder, strictly, lb.....	0 32 1/2	0 38
Solder, commercial, lb.....	0 31 1/2	0 35
Solder, wiping, lb.....	0 31 1/2	0 32
Solder, wire, lb.....	0 35	.....
Zinc sheets, per lb.....	0 28	.....

Old Metals Are Showing Firmness

Montreal.

OLD METALS.—Advances have been made in the old metals this week to some extent. Tea lead is a cent higher than last week's quotations. Heavy lead pipe is half a cent higher. Yellow brass is firmer, about a quarter of a cent higher on the high quotation of last week. Red brass is two cents higher. Light brass is half a cent higher. Heavy zinc is unchanged, and heavy copper is half a

cent higher. Old cast iron has advanced by two dollars per gross ton. The market is fairly well supplied except with iron, and demand is good.

Tea lead	\$ 0.08½	.....
Heavy lead pipe	0.09½	.....
Yellow brass	0.15¼	0.15½
Red brass	0.22	.....
Light brass	0.09½	.....
Heavy zinc	0.09	.....
Heavy copper	0.25	.....
Oil cast iron, per gross ton.....		24.00
Stove plate, per ton	16.00	17.00
Old rubber, boots and shoes....	0.08½	.....
Overshoes, lumbermen's rubber boots	0.08½	.....
Auto tires	0.05½	.....
Bicycle tires	0.03	.....

Tin Reigns In The Ingot Metals

Montreal.

Further Advanced

TIN.—The strange thing about tin prices nowadays is that while they are at their very highest in history no one is clear even after cable communication with London, as to what is the cause of the sudden rises of last week. One tin cargo is known to have been lost at sea. There may be others also in Davy Jones' Locker. Tin is now quoted from hour to hour almost. At time of reporting it was worth from \$66.00 to \$66.50 in Montreal.

Lead Firmer

LEAD.—Lead is firmer this week in Montreal and is quoted at from \$13.50

for large orders to \$14.75 or \$15.00 for smaller orders.

Copper Very Dull

COPPER.—Copper is in dull market, and unchanged from last week's quotations as to large orders viz.: \$35, but for smaller quantities more firmness was found and \$37.00 to \$37.50 is quoted.

Spelter Quiet

SPELTER.—Spelter keeps quiet and dull at \$13.00.

Antimony and Aluminum

ANTIMONY.—Antimony is steady at \$32.00 to \$33.00 for small orders and \$27.-\$39 for larger business. Aluminum is steady at \$70.00 with no great activity to record.

Cold Blast

Globes Advanced

LANTERN GLOBES.—Prices of lantern globes have moved up considerably, and the price is now 95c dozen.

Corn Brooms Up

Corn broom prices have all been advanced 10 per cent.

Rope Clips Up

Wire rope clips have also advanced. The ¼ in. size is now quoted at \$4.50 per 100.

Wood Alcohol Higher

Wood alcohol in barrels has advanced to \$1.90 gal.; less than barrels \$2 gal.

TORONTO MARKETS

TORONTO, May 17.—Price changes that have taken place during the week are all toward higher levels. Among the lines in which advances have been recorded are curtain stretchers, revolvers, iron pipe, hammers, furnaces, hollow-ware, black sheets, boiler tubes, solder, lead, clay and rock picks, mattocks, crowbars, glass. Business has been very good during the week. One of the disturbing factors for some of the Toronto wholesalers is the strike by the drivers of the cartage companies handling the freight for the three railway companies which was started on Wednesday morning. For those wholesalers depending on the cartage companies to bring their goods to and from the depots there may be some inconvenience. It will undoubtedly be a temporary condition. There is practically a famine in Canada at the present time of the plates from which stovepipes and elbows are made and there will be difficulty in supplying anything near like a normal demand for these products.

Revolvers Advance 20% During Week

Toronto.

REVOLVERS.—An advance of approximately 20 per cent. has been made in the prices of Ivers-Johnson revolvers. Safety hammer nickel-plated are now quoted at \$8 each and the safety hammer blued at \$8.35 each. For the safety hammerless revolver nickel-plated the new net

price is now \$8.60 and for the blued safety hammerless, \$8.95.

Clay Picks And Rock Picks Go Higher

Toronto.

PICKS.—A considerable increase has been made effective in the price of clay and rock picks during the week. On clay picks the increase is approximately \$1.65 per dozen and on the rock picks \$1.75 per dozen. On the clay picks for 5 to 6-pound sizes the price is now \$8.15 per dozen, on 6 to 7-pound, \$8.45, on 7 to 8-pound, \$8.75, and on 8 pounds only, \$9 per dozen. Rock picks, 7-pound, is now \$9.25 per dozen, and 8-pound are quoted at \$9.50.

Crowbars And Mattocks Advance

Toronto.

CROWBARS, MATTOCKS.—Owing to the condition in the iron and steel market where steadily higher prices have been prevailing an advance has been made in the price of mattocks and crowbars. Crowbars are now quoted at \$6.60 per hundred pounds. Long cutter mattocks are priced at \$9.10 and pick mattocks at the same price of \$9.10 per dozen net.

Shortage Of Lantern Globes May Develop

Toronto.

LANTERN GLOBES.—Owing to the shortage of potash in the manufacture of

glass of various kinds and also due to the condition in the labor market there is a strong probability that there may be a serious shortage in lantern globes. Prices of these commodities are accordingly firm and range all the way from 90c to \$1.20 per dozen. The situation is akin to that in window glass.

Blacksmiths' And Masons' Hammers Up

Toronto.

HAMMERS.—Another advance of approximately 20 per cent. has been put into effect on masons' hammers, double-faced striking hammers and blacksmiths' sledges and kindred lines of hammers. While an advance has not yet been made in carpenters' nail hammers there is a strong probability that a similar increase in these will be made effective in the near future.

Electric Irons In Very Firm Position

Toronto.

ELECTRIC IRONS.—There is a firm situation developing in the market for electric sad irons which in the opinion of some dealers points the way to higher prices. It has practically been decided that an increase of 50c each shall take effect on Hotpoint electric irons on June 1 which would make the selling price \$5.50 as compared with \$5 at the present time. The advance will in all probability apply to electric toasters as well as irons.

Curtain Stretchers Higher

Manufacturers of Chicago curtain stretchers have announced that higher prices will prevail on their line of goods. Local wholesalers had not yet marked their prices up in conformity with this announcement, but in all probability will do so in the near future.

Wrought Pipe Again Goes Up \$6 Per Ton

Toronto.

WROUGHT PIPE.—A further advance of three points in the price of wrought iron pipe made effective this week provides for an increase of \$6 per ton. This advance follows on the heels of one recorded last week and which was effective from May 3. Scarcity of raw materials for the manufacture of pipe has made necessary a succession of advances within recent weeks. New net prices will be found in a panel elsewhere in this issue.

Furnaces Advance 5%; Hollowware Up 10%

Toronto.

FURNACE, HOLLOWWARE.—Manufacturers of furnaces in Ontario have quite generally advanced their selling price 5 per cent. The increase has been due to the high cost of raw materials and labor. As the dearer materials are reached the manufacturers have found it necessary to follow upward in conformity with the prices they have to pay. There has also been an advance of approximately 10 per cent. in the price of cast-

iron hollow-ware through the changing of the discount. The figure at which they are now sold is 17½ per cent. off list as compared with 25 per cent. formerly. The advance applies to long and short pots and spiders and other articles of a similar nature.

Brooms And Whisks Entirely Off Market

Toronto.

BROOMS, WHISKS.—One large manufacturer of corn brooms and whisks has announced that they will take no further orders on corn brooms and whisks until such time as the new crop of broom corn can be obtained, some time in July. This concern recently announced that they had temporarily withdrawn prices on brooms. Another large manufacturer states their supply of corn brooms is very limited and that as soon as they are cleaned up they will not take further orders until the new broom crop comes in. Broom corn in the United States is now at prohibitive prices.

Nails And Wire Hold In Firm Market

Toronto.

NAILS, WIRE.—The market for wire and nails held steady during the week. The demand for nails still keeps up and the position is one of firmness with the opinion expressed in certain quarters that a further advance would not come as a surprise. Wire is also in firm position following the advance announced in black wire cloth last week. Standard steel wire nails are quoted at \$5.20 per hundred pounds base and cut nails at \$5.05 base.

Black Sheets Have Increased By 40c

Toronto.

SHEETS, PLATES.—There has been a further increase of 40c per hundred pounds in certain quarters on black steel sheets which now makes the No. 10 gauge \$7.90 and the No. 28 gauge \$8.10 per hundred. The increase follows a recent advance made effective from the mills in the United States. Boiler plates have also shared in the advance, the range of prices on ¼-inch now being from \$8 to \$9 per hundred. There is an exceptionally heavy demand for these plates at the present time for shipbuilding and conditions bordering on a panic prevail in the scramble to get them. Following is the range of prices now prevailing:

	Per 100 lbs.	
10 gauge	\$7.50	\$7.90
12 gauge	7.55	8.00
14 gauge	7.45	7.90
16 gauge	7.50	8.00
18-20 gauge	7.30	7.90
22-24 gauge	7.35	7.95
26 gauge	7.40	8.00
28 gauge	7.50	8.10
29 gauge	7.60	8.10
¼-inch boiler plate	8.00	9.00

Corrugated Sheets In Very Firm Position

Toronto.

CORRUGATED SHEETS.—There is a firmness in the market for corrugated sheets following the advance announced in these columns last week. In one in-

stance the price of No. 28 gauge has been increased to \$7.75 and the No. 26 gauge to \$8.50. The market more generally held at the quotations given last week. Following is the range of quotations:

	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	\$7.25-\$7.75	\$ 6.00
No. 26 gauge	8.00-8.50	6.75
No. 24 gauge	12.00	9.00
No. 22 gauge	14.50	11.00
No. 20 gauge	17.00	13.50
No. 18 gauge	22.00	17.00

Iron And Steel Will Again Advance

Toronto.

IRON AND STEEL.—Notice was given in certain quarters that the price of iron and steel would again advance 25c per hundred pounds on common bar iron and 50c per hundred on common bar steel. This follows an advance which has recently been made effective in the United States. An indication of the acute situation that can be expected in iron and steel and all manufactured products is gained from a recent report of the United States Steel Corporation which states that the orders ahead total 12,183,000 tons. This great volume is not only the largest in the history of the industry, but sufficient to keep the steel industry running at its maximum capacity for the remainder of the present year and well into 1918. It is also stated that the current output of steel-producing plants is not more than 80 per cent. of capacity due to the shortage of labor and transportation. There is a very firm situation in the iron and steel industry in the United States at the present time.

	Per 100 lbs.	
Common bar iron	\$ 4.75	\$ 5.00
Common bar steel	5.00	5.50
Refined iron	5.10	5.35
Angles base	5.25	5.75
Horseshoe iron	5.00	5.50
Norway iron	8.00	9.00
Mild steel	5.00	5.50
Tire steel	5.20	5.70
Toe calk steel	5.75	6.25
Sleigh shoe steel	5.00	5.50
Band steel	5.25	5.75
Spring steel	6.50	7.00
Mining tool steel	16.50	18.00
Sheet cast steel	26.00	35.00

Boiler Tubes Go Higher 10 Per Cent.

Toronto.

BOILER TUBES.—Following advances that have been made in the United States to the extent of 15 per cent. with recent weeks an advance has been made effective in the local market to the extent of 10 per cent. This advance is in line with higher prices prevailing in Quebec. Demand for boiler tubes this season has been very good when the time of year is taken into consideration. Stocks are very low in boiler tubes. In 1-inch cold drawn the new price is \$27 per 100 feet, whereas the former price was \$24. Other sizes have advanced in proportion. Following are the new prices on cold drawn and lapweld:

	Per 100 Feet Cold Drawn	Lapweld
1-inch	\$27.00	\$
1¼-inch	33.00	30.00
1½-inch	35.00	30.00
1¾-inch	38.00	30.00
2-inch	38.00	30.00
2¼-inch	40.00	35.00
2½-inch	46.00	36.00

3-inch	52.00	42.00
3¼-inch	.....	48.00
3½-inch	62.00	52.00
4-inch	76.00	65.00

Solder And Lead Make Big Advances

Toronto.

LEAD AND ZINC PRODUCTS.—An advance of 4½c. per pound has been recorded in the price of solder during the week due to the firmness in the tin market and to the higher price for pig lead. Lead sheets have also advanced ¾c per pound. Wiping solder has made an increase of 6c per pound and solder wire 8¾c. Big advances were recorded in the market for tin during the week and this was the factor that dominated the situation in solder. Demand for lead and zinc products have been good. Following are prices now prevailing:

Lead pipe, lb.	\$0.17	.....
Lead waste pipe, lb.	0.18	.....
Lead traps and bends	15% on list	.....
Lead wool, lb.	0.16	.....
Lead sheets, 3 lbs. sq. ft.	0.16½	.....
Lead sheets, 3½ lbs. sq. ft.	0.16¾	.....
Lead sheets, 4 to 6 lbs. sq. ft.	0.16½	.....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		.....
Solder, guaranteed, lb.	0.42	.....
Solder, strictly, lb.	0.41½	.....
Solder, commercial, lb.	0.40	.....
Solder, wiring, lb.	0.40	.....
Solder, wire, lb.	0.45	.....
Zinc sheets, per lb.	0.26	.....

U.S. Duty May Send Old Materials Down

Toronto.

OLD MATERIALS.—Dealers in old materials assert that the proposed duty on all goods coming in the United States of 10 per cent. may operate to cause a lower market for these commodities in Canada. It is pointed out that Canada is an exporting country of these materials and that inasmuch as the market for these is largely governed by the price of ingot metals in the United States the only thing to do is to get the increased duty by paying lower prices in Canada. Yellow brass is commanding ½c pound higher this week and red brass shows an inclination toward higher prices. Light brass is also ½c up, but scrap zinc is lower by ½c.

Tea lead	\$ 0.07	.....
Heavy lead pipe	0.10	.....
Yellow brass	0.15½	0.16
Red brass	0.20	0.21
Light brass	0.11	.....
Scrap zinc	0.09	.....
Heavy copper	0.25	.....
Old cast iron, per ton	24.00	.....
Stove plate, per ton	18.00	.....
Old rubbers, boots and shoes	0.08¼	.....
Overshoes, lumbermen's rubber boots	0.06½	.....
Bicycle tires	0.03¼	.....
Auto tires	0.05¾	.....

Cordage Deliveries Are Going Forward

Toronto.

CORDAGE.—Manufacturers of cordage have been busy for some few weeks past in sending out their spring shipments. Dealers have this year given instructions to have their orders sent forward without delay, as in most cases there has been favorable buying on their part and they are ready to take their stocks in view of the present quotations on cordage. There is no change in the local situ-

ation except a continued firmness in the market. New orders have not been coming in to any considerable extent within the past week or two owing to previous heavy bookings. Prices remain unchanged. In the United States there is an excellent demand for rope and stocks of fibre that were held up at Seattle have been distributed. Binder twine prices remained unchanged at the opening quotations which are given in the current quotations.

May Be Difficult To Supply Stovepipes

Toronto.

STOVES, ENAMELWARE. — Manufacturers state that there is practically a famine in Canada plates. From these plates stovepipes and elbows are made and it is anticipated there will be considerable difficulty in supplying anything like the normal demand for these commodities. From all appearances it would seem that a serious shortage may develop in the not distant future. Demand for stoves has been fairly good during the week, particularly for gas ranges and electric heaters. The tight situation in black steel sheets is a very important factor in the manufacture of these goods. Oil stoves and oil heaters are similarly affected by the conditions in the steel market. F

Tin Is The Centre Of Attraction

Toronto.

INGOT METALS.—Tin is the feature

of the metal markets this week. The New York price has advanced 15c lb. in two weeks' time. Spelter prices are kept firm by a strong ore market. There are no new developments in copper. The tone of the American market is easy. Future antimony is firmer, and lead is unchanged.

PIG IRON.—A quotation of \$50 a ton has been issued on "Victoria" pig iron, but available supplies are somewhat limited. Nearby pig iron is growing scarcer. Most furnaces are unwilling to accept orders even for small lots which require prompt or near prompt delivery unless the buyer is an old customer. Price in a majority of cases is less to be considered than the question of getting iron at all and never before have deliveries been contracted for so far ahead.

TIN.—Tin at the time of writing is about the same price in Toronto as in New York. Locally the price is 65c-67c.

LEAD.—The lead market locally is firmer, and the quotation is 13½c lb.

SPELTER.—The market locally has declined, and the prices ruling are 11½c to 13½c lb.

COPPER.—The market is firmer locally, but prices are unchanged and range from 37½c to 38c lb.

ANTIMONY. — The market is unchanged, prices range from 30c to 35c lb.

ALUMINUM. — No change has been made in aluminum quotations, the ruling price being 68c lb.

LONDON MARKETS

LONDON, May 17.—Important price changes include those in putty, stop cocks, clay picks and mattocks, fibre wash tubs and pails, iron pipe, glass. There is a record sale of garden tools going on this spring, due to the campaign for greater production, and the possibility that high prices for vegetables will prevail next winter. Business generally during the past week has been fair. Cold weather has slowed up business on many warm weather summer lines. Collections have been fair.

Putty Advances 25c Per Hundred Pounds

London.

PUTTY.—Following the firmness in the market for linseed oil and the scarcity of whiting which enters into the manufacture of putty, an increase of 25c per 100 pounds has been recorded during the past week. Standard putty in 100-lb. drums is now quoted at \$4.35, and in 25-lb. drums at \$4.45. Pure putty in 100-lb. drums is \$1 per hundred higher than standard, the price being \$5.35, and in 25-lb. drums \$5.45. Bladder putty in barrels is quoted at \$4.60, and in less than barrels at \$5 per 100 pounds.

White Lead In Oil Makes Big Increase

London.

WHITE LEAD IN OIL.—As an

nounced in HARDWARE AND METAL last week in last-minute advice, an advance in white lead in oil has been made effective in this centre, the increase amounting to 75c per hundred. Pure white lead in oil is now quoted at \$16.50 per hundred in ton lots and \$16.80 in less than ton lots. Demand for white lead in oil is rather light.

Nails And Wire In Firm Position

London.

NAILS AND WIRE.—There was a steadiness in the market for nails and wire during the week. Standard steel wire nails are still quoted at \$5.20 per hundred pounds base, and cut nails at \$5 base. Fence wire remains unchanged at the quotations of last week. Barb wire is selling at \$4.65 per 100 pounds, No. 9 plain galvanized at \$4.25, and No. 9 coil spring at \$4.30. No. 10, oiled and annealed, is being quoted at \$6.16.

Metal Polish Prices Increase 10 Per Cent.

London.

METAL POLISH.—New prices issued on Brasso metal polish provide for an increase of approximately 10 per cent. Quotations now prevailing on No. 3 tins are 90c dozen, No. 6 tins \$1.80 dozen, and No. 12 tins \$4 per dozen. In the spring

cleaning work there is a fairly good demand for this product.

Iron Stop Cocks Higher

Higher prices now prevail on iron stop cocks through the change of the discount. They are now quoted at 35 per cent. off list.

Clay Picks And Mattocks Higher

London.

PICKS, MATTOCKS.—Advances in the price of clay picks, edge mattocks, pick mattocks and grub hoes have been recorded during the week. New prices that now prevail on clay picks, 5 to 6 lb., is \$8 per dozen and on 6 to 7 lb., \$8.50 per dozen. Edge mattocks are now quoted at \$8.75 dozen, pick mattocks at \$8.75 dozen, and grub hoes at \$7 per dozen. Increase have been due to the conditions in the iron and steel markets.

Fibre Washtubs And Pails Up 10 Per Cent.

London.

WASH TUBS, PAILS.—An increase of approximately 10 per cent. has been made effective in the price of fibre wash tubs and pails. Net prices now prevailing in this district are as follows:—Fibre tubs—No. 0, \$18.75 dozen; No. 1, \$16.10 dozen; No. 2, \$13.45 dozen; No. 3, \$11.45 dozen. Fibre pails, Star brand, are quoted at \$4.15 per dozen.

Glass Advances With New List Out

London.

GLASS.—New list and discount has been made effective on the price of glass, which provides for an increase of 10 to 15 per cent. over recent quotations. According to the old quotations, single and double diamond were quoted at 15 per cent. off list, but on the basis of the new list the quotations are 50 and 10 per cent. off list. New list prices will be found in panel form in the paint section of this issue.

Rope, Spades And Shovels Hold Steady

London.

ROPE, SPADES, LAWN MOWERS.—There was a steadiness in the market for rope during the week, and prices remained unchanged at 33¼c base for pure Manila, 27½c for British Manila and New Zealand hemp, and 24½c for sisal rope, base size. Spades and shovels also remained unchanged during the week, first being quoted at a discount of 35 per cent. off list, seconds at 20 and 10 per cent. off list, and fourths at 12½ per cent. off list. Taylor-Forbes lawn mowers are still quoted at 40 per cent. off list, with repairs for same at 10 per cent. off list. Poultry netting, Canadian, is quoted at a discount of 30 and 10 per cent. Harvest tools are selling at a discount of 33 1-3 per cent.

Screen Wire in Demand

With the approach of the fly season, screen wire is in demand, and prices for

painted in 100-ft. rolls is \$2.75 per 100 sq. ft., and in 50-foot rolls \$2.80 per 100 sq. ft. Bronze screen wire is selling at 14c per sq. ft. Screen door spring hinges, No. 20, are quoted at \$11 per gross.

Linseed Oil Firm

Prices in linseed oil were firmly held during the week at \$1.50 per gallon in 1 to 2-barrel lots for raw and at \$1.53 per gallon for boiled. In 3 to 5-barrel lots the price for raw is \$1.49 and \$1.52 for boiled. In 6 to 9-barrel lots the quotations are \$1.47 for raw and \$1.50 for boiled.

WINNIPEG MARKETS

WINNIPEG, Man., May 17.—Featuring an otherwise quiet market this week are big advances recorded in linseed oil and white lead, and following out the same line of thought expressed last week these latest increased values will surely result in a boost in prices of ready mixed paint. Another paint line to undergo rapid changing is shellac, the prices on which, as given below, representing the second advance made during the week.

Business conditions remain normal generally and goods are going forward fairly well. Seasonable lines now being shipped in good quantities are screen doors and windows, screen wire cloth, refrigerators and ice cream freezers. Prices are higher on all these lines than those prevailing a year ago, but the demand has not been curtailed to any great degree.

Important Change In Wrought Iron Pipe

Winnipeg.

A very important change has been put into effect during the week on wrought iron pipe, approximating an advance of 8 per cent., the largest single advance recorded in many months. The new quotations based on this latest jump are given herewith:

Black— $\frac{1}{4}$, \$5.63 per 100 ft.; $\frac{3}{8}$, \$5.72; $\frac{1}{2}$, \$7.34; $\frac{3}{4}$, \$9.27; 1, \$13.73; $1\frac{1}{4}$, \$18.57; $1\frac{1}{2}$, \$22.19; 2, \$29.84.

Galvanized— $\frac{1}{4}$, \$7.97 per 100 ft.; $\frac{3}{8}$, \$8.06; $\frac{1}{2}$, \$9.14; $\frac{3}{4}$, \$11.70; 1, \$17.28; $1\frac{1}{4}$, \$23.40; $1\frac{1}{2}$, \$27.95; 2, \$37.62.

Two Advances In Linseed Oil

Winnipeg.

Linseed oil has come into the limelight with big advances for the week—as a matter of fact there have been two advances, the first one being six cents and the last one eight cents per gallon, a total of fourteen cents for the week. This brings to-day's prices to an abnormally high level as will be seen by quotations herewith: Raw, \$1.64 per gal. bbl. lots; boiled, \$1.67 per gal., bbl. lots.

White Lead Has Taken Big Boost

Winnipeg.

White lead has also taken a big boost and quotations given below are about \$1.50 per 100 lbs., higher than those ruling

Turpentine Steady

Turpentine prices held steady during the week, in single-barrel lots being quoted at 78c per gallon and in 2 to 4-barrel lots at 77c. Five-gallon quantities are 85c per gallon.

Iron Pipe Is Again Advanced

London.

IRON PIPE.—Black and galvanized iron pipe have again advanced. New prices are shown in a panel elsewhere.

two weeks ago. Best prices now available are:

Decorators' pure, \$17.05 100 lbs., ton lots; \$17.40 100 lbs., less quantity; Decorators' special, \$16.05 100 lbs., ton lots; \$16.40 100 lbs., less quantity.

Orange And White Shellac Advance Twice

Winnipeg.

The prices given herewith on orange and white shellac represent the second advance made in this commodity during the week also. Present prices have certainly attained a remarkably high level, as can be seen by a review of the figures herewith:

Orange Shellac—1 gal., \$4.25 gal.; $\frac{1}{2}$ gal., \$4.45 gal.; $\frac{1}{4}$ gal., \$4.85 gal.; $\frac{1}{8}$ gal., \$5.05 gal.; 1-16 gal., \$5.45 gal.; Midgets, \$1.75 gal.

White Shellac—1 gal., \$4.50 gal.; $\frac{1}{2}$ gal., \$4.70 gal.; $\frac{1}{4}$ gal., \$5.10 gal.; $\frac{1}{8}$ gal., \$5.30 gal.; 1-16 gal., \$5.70.

High Level Sheet Metals Maintained

Winnipeg.

Conditions in the sheet metal markets remained steady during the week and revised prices as issued a couple of weeks ago remain in force. Every indication is that the present high level will be maintained, if not exceeded, for some time to come. Present prices on galvanized and black sheets follow:

Galvanized—Apollo and "Fleur de Lis"—10 $\frac{3}{4}$ oz. or 28 Eng., \$9.50 per 100 lbs.; 28 Am. or 26 Eng., \$9.20; 26 Am. or 26 spec., \$8.90; 24, \$8.75; 22, \$8.75; 18 and 20, \$8.60; 16 Am., \$8.45.

Black—10 gauge, \$7.75 per 100 lbs.; 12 gauge, \$7.75; 14 gauge, \$7.50; 16 gauge, \$7.50; 18-20 gauge, \$7.30; 22-24 gauge, \$7.35; 26 gauge, \$7.40; 28 gauge, \$7.50.

Rubber Belting Has Gone Up

Winnipeg.

Rubber belting has undergone a revision in price and new discounts issued show the best now available as considerably higher than the old figures. Endless canvas belts have also advanced and new net prices on two of the most popular sizes will reveal just to what extent these have been affected.

Rubber Belting—Star, up to 6 in., 40%; 6 in. and over, 30 and 5%.

Endless Canvas Belts—120x8x5, \$78.55 each; 150x8x5, \$98.15 each.

Balata Belting—No. 1, 50%.

Rubber Hose Keeps Pace With Rubber Belting

Winnipeg.

Along with the advance recorded in rubber belting comes word of advances being made in rubber hose. Some of the more familiar lines are listed herewith.

Lawn Hose—Plain, $\frac{1}{2}$ in. x 3 ply, \$8.50 per 100 ft.; $\frac{3}{4}$ x 3 ply, \$11.50; 1 x 3 ply, \$16.

Lawn Hose—Corrugated, $\frac{1}{2}$ in., \$15 per 100 ft.; $\frac{3}{4}$ in., \$20.

Gasoline Hose—1 in. x 4 ply, 55c per foot.

Wire Lined Injector Hose—1 in., 17c per foot.

Suction Hose, Wire Lined, 40c per foot.

Canvas covered and wire lined, 50c per foot.

Window Glass To Go Higher

Winnipeg.

Manufacturers of window glass report conditions still in a very serious state and practically all shipping has been stopped. Trouble in getting the right materials and competent labor are still the main factors which make for the present unsatisfactory state of affairs and presage higher prices for the future. No change has been made in quotations for some time past, the following prices holding firm:

Up to 25 in., single \$8.75, double \$12.75; 26 to 40, single \$9.75, double \$14.75; 41 to 50, single \$12.50, double \$16.50; 51 to 60, single \$13, double \$17.25; 61 to 70, single \$14, double \$18.50.

Glass (plate), 15% off.

Prices Revised On Thresher's Goods

Winnipeg.

Another line of thresher goods in great demand which have also come under revision during the week is flue cleaners, prices of which given below indicate advanced figures:

Flue Cleaners—Favorite, $1\frac{1}{2}$, $1\frac{3}{4}$, 2, \$1.00 ea.; $2\frac{1}{4}$, $2\frac{1}{2}$, \$1.25; 3, \$1.50.

Turpentine Demand Remains Quiet

Winnipeg.

Quiet prevails in one end of the paint trade as will be readily seen by looking over the quotations given herewith on turpentine. It is several weeks since any change has been recorded on turps, the present prices remaining at—

85c per gal., bbl. lots; 88c per gal., $\frac{1}{2}$ bbl. lots; 90c per gal., 5 gal. and 1 gal. lots.

Advances In Axes, Rivets And Planes

Winnipeg.

Last week advances were noted on axes, iron rivets and Stanley planes, among other miscellaneous lines. Net prices at that time were not available, but reproduced herewith are the new quotations based on these latest advances on some of the most familiar items:

Black Prince Axes—Single Bit, unhandled, \$11; Single Bit, handled, \$14; Double Hit, unhandled, \$14.

Hudson's Bay Unhandled Axes—1 lb., \$9; $1\frac{1}{2}$, \$9.40; 2, \$9.50; $2\frac{1}{2}$, \$10.50; 3, $3\frac{1}{2}$, 4, \$11.50.

Carriage Rivets—No. 6, $\frac{3}{8}$ in., 22 $\frac{1}{2}$ c; $\frac{1}{2}$ - $\frac{5}{8}$ in., 20c; $\frac{3}{4}$ - $\frac{7}{8}$ in., 19 $\frac{1}{2}$ c; $\frac{1}{2}$ in., 19c; No. 1 and No. 3, $\frac{1}{2}$ - $\frac{3}{4}$ in., 19c; $\frac{3}{4}$ - $\frac{7}{8}$ in., 18 $\frac{1}{2}$ c; 1-2 $\frac{1}{2}$ in., 18c.

Section Rivets, Cone Head—No. 6, $\frac{3}{8}$ in., 22 $\frac{1}{2}$ c; $\frac{1}{2}$ - $\frac{5}{8}$ in., 20c; $\frac{3}{4}$ - $\frac{7}{8}$ in., 19 $\frac{1}{2}$ c; 1 in. and over, 19c. C. S. Head—No. 6, $\frac{3}{8}$ in., 22 $\frac{1}{2}$ c; $\frac{1}{2}$ - $\frac{5}{8}$ in., 20c; $\frac{3}{4}$ - $\frac{7}{8}$ in., 19 $\frac{1}{2}$ c; 1 in. and over, 19c.

Wagon Box Rivets—No. 6, $\frac{1}{4}$ to 2 in., 19c; No. 3, 1 to 3 in., 18c; No. 1, 1 to 3 in., 18c.
Stanley Planes—3-3C, \$2.65 each; 4-4C, \$2.90 each; 5-5C, \$3.30 each; 6-6C, \$4.25 each; 7-7C, \$4.80 each; 4 $\frac{1}{2}$ C, \$3.30 each; 603-603C, \$3 each; 604-604C, \$3.25; 605-605C, \$3.70 each; 606-606C, \$4.70 each; 607-607C, \$5.40 each.

Many Sundry Lines Have Advanced

Winnipeg.

Other lines with which the retailer is familiar and which have undergone revision during the week are noted herewith:

Velocipedes—No. 1, \$2.80 each; No. 2, \$3.35 each; No. 3, \$3.80 each; No. 1R, \$4.25 each; No. 2R, \$4.75 each; No. 3R, \$5.25 each.

Canadian Spiral Packing, 63c lb.
Conductor Pipe Elbows—2, \$1.50 doz.; 3, \$1.75 doz.; 4, \$2.80 doz.; 5, \$6.95 doz.
Lamp Reflectors—7 in., \$2 doz.; 8 in., \$2.25 doz.

Cistern Pumps—Round Spout, Iron Cylinder—No. 1, \$2.10 each; No. 2, \$2.40; No. 3, \$2.65; No. 4, \$3.10; No. 5, \$4.65.



VISITORS TO TORONTO

George Matthie of Boxall & Matthie, hardwaremen of Lindsay, Ont., was a visitor to Toronto during the week.

J. V. Hill of Oshawa, Ont., made a business trip to Toronto during the past week.

A. Kirkpatrick, hardware merchant, Lefroy, Ont., was in Toronto during the week.

J. Dalton, Deseronto, Ont., hardwareman, spent a day in the city during the week.

Fred Donnell of Donnell Bros., Keswick, Ont., general merchant, visited Toronto during the latter part of last week.

Mr. Stuckey of H. Stuckey & Co., Caledon, Ont., visited Toronto on business during the week.

W. W. Leonard, Lakefield, Ont., was in the city for a short business trip.

W. J. Lindsay, Hornby, Ont., hardware merchant, visited Toronto during the week.

George M. Rice, Whitby, Ont., spent a day in Toronto during the first part of the present week.

W. Lawrence, Brooklin, Ont., was among the visitors to Toronto during the week.



WEEKLY PAINT DEPARTMENT

(Continued from page 66.)

ned goods are concerned, is in its infancy. Ten years ago there was not sold as much colored varnish in one year as is now sold in one week, almost all of which goes into the hands of the housekeeper, the great home beautifier. It is within the paint dealer's power to increase the home beautifier's consumption of his goods, and hers is the most profitable and permanent business that can be secured for the paint department.

When the manufacturer imparts primary paint technology, then the salesman, to the dealer, paint will begin to be used in a technical, a practical and consequently an intelligent and satisfactory manner. The automobile manufacturers have produced more mechanics or gas engineers through the use and care of automobiles in the past ten years than were created in the hundred years pre-

ceding, and all by the practical use of automobiles, their books of instruction, and the desire to have no secrets, but impart all their knowledge to the dealers and the public.

Just as the careful amateur mechanic derives better service and has better success in the operation of his car as the result of all this, just so will the careful primary technical paint user be encouraged to do many odd jobs "around the house," consuming the prepared products of the paint manufacturers, and thus increase their general popularity.

I repeat, one satisfactory painting job done by the amateur does more effectively advertise the goods he or she uses than does a ton of literature. In short, make every man and woman who rules over the destinies of a household a confident, satisfied and enthusiastic user of paint and varnish and all their specialties as convenient and necessary household requisites.

Educate the dealer into an understanding of primary paint technology and this great general result can be practically achieved.



CROSS-CUT SAW CATALOGUE

Simonds Canada Saw Co., Limited, of Montreal, have issued an attractively illustrated catalogue of their Crescent Ground Cross-cut Saws, Saw Tools and Files. The pamphlet also embraces illustrations of Dominion Saw Works Co.'s cross cut saws. Complete specifications and price lists are shown. A wide range of hand ice saws is also shown. Copies will be supplied on request.



INDUSTRIAL.

Toronto, Ont.—Cluff Ammunition Co., which recently suffered \$250,000 fire loss, is continuing operations in temporary premises pending the rebuilding of a new factory on the same site.

Longueuil, Que.—W. D. Jacoway has been appointed superintendent of the open-hearth and electric furnace departments at the new plant of Armstrong, Whitworth of Canada, Ltd. He was connected with the open-hearth department of the Dominion Iron & Steel Co., Sydney, N.S., and later was with the Bethlehem Steel Co., at South Bethlehem. More recently he has been associated with C. H. Macmillan in installing and operating an electric furnace and open-hearth plant for the Canada Cement Co., at Longue Point, Que.



The thinking man usually wins because constant thinking helps one to reason clearly and correctly and by this method he arrives at a basis of action that will prove helpful to his business.

* * *

Every hardwareman, whether proprietor or salesman, should every day make a move towards securing a new piece of business. Somewhere in your locality, no matter where you are located, there is business waiting for you—but you have to reach out to get it.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

825. **Crude asbestos.**—A small British firm in Tokyo desires to be put in touch with suppliers of crude asbestos, also asbestos mine owners.

826. **Bottles.**—An important firm in London, England, wishes to get in touch with Canadian manufacturers of bottles with a view to business after the war.

827. **Asbestos.**—A Buenos Aires firm of manufacturers' representatives desire to be placed in communication with an exporter of plastic asbestos for use in filtering wine. A sample may be had on application to the Department of Trade and Commerce, Ottawa.

828. **Chemicals.**—A Buenos Aires firm of manufacturers' representatives desire to be placed in communication with manufacturers of heavy chemicals.

829. **Paper pulp.**—A Buenos Aires firm of manufacturers' representatives desire to be placed in communication with manufacturers of paper pulp.

831. **Ash handles.**—A Liverpool firm asks for quotations or carlots of hay fork and rake handles. Licenses to import can be secured by the importers for immediate shipment.

835. **Flax fibre and flaxseed.**—A Belfast house with good connection is desirous of representing Canadian shippers of the above.

836. **Harrows.**—A Glasgow firm of agricultural implement dealers wishes to get in touch with Canadian firms specializing in the manufacture of harrows for after-the-war business.

837. **Agricultural implement catalogues.**—A prominent Glasgow firm of agricultural implement dealers asks to be furnished with the latest issues of above catalogues.

838. **Malleable castings.**—A Glasgow firm wishes to get into touch with Canadian houses in a position to export the above, for after-the-war business.

841. **Engineering agencies.**—A Johannesburg firm of engineers, representing some of the largest engineering plants in the world and with a staff of specialists in Johannesburg, are in a position to handle such lines as:—

1. Mild steel piping for water service.
2. Valves and cocks and fittings for No. 1.
3. Structural steelwork, such as steel-framed buildings, mild steel head frames, steel bridges, etc.
4. Galvanized corrugated sheets for buildings.
5. Stone crushers, preferably of the "jaw" type.
6. Machinery for the extraction of sugar from cane, including sugar mills, evaporators, centrifugals and the usual accessories pertaining to this class of machinery.
7. Mild steel bolts and nuts.
8. Abattoir machinery.
9. Calcium carbide.
10. Zinc sheet discs suitable for turning down shavings for use in extraction boxes in connection with gold reduction plants.
11. Electrical cables.



Vises and Anvils

The Columbian Hardware Company of Cleveland, Ohio, have recently published an attractive catalogue setting forth their wide range of vises and anvils. The various types of both these lines are fully illustrated with minute description and a table of specifications and prices.

WEEKLY PAINT DEPARTMENT

Primary Paint Technology for Dealer

By Charles J. Caspar, Central Manager, Pittsburgh Plate Glass Co

EDITOR'S NOTE.—The accompanying article was written by Charles J. Caspar, Central Manager, Pittsburgh Plate Glass Co. and appeared in the *American Paint and Oil Dealer*. Mr. Caspar, points out the responsibility of the manufacturer in so far as educating the retailer is concerned. The article is an exceptionally timely one, owing to the fact that on account of the high price of lead and oil, many people are for the first time turning towards the use of ready-mixed paints. Although this article put the matter squarely up to the manufacturer, the retailers and their sales-staffs should not overlook the fact that frequently the chief fault rests with the retailer.

P AINT advice to the paint user, without the adviser's technical knowledge of "what for this" and "none for that," and without knowledge of the peculiarities of the surface or exposure, will lead the user into condemnation of the product rather than encourage the use of paint for preservative purposes.

The day when a salesman, whether a specialist or visiting regular dealers' trade, can use his album of color cards and order book and a liberal supply of hot air is past.

The dealer who has handled a line of high-grade paint for a season or two generally begins to accumulate some serious (he thinks) complaints directed against a paint that is scientifically and honestly made. His confidence in the manufacturer gives way to doubt, created by these customers' unreasonable complaints, and as knowledge alone imparts knowledge, that dealer generally is a helpless, "whipped at the post" representative of the manufacturer. He does not know how to defend the paint by an examination of the job, a careful investigation of the surface upon which the paint or varnish was applied, the weather conditions under which the first or second or both coats were applied, followed by an interview with the painter, or whoever applied the material. Whereas, by some technical knowledge, reinforced by common sense, he soon could expose the cause of the unsatisfactory job in every case; which cause, with any one of the high-grade paints, is never to be found in the paint itself.

Every manufacturer knows full well, if he now makes or ever has made a first and second grade paint, that he has more unreasonable demands and unfair complaints directed against his high-grade paint, and to assign a reason I should say too much is expected of the high-

grade paint, while nothing is expected of the second grade.

Manufacturers Must Educate Dealers

The manufacturer must educate his representatives (his dealers as much as his salesmen) to a reasonable degree of primary paint technology, and these representatives should be missionaries, preaching the doctrine that good paint must be spread upon a good foundation to build an enduring and lasting paint film.

Poor paint upon a good foundation is not less enduring than good paint upon a poor foundation. The success of a job of repainting is almost entirely dependent upon the surface upon which it is applied; therefore if poor paint ever must let it be for the repainting job and use good paint in the first painting.

One of the chief qualifications of a good paint is its ability to take on a coat of repainting by presenting a paintable surface after it has served its life of exposure from four to five years, depending upon atmospheric conditions and the quality and nature of the lumber upon which it was placed.

Poor paint once applied is a menace forever, and while good paint is made for repainting as well as new painting, and a manufacturer has no control over the surface upon which his paint is applied, yet by having salesmen and agents equipped with primary painting technology he can create conditions that will give him good foundations upon which to place his paint.

The house owner who insists upon lead and oil, be he suburbanite or ruralite, is gradually becoming educated to the progress of the times, and believes a scientifically machine-made and mixed paint is progressive, and to this house owner the dealer must direct his arguments in favor of the scientifically machine-made product.

The need of primary paint technology among the dealers is again emphasized here, when the buyer's attention is called to, or his observing eye finds, the formula label on the can. Then questions are hurled at the dealer and the "whys" and "whats" come fast and furious. It is at this point that the dealer must rise to the occasion, or frequently he will lose a sale by lack of knowledge of primary paint technology.

That this technology can be overplayed and be made a dangerous feature in the discussion of competing formulas is not questioned, yet primary pharmacy and chemistry are necessary to the drug clerk who is forbidden by statute to compound a prescription, but who does prescribe a remedy for about every ache and pain that human flesh is heir to. The architect also must have some technical knowledge of masonry, plastering, plumbing, etc.

The retail clerks, the dealer himself, if his business does not require the specializing of a "paint department," must have been instructed in primary paint technology to meet the conditions of today.

Paint a Side Line

The retail paint business of this country is chiefly in the hands of the dealer who carries paint as a side line. The fact that these dealers aggregate the enormous number of 100,000 begins to create some conception of the opportunities that exist to increase paint sales if a campaign to educate these paint dealers is waged.

It is one of the natural laws that energy uncontrolled seeks an outlet at the point of least resistance. The hardware dealer or clerk "likes" to sell saws and hammers, files and locks, saucepans and stoves; the druggist, soap and pills, and cigars and cathartics; the lumber dealer, planks and laths, and posts and doors.

The customer who enters any one of these establishments is very courteously given full and satisfactory information, technical if necessary, advice and directions as to the quality and use of any of the articles mentioned. But 90 per cent. of these same merchants who handle paint, if asked how to produce certain results and with what materials or how to correct some fault, will give either an evasive reply or a flat and honest "don't know." The result is that the customer loses confidence in his or her ability to do a certain job, and either a painter is called in or the house beautifier abandons the job and the dealer and manufacturer have lost a sale.

I hold that the fact that too much
(Continued on page 66.)

Beautiful Homes requires a High-Grade Paint

That is why Jamieson's Paint is a profitable line for you to handle. It has the quality that attracts the trade of those who want the best—and can afford the best. The High Standard of quality of Jamieson's Paints makes friends that are not easily turned away by the extravagant statements made for inferior brands.

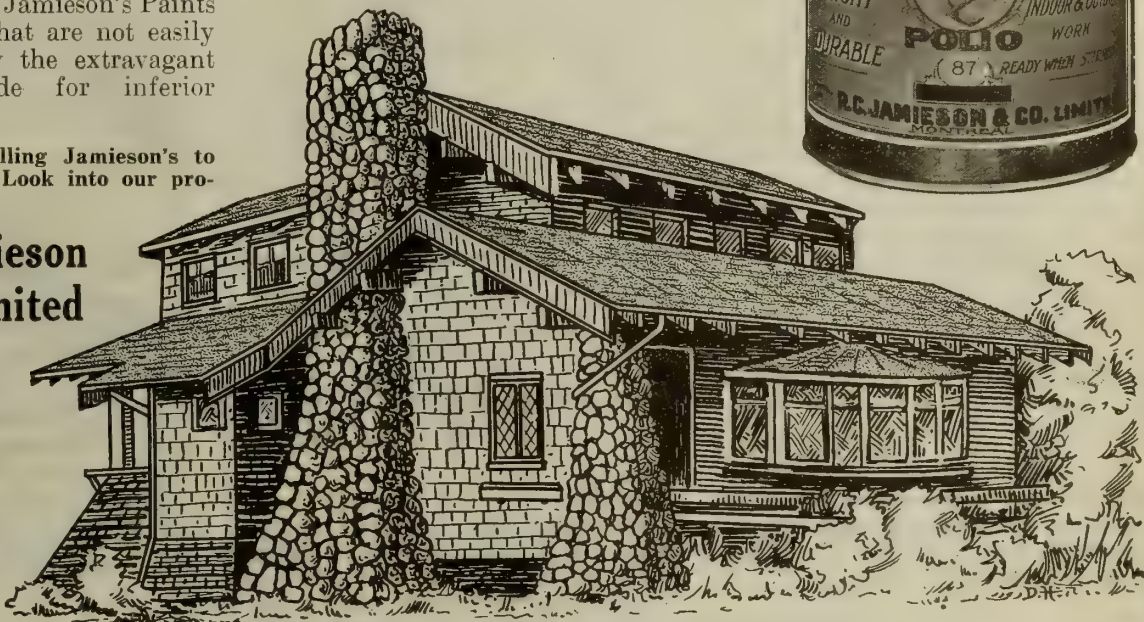
Build solid by selling Jamieson's to your customers. Look into our proposition.

**R. C. Jamieson
& Co., Limited**

Established 1858

**MONTREAL
CANADA**

Owing and operating
P. D. Dods &
Co., Limited



MEAKINS BRUSHES



You know, Mr. Dealer, that price plays an important part in the sale—MEAKINS BRUSHES sell at a price that makes the sale easy and gives the quality that more than satisfies. Brushes may sell at higher prices, but MEAKIN QUALITY at MEAKIN PRICES is hard to beat.

Get our Catalog and compare values.

MEAKINS & SONS, Limited
HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 16.—The advances in white lead in oil and in putty, announced in a panel in last week's issue of **HARDWARE AND METAL**, are the principal market features of the week since last report. Mixed paints are showing the firm tone that may be expected under the circumstances. Linseed oil, while apparently a shade easier in the primary markets, is still as a product displaying all manner of firmness, and any slight easier tendencies may not be very lasting. Turpentine is firmer in primary markets, and though more supplies have reached Montreal, is still quoted at about the range of last week. Shellac is very firm, and may be quoted higher any day as time goes on. A renewal of demand for compound or blended leads is noted in market circles.

Linseed Oil In The Main Held Steady

Montreal.

LINSEED OIL.—There was an easier tendency as regards the market for flaxseed early this week, occasioned possibly by the influence of the great grain markets and official steps taken to steady these. The feeling was regarded as probably fleeting, and while crushers' prices came down a shade or so from the top levels of last week, not much difference was found in the general market for linseed oil from wholesale to retail. Prices varied from \$1.45 for raw linseed in one-barrel lots and \$1.48 for boiled in one-barrel lots to \$1.55 for raw, and \$1.57½ for boiled in two instances. In one case it was believed at the time of writing that lower quotations might be expected, bringing the price down to \$1.50 for raw and \$1.52½ for boiled in one-barrel lots. The other firm quoting at this level quoted \$1.58 for boiled. There is sometimes a half cent difference in the differential adopted by various firms between raw and boiled linseed oil, from 2½c to 3c being the range.

Turpentine Market Firm At Primary

Montreal.

TURPENTINE.—More turpentine has reached the city and the fleeting "famine" in this product is for the time being relieved. Conditions at Savannah inclined to greater firmness, and prices varied in the city from 74c to 77c per Imperial gallon, in one-barrel lots, from wholesaler to retailer. One firm quoted for turpentine as follows:—Turpentine, per Imperial gallon, in 1-bbl. lots, 72c; 5-bbl. lots, 71c; 10-bbl. lots, 70c.

White Lead In Oil At Higher Prices

Montreal.

WHITE LEAD IN OIL.—As indicated in last week's reports, white lead in oil has been getting rapidly firmer, and the 75c increase per hundred pounds announced in panel in last week's **HARDWARE AND METAL** confirmed the indications in previous market reports. The price in Montreal for pure white lead in oil per hundred pounds in five-ton lots is \$16, for one-ton lots \$16.30, and for less than tons \$16.60.

Putty Has Firmed Up In Market

Montreal.

PUTTY.—It was indicated in last week's report that putty was likely to go higher in price, and a panel inserted while the edition was on the press on Friday announced the 25c advance which has taken place. Putty prices in Montreal are now accordingly as follows for standard putty, per 100 pounds:—In 1-ton lots, \$3.85; less than tons, \$4.05. The usual differentials for bulk in barrels apply, and for pure putty the quotations are one dollar per 100 pounds higher than for standard.

Compound Or Blended Leads In Demand

Montreal.

COMPOUND LEADS.—In view of the advances in white lead in oil there has been a revised demand for blended or compound leads, which is being noticed over Quebec, Eastern Ontario, and the Maritime Provinces. These compound or blended leads consist of white lead, zinc, and an inert pigment, and are used for white paint. The better grades are most in demand, and the trade recalls with interest the fact that these compound leads were also widely in demand some years ago. They sell at 10c or 12c per pound, according to quality.

Mixed Paints Are Firm And Active

Montreal.

MIXED PAINTS.—With the general advancing tendencies so marked in white lead in oil, etc., the market tone of the mixed paints is naturally firm. The backwardness of the season is believed to have retarded consumption of mixed paints up to the present, and while sorting orders are coming in steadily, there is some passing feeling that an earlier spring would have produced even greater

demand for paints. This is much more of a painting year than the earlier war-years. That advances are in sight for mixed paints is almost certain now, but the approach of summer will reveal the trend of things more definitely.

Shellac Prices In U.S.A. Withdrawn

Montreal.

SHELLAC.—Importers have again withdrawn their prices on shellac gum in the United States, and only those firms well covered by contracts are able to quote around the levels of recent markets. Advances in shellac are almost of daily occurrence, but they are not always general advances, as some concerns have contracts which cover them, while others are more responsive to the market across the border. From \$3.75 per gallon for orange, to \$4 per gallon for white in barrels, was being quoted in Montreal at time of writing. Some concerns quoted \$4 per gallon for orange, and \$4.25 for white per gallon in gallons.

Glass Displays An Extra Firmness

Montreal.

GLASS.—Though still quoted at the figures of previous weeks, glass is decidedly firmer this week. Advances may be expected almost any day, according to the opinion of the best authorities. Conditions in the United States do not tend to weaken the market for any manufactured product nowadays, and though advances in glass may be held off for a little longer, they may come quite suddenly and sharply.

TORONTO

TORONTO, May 17.—Important price changes have been made effective during the week. As recorded in last-minute advice in these columns last week white lead in oil and putty have both advanced. New lists have been issued in window glass and discounts have also been changed which provide for a substantial increase. Linseed oil is in easier tone during the week, declines having been recorded in some quarters. Business in paint lines has been good with a continuation of sorting orders in good quantities. Mixed paints are in firm position due to the advance in the price of cans and white lead in oil. The undertone for linseed oil is one of firmness and this is a further factor making for firmness in paint prices.



When You Total the Year's Paint Sales

Is the result one that pleases you? Or do you feel that you are not doing as well as you should?

A frequent turnover of your stock is most important in the successful conduct of a paint department—in fact, it is absolutely essential.

B-H "ENGLISH" PAINT 70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

is sold nearly every day of the year.

It is more widely advertised than other paints, and because of this publicity and the intrinsic merit of the paint itself, is better known and more frequently purchased than any other.

B-H "English" Paint, is in consequence, the logical paint to sell if you desire steady sales and good-looking figures on the right side of the ledger.

We would like to hear from a progressive merchant in any town where we are not represented.



BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG EDMONTON CALGARY

If interested, tear out this page and keep with letters to be answered.

Linseed Oil Prices Easier During Week

Toronto.

LINSEED OIL.—There was an easier tone to the market for linseed oil during the week due to the drop in the price of flaxseed. On Thursday of last at Winnipeg the price of cash flaxseed was \$3.33½ and on Wednesday of the present week it had dropped to \$2.97½, representing a decline of 36c per bushel. There has been a steadily declining market each day since the high point reached on Thursday of last week. Whereas quotations on single barrels of linseed oil were made as high as \$1.60 per gallon for raw last week the highest quotation in the market this week is \$1.50. Receipts of flaxseed at Winnipeg in five days during the week have been the heaviest for some weeks, no less than 149 cars having passed inspection at the Western centre. Monday of this week was a holiday in the West and no reports were made as to the movements on that day. Judging from the number of cars inspected on Tuesday two days' movements were made in one, as 50 cars were passed. While there is a weakness in the market as compared with last week there is an undertone of firmness to the market due to the world shortage in flaxseed. Last minute advice was to the effect that a decline of 10c per gallon had been announced, making the price for raw at \$1.40.

	Raw, Per gal.	Boiled, Per gal.
1 to 2 bbls.	\$1.40-\$1.50	\$1.43-\$1.53
3 to 5 bbls.	1.39- 1.49	1.42- 1.52
6 to 9 bbls.	1.37- 1.47	1.40- 1.50

Turpentine Prices Show Easier Tone

Toronto.

TURPENTINE.—There was an easier tone to the turpentine market during the week as indicated by quotations given locally, a decline of 2c having been recorded in the quotations. The range is 76c for high and the low quotation is now at 72c per gal. in single barrels. There was a firmer tendency in the Southern producing centres during the week where prices advanced 1¼c to 2½c per gallon. Supplies were reported to be coming better in some quarters although in other quarters a scarcity is still noted. Dealers intimate that the freight situation is likely to work out toward firmer prices in turpentine. It is reported that an advance of 15 per cent. in freight rates in the United States has been granted to take effect June 1. This will have an effect on the price if carried through.

	Per Imp. Gal.
1 barrel lots	\$0.72-\$0.76
2 to 4 barrels	0.71- 0.75
5-gallon lots	0.80- 0.83

White Lead In Oil Holds At Advance

Toronto.

WHITE LEAD IN OIL.—As recorded in these columns last week in last-minute advice before going to press white lead in oil advanced 75c per hundred pounds which now makes the price in

ton lots \$16.50 per hundred pounds and in less than ton lots \$16.80. The advance follows on the heels of a very strong position in linseed oil and higher prices that prevailed for pig lead in the primary markets. During the week in New York pig lead advanced from 25c to 36½c per hundred, now being quoted in that centre at \$10.50 to \$10.62½.

Mixed Paints Are In Strong Position

Toronto.

MIXED PAINTS.—Mixed paints are in very strong position due to the recent advances that have taken place in white lead in oil and advances in tin cans. Linseed oil is on a much higher basis than that prevailing when the present prices of paint were fixed. It is stated on good authority that supplies of linseed oil to be obtained on the basis of old contracts is getting very low and that manufacturers will soon have to be in the market for oil at greatly increased prices. "Even if the linseed oil situation were not taken into consideration there has been sufficient advances in tin cans and white lead in oil to justify at least a 15c per gallon increase," is the way one paint man put the case. Sorting orders continue good.

NEW GLASS LIST		
	B. S.	B. D.
Up to 25	\$17 00	\$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84		49 00
85 to 90		53 00
91 to 94		54 00
95 to 100		65 00
101 to 105		68 50
106 to 110		79 00
Discount 50/10% Cash 2%		
F.O.B. Toronto, London, Hamilton		

Higher Putty Prices Are Now Effective

Toronto.

PUTTY.—The increases of 25c per hundred pounds announced in **HARDWARE AND METAL** last week are now in force. Bulk in casks is now quoted at \$3.90 per hundred pounds for standard, \$4.35 for 100-lb. drums and \$4.45 for 25-lb. drums. Bladders in barrels are now quoted on the basis of \$4.60 per hundred. The increase has been due to the high price of linseed oil and the scarcity of whiting.

Window Glass Goes Up 10 To 15 Per Cent.

Toronto.

GLASS.—An advance of from 10 to 15 per cent. has been made effective by glass dealers through the issuance of a new list and discount. The firm situation in glass has been noted in these columns from week to week recently and the advance does not come as an entire surprise to our readers. By the use of the old list the discount was from 10 per cent. to 15 per cent. With the new

list the discount is now 50 and 10 per cent. off. New list prices for the various breaks will be found in panel form elsewhere.

WEEKLY PAINT DEPARTMENT

(Continued from page 62.)

paint is upon the dealers' shelves unsold is not due to lack of demand, but to the dealer's lack of ability to supply the public demand for paint information. Many dealers know that house paint is for houses, floor paint for floors, buggy paint for buggies, etc.; but the designating word on the label is about as far as their observation and investigation have gone.

Inexperienced men too often are given charge of a retail paint department, and my experience leads me to say that this always is a great and costly mistake. It is of vital importance that a well-informed, courteous, active man be in charge.

The retail paint department of any store should be a bureau of paint information.

The house owners and builders and the home beautifiers who call want to know what to buy and how to use it to produce certain results. They know what they want to accomplish, but they don't know the best material to do it with or how to do it. They seek knowledge from the paint dealer as from the florist, the furnace man and the plumber.

If an amateur is in charge, can you conceive of anything more probable or more disastrous to the dealer and his line than to have a customer misinformed?

When a prospective paint buyer enters the store he or she should be met and served by some one who has the time and courtesy, the inclination and the knowledge, backed up by a well-assorted stock to make a satisfied customer after the material is used.

I believe the dealers can do more effective advertising for paint products by intelligently encouraging and directing the house owners to do more home beautifying than can ever be secured by all-the-year-round full-page advertising in the leading magazines of the country. One satisfactory job by the house owner or housewife, outside or inside, advertises to the neighborhood the goods he or she used in a more effective manner than would a ton of literature.

The demand for and the consumption of paint is growing every day. The 100,000 retail paint dealers of the country have it within their power, by the application of paint interest, plus paint knowledge, to increase by 50 per cent. the consumption of paint on the homes and in the households by intelligently directing the house owners' efforts and assisting them to attain satisfactory results—and primary paint technology, if learned by the dealers, will make it possible. The painter a few years ago would have resented this, but to-day most of them are wise enough to realize the value of everything that increases the public appreciation of "Use More Paint."

Prepared goods are a great part of the advancement of the world. The paint business, in so far as prepared and can-
(Continued on page 61.)



Our Four Leaders

Canada Brand Pure Paints

(Quality Guaranteed)

Canada Brand Floor Paints

(Surpassed by none)

Jas-per-Lac Specialties

The Present-Future Finish

Jas-per-ite Varnishes

The Present-Future Varnish

Manufactured only by

Ottawa Paint Works

Limited

Ottawa, Canada

Toronto Branch:

153 DUCHESS STREET, TORONTO



This label and trade-mark

make a sure foundation for a bigger varnish business. The earned record of all Berry Brothers' products for complete dependability makes them safe to recommend and easy to sell.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE

ONTARIO



(4951)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok- or 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 85% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, 45; 22 long, \$8; 22 long rifle, \$7; 22 short smokeless, \$5.25; 22 long smokeless, \$7.50; 22 long rifle smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire Smokeless—303 Winchester, \$32.75 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½, \$3.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$3.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....	\$ 6.00	12/16....	\$ 7.00
4/16....	5.00	13/16....	8.25
5/16....	5.00	14/16....	8.25
6/16....	5.00	15/16....	9.50
7/16....	5.00	16/16....	9.50
8/16....	5.00	18/16....	12.00
9/16....	6.00	20/16....	14.00
10/16....	6.00	24/16....	18.00
11/16....	7.00		

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz.	10 00	12 00
Double Bit	13 00	15 00
Boys' Axes	7 50	8 50
Hunters' Axes	6 25	7 25
Bench—No. 2, doz.		9 40
No. 3, doz.		10 20
No. 4, doz.		10 90

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb., \$1.35-\$1.60.
Cut Lace Leather, lb., \$1.50-\$1.85

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 20%.
Carriage Bolts (\$1), list, 7-16 in., 5%.
Machine Bolts, ¾ in. dia. and smaller, 20%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 10%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 5%.
Coach and Lag Screws, 30%.
Skein Bolts, 10%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 10%.
Elevator Bolts, 15%.
Fancy Head Bolts, 10%.
Shaft Bolts (\$3 list), 10%.
Step Bolts, large head (\$3) list, 10%.
Whiffletree Bolts, 10%.
Nuts, square, net list.
Nuts, hexagon, net list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London, and Hamilton.

BORAX

Lump Crystal Borax, lb. 12¼-12½

BRASS

Per lb.
Spring, sheets, 8 in. wide, up to 20 gauge 0 60
Rods, base ½ to 1 in. round 0 55
Tubing, seamless base 0 57
Tubing, iron pipe size, 1 in. base 0 54
Copper I.P.S. 0 58

BARS (Clothes)

3 sections, 4 ft., doz.	5 00
3 sections, 5 ft., doz.	6 30
3 sections, 6 ft., doz.	7 50

BOILERS (Range)

30-gal. Standard	11 00
30-gal. extra heavy	13 50

BOARDS, BAKE

Per doz.
No. 1—18 in.x24 in. 7 00
No. 2—18 in.x28 in. 7 60
No. 3—20 in.x30 in. 8 00

BOARDS (Ironing)

Size 12x60 ins., doz.	8 00
Size 14x60 ins., doz.	9 00
Folding, 14x58 ins., doz.	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

BOARDS, STOVE

See list under Wares.

	Tin	Zinc
BOARDS (Wash) Dozen	\$1 85	
Crown	5 55	
Dandy	3 75	
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King	4 25	
Diam'd King (Glass)	4 50	
Western King (Enamel) ..	4 75	
Wood, double faced.	1 70	

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—
No. 840 17½%
No. 800 15 %
No. 838 17½%
No. 808 17½%
No. 804 20 and 10%
Nos. 802, 842, 844 25 %
Nos. 810 and 814 12½%
Nos. 820 and 910 25 %

F.O.B. Toronto, Montreal, London, Hamilton.

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7¼%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Held Rack Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—¾ in., \$14.70 per 100 lbs.; 3-16 in., \$10.20; ¼ in., \$7.80; 5-16 in., \$6.90; ¾ in., \$6; 7-16 in., \$7.65; ½ in., \$7.45; ¾ in., \$7.25; ¾ in., \$7.15; ¾ in., \$7; 1 in., \$6.85.

B.B. chain is priced as follows: ¾ in., \$13; 5-16 in., \$11.10; ¾ in., \$10.30; 7-16 in., \$10.05; ½ in., \$9.85; ¾ in., \$9.65; ¾ in., \$9.50; ¾ in., \$9.35; 1 in., \$9.20.
Fire Welded—7-16 in., \$6; ½ in., \$6; ¾ in., \$6; ¾ in., \$6.
B.R.B. Crane Chain—¼ in., \$9 per 100 lbs.; 5-16 in., \$8; ¾ in., \$7.20; 7-16 in., \$7.20; ½ in., \$7.20; ¾ in., \$7.20; ¾ in., \$7.20; cow ties, 12¼%; trace chains, 12¼%; dog chains, 32¼%; halter chains, 32¼%; tie-out chains, 60%; stall fixtures, net list; breast chains, 24%.

Canadian coil chain, 50% off list.

CEMENT

Cement, per bbl., \$2.25.

CHURNS

List prices hand churns:—No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.
List prices power churns:—No. 0, \$11; No. 1, \$11; No. 2, \$12; No. 3, \$12; No. 4, \$17; No. 5, \$20.
Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25% out of stock

CHOPPERS. FOOD

Universal (doz.)—

No. 0	\$14 00
1	17 40
2	20 40
3	25 80

CLOTHES LINE (Galvanized)

No. Per 1000 ft.
17, 7-strand, 100-ft. lengths, \$6.40
17, 7-strand, 50-ft. lengths, 6.60
18, 6-strand, 100-ft. lengths, 4.95
18, 6-strand, 50-ft. lengths, 5.15
19, 6-strand, 100-ft. lengths, 4.35
19, 6-strand, 50-ft. lengths, 4.60

COPPER Montreal Toronto

Casting Ingot, see weekly report
Bars, ½ to 2 in., \$55 00 \$52 00

Plain sheets, 14 oz.,
14x28 in., 14x60 in. 52 00 54 00

Copper sheet, tinned,
16x60 in., 14 oz., 47 00 56 00

Copper sheet, plan-
ished, 14x60 base, 61 00 60 00

Braziers' in sheets,
6x4 base, 52 00 55 00

COMBS

Curry combs, list, plus 25%.

CORD (SASH)

No. 6, lb.	0 48½
No. 7, lb.	0 47½
Nos. 8, 9, 10, 12,	9 47

CANADA PLATES

Prices nominal.

Montreal Toronto
Ordinary, 52 sheets, \$ 50 \$ 15

Galvanized
Apollo Crown Gorbals
18x24x52 .. 6 25 7 50 9 75

60 .. 6 50 7 75 10 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 20x28 base \$24 00

IX, 20x28 base 28 00

IXX, 20x28 base 32 00

IXXX, 20x28 base 36 00

Raven and Murex Grades—
IC, 20x28 base, 112 sheets, .. 26 00

IX, 20x28 base, 112 sheets, .. 28 50

IXX, 20x28 base, 56 sheets, .. 15 00

IXXX, 20x28 base, 56 sheets, .. 16 00

TERNE PLATES

I C, 20 x 28, 112 sheets... 20 00

COKE, AMERICAN

Bessemer Steel—
14x20 IC, base 12 00

20x28 IC, double box..... 24 00

CLOCKS

Big Ben \$2 40 \$2 65
Good Morning, each 1 05

Lookout 1 35

CROWBARS, 5¼ to 6c per lb.

DRILLS

Bit Stock Drills, 27½%.
Rd. Shk., 27½%.

Wood Drills, 20%.

"DOMINION CROWN BEST"—

DOUBLE-COATED TISSUE.

Nominal
I C, 14 x 20 base \$13 00

I X, 14 x 20 base 13 75

I X X, 14 x 20 base..... 14 50

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.
Great Western, Amer. 55
Kearney & Foot, Arcade.... 55
J. Barton Smith Eagle ... 55
Disston Brand 47½
Globe 55
Nicholson 45
Black Diamond 45
Delta Files 40.5
F.O.B. Toronto, Montreal, London and Hamilton.

Yacht and Marine Paints



Now is the time to feature the Ramsay Lines. They interest the yacht, motorboat and canoe enthusiasts who demand Quality — That's Ramsay's.

A. Ramsay & Son Co., Montreal Branches, Toronto and Vancouver

MOORE'S HOUSE COLORS



Give Remarkable Satisfaction

The results that come from handling Moore's House Paints are an eye-opener to many dealers.

Sales are quicker, easier and more profitable; customers are more than satisfied. These features are emphasized in the large number of repeat orders that we receive and the continuous increase in our customer list. Join the ranks now.

Write for particulars of the "MOORE" proposition that swings profits your way.

Benjamin Moore & Co.
West Toronto, Canada Limited

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, net list; class B and C, net list. Cast iron fittings, 30% off list. Malleable and cast bushings, 37½%; unions, 45%; plugs, 35% off list.

GRINDSTONES Per 100 lbs.
Over 40 lbs. and 2 in. thick 2 15
Under 40 lbs. 2 45
Mounted No. 115, each 7 00
Bi-Treadle, each 6 75

HALTERS (SNAP AND RING)
Doz.
Russet rope shank, 1 in. \$ 7 75
Russet rope shank, 1½ in. 9 25
Black rope shank, 1 in. 8 00
Black rope shank, 1½ in. 9 40
Hand sewn, no shank, 1 in. 14 50
Hand sewn, no shank, 1½ in. 16 50
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1½ in. 16 25

HALTERS (SISAL)
7-16 in. gross (\$21.60; 9-16 in., \$22.50)

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt. 11 00
Masons, 5 lbs. and over, per cwt. 13 00
Napping, up to 2 lbs. 0 13½

HANDLES (WOOD)

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN & PARLOR

Atlas, No. 0 6 65
Atlas, No. 1 8 05
Steelall, No. 50 7 30
Steelall, No. 51 7 80
Atlas, No. 2 8 50
Stearns, 4 in. 6 70
Stearns, 5 in. 9 25
Perfect, No. 1 10 45
Perfect, No. 1½ 12 00
Perfect, No. 2 10 00
Storm King and safety hangers, doz. 7 00
Steel track, 1½ in. 7 00-8 50

HEATERS (OIL)

No. 520 (120), each \$3 85
No. 525 (125), each 3 80
No. 530 (130), each 4 25
No. 560 (160), each 6 55
No. 620 (230), each 5 65
No. 660 (260), each 7 95

HINGES, TEE AND STRAP

List Prices.
Heavy
4-inch 3 00 2 55
5-inch 3 70 3 20
6-inch 4 00 3 60

8-inch 5 40 4 10
10-inch 9 60 7 30
12-inch 11 90 11 60
14-inch 13 90 11 80
16-inch 14 40

Subject to discount of 20 and 10% off list.

Light. Strap. Tee.
3 in., doz. prs. 1 00 1 00
4 in., doz. prs. 1 20 1 10
5 in., doz. prs. 1 40 1 30
6 in., doz. prs. 1 70 1 50
8 in., doz. prs. 2 50 1 80
10 in., doz. prs. 3 50 2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—
Under 12 in., per 100 lbs. 7 25
Over 14 in., per 100 lbs. 6 75

Extra hooks for above, %
in., per lb. 7¼
Extra hooks for above, %
in., per lb. 7

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

English
Canadian Fox
No. 2, per doz. \$2 65 \$3 25
No. 3, per doz. 2 75 3 70
No. 4, per doz. 2 85 4 00
Little Giant 4 65

HORSESHOES

Price per keg
No. 2 No. 1
Patterns. Sizes and and
made larger small'r
Light iron 0-7 \$5.25 \$5.50
Long heel light iron 3-7 5.25 5.50
Medium iron 1-8 5.25 5.50
Heavy iron 6-8 5.25 5.75
Snow 1-6 5.50 5.75
New light "XL" steel 1-6 5.70 5.95
Featherweight "XL" steel 0-4 7.10*
Special counter-sunk 0-4 7.60*
Toe weight (front only) 1-4 8.10*
*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

HOSE, LAWN

Corrugated, ½ in., ft. 0 12
Corrugated, ¾ in., ft. 0 16
Corrugated, 1 in., ft. 0 22
Less 5% for full reels, 500 ft. F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 90c gross.

IRON AND STEEL

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots 17 50
72x30, 26 gauge, case lots 18 00
Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set 1 25
Mrs. Potts, No. 50, nickel-plated, per set 1 35
Mrs. Potts, handles, japaned, per doz. 1 00
Sad irons, common, plain, 3, 4 and 5 lbs. 8 50
Sad irons, plain, 6 lbs. up 6 50
Sad irons, common, plated 5 50
Princess Electric, each 3 20
Canadian Beaty Electric

Irons, each 3 38
Gasoline Sad Irons each 3 75

LADDERS, ETC.

(Step Ladders) Per ft.
Shelf-lock 15c ft.
Ontario 20c ft.
Faultless 23c ft.
Mechanic 29c ft.
Hercules 26c ft.
Perfect 25c ft.
Faultless, extra heavy 28c ft.
Hercules, extra heavy 31c ft.
Mechanic, extra heavy 34c ft.
B.T. Standard 19c ft.
B.T. Economy 15c ft.
B.T. Iron Bound, 4-8 ft. 27c ft.
B.T. Iron Bound, 16 ft. 42c ft.
B.T. Iron Bound, 18 and 20 ft. 52c ft.
Crescent 18c ft.
Household 14c ft.
Standard, 4-12 ft. 20c ft.
Electrician 26c ft.
Heavy duty 47c ft.
Extension 25c ft.
Common and Roped Extension Up to 32 ft. 18c ft.
34 to 44 ft. 20c ft.
46 to 60 ft. 30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 22 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft. 14c ft.
18 ft. to 22 ft. 15c ft.
Chair ladders, each 2 00

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

Per doz
Short Globe, doz. 8 50
Jumbo, doz. 10 00
Tap'd Dash, doz. 11 25
Search Dash, doz. 11 75
Searchlight, No. 20, doz. 19 50
All brass 24 75
Little Bobs 1 75 2 35
Copper, well japanned, doz. 14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short 0 90 1 20
Cold blast 0 95
Cold blast, short ruby 2 95 3 00
Cold blast, common 2 75 2 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz. 1 55
Steel Thumb, No. 3, per doz. 2 10
Steel Thumb, No. 4, per doz. 3 70
Barn Door, No. 5, per doz. 2 10
Barn Door, No. 9, per doz. 3 20

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

List Each
Canadian 9 00
Downswept 9 00
Easywork 17 30
Noiseless 15 50
Hamilton 11 00
Snowball 15 00
Momentum 16 50
New Century, style A. 16 50
New Century, style B. 18 00
Playtime, engine drive 19 50
Ideal Power 28 00
Seafoam, electric 102 00
Seafoam, engine drive 44 00
New Idea, electric 134 00
Sunshine 8 50
Popular, No. 1 9 50
Economic 11 50
Champion 17 00
New Excell-A-L 18 00
Blue Belt, without stand 16 50
Puritan Water Motor Washer, complete 28 00
Hydro, One Tub, engine drive 45 50

L. V. pressure water motor washer, each 30 00
Connor ball-bearing, with rack 18 50
I X L 18 50
Gem 16 50
Winner, plain 13 50
Connor Improved 9 00
Jubilee 8 50
Canada First 19 00

Discount, 45, 5%, Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
B.T. Bonnie, style A. 8 50
B.T. Bonnie, style B. 9 00
B.T. Ideal 13 50
B.T. Ideal Power 15 00
B.T. Ideal Water Motor 25 40
B.T. Cyclone 12 50
B.T. Vollmar, No. 2 13 00
B.T. Vollmar, No. 3 14 00
Forest City, engine-driven 40 00
Forest City, electric 92 00

Discount on B.T. Goods 45%. F.o.b. London, Ont. On shipments of three or more washers, freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

Per doz.
Tin Smiths', 2½ x 5½ in. 1 75
Carpenters', round hickory 2 05

MOPS

Mops, O-Cedar, doz., net \$12 00
S. W. Mops, doz. 3 40
Mop Sticks, doz. 1 60
Cast head mops, doz. 1 40
Crescent, doz. 1 75
Crank wringing, doz. 6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch, .\$.11 3 inch... 10c
1¼ inch, .\$.11 3½ inch... 10c
1½ inch, .\$.05c 4 inch... 10c
1¾ inch, .\$.40c 4½ inch... 5c
1½ inch, .\$.40c 4½ inch... 5c
2 inch, .\$.30c 5 inch, base.
2½ inch, .\$.30c 5½ inch, base.
2½ inch, .\$.15c 6 inch, base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Montreal, \$5.20 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, \$5.25 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, \$5.02½.

Sault Ste. Marie, Port Arthur, Fort William, \$4.90 base f.o.b. factory; no freight allowance.

Moulding, Flooring, Slatting, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails — Montreal, \$5 base; Toronto, \$5.05 base; London, \$5; Hamilton, \$5.05. No equalization of freights.

NAILS (HORSE)

C Brand. Per box of Size.
No. 3 25 lbs. 19 50
No. 4 9 50
No. 4½ 8 25
No. 5 4 50
No. 6 4 25
No. 7 4 00
No. 8 4 00



Tell Your Customers About This Paint

Women like a paint that can be cleaned—a finish that soap and water will not affect. It is human nature for woman to want to keep the house as clean as possible. Capitalize this by telling your customers about

SANITONE

The Washable Wall Paint

It replaces other wall coverings and is far more sanitary. Get the paint business in your community by stocking SANITONE in all its tints. It permits of an unlimited range of uses and your customers will find satisfaction, economy and cleanliness in its use.

Recommend it—it means more sales for you.

The Canada Paint Company, Limited

Makers of the

Famous Elephant Brand White Lead

572 William Street	-	-	-	Montreal
112 Sutherland Avenue	-	-	-	Winnipeg

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton, London.

"M.R.M." BRAND Net Price List.

No.	Lengths of 25 lbs	Price per box
3	1 1/2"	\$18.75
4	1 3/4"	8.75
5	1 15-16"	3.75
6	2 1/4"	3.50
7	2 5-16"	3.25
8	2 1/2"	3.25
9	2 11-16"	3.00
10	2 7/8"	3.00
11	3 1-16"	3.00
12	3 3/4"	3.00

F.o.b. London, Hamilton, Montreal, Toronto.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$2; No. 2 and larger, \$1.90; "Sharp" No. 2 and larger, \$2.10; "Sharp" No. 1 and smaller, \$2. Put up in 25-lb. boxes.

Roofing nails, American, large head, keg, \$8.20.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.	
12 inch...\$1.80	48 inch...\$ 6.20
18 inch... 2.65	60 inch... 7.70
24 inch... 3.40	72 inch... 9.20
30 inch... 4.00	84 inch... 10.50
36 inch... 4.75	96 inch... 12.00
42 inch... 5.50	

1 1/2 inch mesh and 19 ga. wire.	
12 inch...\$3.50	42 inch...\$10.50
18 inch... 5.00	48 inch... 12.00
24 inch... 6.30	60 inch... 15.00
30 inch... 7.75	72 inch... 18.00
36 inch... 9.00	

1 inch mesh and 20 ga. wire.	
12 inch...\$ 4.00	42 inch...\$12.00
18 inch... 5.50	48 inch... 14.00
24 inch... 7.00	60 inch... 17.00
30 inch... 8.50	72 inch... 20.00
(3/4 inch mesh and 20 ga. wire.)	
24 inch...\$10.50	36 inch...\$15.00
30 inch... 12.75	

(1/2 inch mesh and 22 ga. wire)	
24 inch...\$16.50	36 inch...\$24.00
30 inch... 20.10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30, 10% off list.

Montreal, 30% off list.

American netting, 30% off list.

POULTRY FENCING	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM	Per 100 lbs
Best (American) unspun.	20 75
U.S. Navy (American) spun	20 00
Clipper, U.S., unspun, 17 1/2 ..	20 00
U.S. Navy (Eng.), spun,	18 50
Plumbers, unspun, 17 1/2	8 50

OIL Montreal Toronto

Can. prime white

petrol

Royalite

Palacine

Lampoline

Electrolene

Castor oil, per lb.

Black oil (Summer)

Black oil (Winter)

Cylinder Green

Paraffine

XXX Machine

Fuel oil, bbls.

Fuel oil, tank cars.

OLD MATERIALS

See weekly report.

PACKING

Fine jute

Coarse jute

Square braided hemp

No. 1 Italian

No. 2 Italian

PAPER

Per 400 ft. roll

Dry Fibre, No. 1 roll

Dry Fibre, No. 2 roll.....	0 66
Resin sized, per roll	1 00
Tarred Fibre, No. 1 roll....	1 25
Tarred Fibre, No. 2 roll....	0 79
Surprise Fibre	0 73
Tarred Felt, per cwt.....	3 35
Asbestos Sheeting, (per 100 lbs.)	\$9.00-\$12.00
Carpet Felt, 16 oz., per 100	\$4.25-\$4.50
F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.	

PARERS

Hudson, per doz.

Little Star, per doz.

PICKS (CLAY) Rock Clay

5 to 6 lbs., doz.

6 to 7 lbs., doz.

7 to 8 lbs., doz.

8 lbs. only

7 lbs.

8 lbs.

PINS, CLOTHES

Selected full count

5 gross, 4-in. (loose)

4 doz. (cartons) 4 1/2 in.

PIPE, STANDARD WROUGHT

Effective May 14, 1917.

Black Galvanized

Per 100 feet

Standard Butt weld

1 1/4 in.

1 1/2 in.

1 3/4 in.

2 in.

2 1/2 in.

3 in.

3 1/2 in.

4 in.

Standard Lap weld

2 in.

2 1/2 in.

3 in.

3 1/2 in.

4 in.

4 1/2 in.

5 in.

6 in.

7 in.

8 in.

9 in.

10 in.

10 L in.

10 in.

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 50%.

4 1/2" and larger, 45%.

4" and under, running thread, 30%.

Standard couplings, 4" and under, 40%.

4 1/2" and larger, 20%.

Terms 2% 30 days. Approved credit.

Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain

2 in., in 10-ft. lengths, list 8 00

3 in., in 10-ft. lengths, list 9 70

4 in., in 10-ft. lengths, list 12 80

5 in., in 10-ft. lengths, list 17 50

6 in., in 10-ft. lengths, list 21 30

Above subject to 25% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Montreal Toronto

Medium and extra

heavy, 6" and under

der

8" soil pipe

Medium and extra

heavy fittings, 6"

and under

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.

Pine, green, per bbl.

POLISH

O-Cedar, 4-oz. bottles, doz. \$ 2 00

O-Cedar, 12-oz. bottles, doz. 4 00

O-Cedar, 1-qt. can, doz. 10 00

O-Cedar, 1/2-gal. cans, doz. 16 00

O-Cedar, 1 gal. cans, doz. 24 00

Liquid Veneer—

4 oz., doz.

12 oz., doz.

32 oz., doz.

64 oz., each

128 oz., each

PUMPS

Pumps

Cistern Pumps

Set Lengths

Brass Lined Cylinders

Brass Body Cylinders

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17 1/2%: Iron Burrs, 17 1/2%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, 1/2-lb. pkgs., 1c per lb.; 3/4-lb. pkgs., 2c

lb. Coppered Rivets, net extras, 3c per lb.

ROOFING

Samson, 1-ply, roll

Samson, 2-ply, roll

Samson, 3-ply, roll

Pluvius, 1-ply

Pluvius, 2-ply

R. S. Special, 1-ply

R. S. Special, 2-ply

R. S. Special, 3-ply

Amazon, 1 ply

Amazon, 2 ply

Amazon, 3 ply

Everlastic, 1 ply

Everlastic, 2 ply

Everlastic, 3 ply

Liquid roofing cement, per gal. in barrels

5 and 10 gal. lots, per gal.

Coal Tar, bbl.

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE

Pure Manila basis

British Manila basis

New Zealand hemp basis.

Sisal basis

Above quotations are basis prices 5/4 and larger diameter.

The following advances over basis are made for smaller sizes:—

Smaller than 5/4 and down to 7/16

dia.—1/2c above basis; 3/4 dia., 1c

above basis; 1/2 and 5/16 dia. 1 1/2c

above basis; 3/16 dia., 2c above

basis.

Single lath yarn basis

Double lath yarn

Yacht marine, tarred

White polished halyards

Hemp, deep sea line basis.

Hemp, tarred ratline basis.

Hemp, tarred bolt rope basis

Marline and Houseline

Jute rope basis

Italian rope basis

Cotton, 1/8 in.

5-32 in.

3-16 in.

1/4 in. and up.

F. O. B. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% on list.

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls (Montreal), 33 1-3% on list.

SCALES

Champion—

4 lb.

10 lb.

240 lb.

600 lb.

1200 lb.

2000 lbs.

2000 lbs. Drop

lever

10 lb. Household

25 lb. Household

Above list prices subject to a discount of 15%. No discount allowed on stamping charge.

F.o.b. Toronto, Montreal.

London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright

Wood, R. H., bright

Wood, O. H., bright

Wood, F. H., brass

Wood, R. H., brass

Wood, O. H., brass

Wood, F. H., bronze

Wood, R. H., bronze

Wood, O. H., bronze

Square cap

Hexagon cap

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger

Awning, ea.

Table, ea.

Re Gauges and Prices of Sheets.

**That's a nice-looking line
of handles you're selling,
but—**

how about your sales?

Beauty is a good feature for goods to have,
but the beauty quite often covers up in-
ferior quality.

You will never have a dissatisfied customer
if you sell

STILL'S HANDLES

They sell quickly by their splendid finish
and their quality makes repeat orders
double-sure.

We manufacture almost every kind of
Hickory and Ash Handles. Insist on
Still's Handles and take no other.

Order from your jobber. If he cannot
supply you, write us.

J. H. Still Manufacturing Co.
ST. THOMAS, ONTARIO



High Quality TOOLS

**that you'll find
very profitable**

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



We offer for
**Prompt
Delivery**
In limited quantities
**WARRANTED PURE
LINSEED
OIL**



If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur),
Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35%	20 and 10%	12½%
Draining Tools	35%	35%	.....
Hollow Back Scoops	15 and 10%	.....	12½ and 5%
Hollow Backs, Sand Shovels and Coal Shovels	35%	.....	12½%
Riveted Back Scoops	20%	.....	20%
Jones Miners Spring Point Riveted Shovels, Lists Nos.	.....	.....	.....
42 and 43	20%	.....	20%

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	1st Grade	2nd Grade	4th Grade
No. 2, black	\$19.00	\$16.50	\$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	18.80	.....	13.80
Sand Shovels, No. 2, black	18.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished

Half polished

F.O.B. - London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDER, BAR

See Weekly Report

STAPLES

See Wire Products.

SWEEPERS, CARPET

Bissell's

Boudoir

Champion Nic.

Champion Jap.

Univ. Japd., cyco bearing... 26 00

Univ. N.P., cyco bearing... 29 00

Grand Rapid, Japd., ball-bearing

Grand Rapid, N.P., ball-bearing

Princess, N.P., ball-bearing. 32 00

Elite, ball-bearing

Am. Queen, N.P., bal-bear. 34 00

Parlor Queen

F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac. doz. \$77 00

Household Vac. doz. 63 00

Superba Vac. doz. 92 00

F.O.B. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, ea. 6 50

Ontario, 2-passenger, ea. 5 50

Baby, ea. 3 50

"Quebec" 4-passenger, ea. 6 50

"Quebec" 2-passenger, ea. 5 50

TACKS

Wire Tacks

Revised Hardware Tack

List adopted Jan. 1, 1916

Double pointed tacks, 60, 10%

Shoe findings list adopted

April 23, 1917—Net list.

List of Capped Goods

adopted Jan. 1, 1916. 65, 12½%

F.O.B. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 33 1-3%

Sampson, 25 and 5%.

TROUGH (EAVE)

C. G. Square head and half round

Size in girth

8 in.

10 in.

12 in.

15 in.

18 in.

Discount, 25%.

TRAPS (GAME)

See weekly report.

Victor No. 1

Jump, No. 1

Hawley & Norton, No. 1. 2 89

Newhouse, No. 1

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder)

500 ft.

550 ft.

600 ft.

650 ft.

TWINE (COTTON)

3-ply wrapping

4-ply wrapping

WOOD TUBS

No. 0, per doz.

No. 1, per doz.

No. 2, per doz.

No. 3, per doz.

VALVES

Ground work

Compression work, standard. 45

High grade

Cushion work

Fuller work, standard. 54

High grade

Basin cocks, No. 0, standard. 49

High grade

Nos. 1 and 2, standard. 49

High grade

Bath Cocks

Standard

High grade

Roundway Stop and Waste

Cocks, standard

High grade

Steam Cocks

Standard

High grade

Radiator valves, standard. 15

High grade

Globe, angle and check valves, standard

Do., high-grade

Patent quick opening valves 55

WARES, ETC.

Scotch Grey Ware, 60%.

Colonial, 30, 20%.

Imperial Ware, 30 and 20%.

Premier, 25%.

Canada Ware, 25%.

White Ware, 50, 17½%.

Japanned Ware, list.

Japanned Ware, White, list, plus 10%.

Plain and Jap. Sprinklers, list, plus 5%.

Stamped Ware, plain, 50, 15%.

Stamped Ware, retinned, 50, 10%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 50, 15%.

Tinners' Trimmings, retinned, 50 and 10%.

Tinners' Trimmings, gen., 5%.

Milk Can Trimmings, list, plus 30%.

Cream Cans, Railroad, 5%.

Factory Milk Cans, list, plus 10%.

Railroad Delivery Milk Cans, 12½%.

Pieced Ware, C.B., list, plus 30%.

Sheet Iron Ware, 7½%.

Pieced Ware, ordinary, list, plus 12½%.

Fry Pans, 50 and 10%.

Spiders, 30 and 10%.

Fire Shovels, 10%.

Steel Sinks, painted, 10%.

Steel Sinks, galvanized, 5%.

Light Galv. Pails and Tubs, list, plus 10%.

Heavy Galv. Pails & Tubs, list.

Garbage Pails, list.

Balance Galv. Goods, list plus

10%.

Jap. Coal Hods, list, plus 7½%.

Galv. Coal Hods, list, plus.

Paper Lined Boards, 50, 5%.

Wood Lined Boards, 40, 12½%.

Elbows, 2½%.

Elbows, Galv., list, plus 12½%.

Elbows, Light, 5" and 6", \$1.70.

Elbows, Light, 7", \$1.85.

Stove and other Pipes, list, plus 10%.

Stove Pipe Thimbles, 50, 10%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list.

WASHERS, IRON.

Full box, 10%. Price less 50

lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Tor'to Lond'n Mont'l

Sectional, 1 lb.,

per 100 lbs.

Sectional, ½ lb.,

per 100 lbs.

Solid, 3 to 30

lbs., per cwt. 2 55 3 50 2 50

WEIGHTS, HORSE, 6c lb.

WHEELBARROWS.

Navy, steel wheel, doz. 45 40

Garden, steel wheel, doz. 48 00

Light garden, each

WIRE PRODUCTS.

F.O.B. Toronto, London, Hamilton, Montreal.

Cut Hay Baling Wire.

Per 100 lbs.

No. 9

No. 10

No. 11

No. 12

No. 13

No. 13½

No. 14

No. 15

Stovepipe Wire.

No. 18

No. 19

Hay Wire in Coils.

No. 13

No. 14

No. 15

Smooth Steel Wire.

Nos. 0-9 gauge, base. 6 00

Extras over base sizes on

smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No.

12, 30c; No. 13, 30c; No. 14, 40c;

No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled

wire, 10c; spring wire, \$2.50;

bright, soft drawn, 15c; charcoal

(extra quality), \$1.25; packed in

casks or cases, 15c; bagging and

paperings, 10c; 50 and 100-lb.

coils, in 25-lb. coils, 15c; in

5 and 10-lb. coils, 25c; in 1-lb.

coils, 50c; in ½-lb. coils, 75c; in

¼-lb. coils, \$1.

Fine Steel Wire.

List Price on Fine Steel Wire:

No. 17

No. 18

No. 19

No. 20

No. 21

No. 22

No. 23

No. 24

No. 25

No. 26

No. 27

No. 28

No. 29

No. 30

No. 31

No. 32

No. 33

No. 34

For prices of fine steel wire add

30% to above list.

Extra net.

List of extras in 100-lb. lots,

net.

Tinned wire, Nos. 17-25 .. 2 00

Nos. 26-31

Nos. 32-34

Coppered

Oiling

In 25-lb. bundles

In 5 and 10-lb. bundles .. 0 25

In 1-lb. hanks

In ½-lb. hanks

In ¼-lb. hanks

Packed in casks or cases. 0 15

Bagging or papering 0 16

Oiled and Annealed Wire.

No. 10

No. 11

No. 12

Wire Bale Ties.

No. 12

No. 13

No. 13½

No. 14

No. 15

No. 16

Fence Wire.

Toronto London



MAKE EVERYTHING SPIC AND SPAN
BY USING
WOOD-LAC STAIN
IMPROVES THE NEW • RENEWS THE OLD

ARE YOU CASHING IN
on
The Profits Made by Selling
MARTIN-SENOUR
WOOD-LAC STAIN?

This is the fastest selling specialty we manufacture and most of our Dealer-Agents are realizing handsome profits on this live product and are reaping the benefit of our special advertising campaign on this line which includes:



FREE
Distribution
of Samples

through coupons
sent out on all
mailing lists.

Special Advertisements
Featuring

WOOD-LAC
STAIN

are appearing during all the Clean-Up and Paint-Up season in a wide range of newspapers and magazines throughout Canada.

Special
Window Trim
and
Counter Display

lithographed in attractive colors, reproductions of which are shown on this page.

SPECIAL SLAT SIGN
LITHOGRAPHED
SHOW CARDS and
COLOR CARDS

all of which help to make

WOOD-LAC
STAIN

a real, live proposition for the dealer.



The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX



Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, \$7.40 per 100 lbs.; 5 lb. packages, \$7.20 per 100 lbs.; white, 2½ lbs., \$6.80 per 100 lbs.; 5 lbs., \$6.60 per 100 lbs.

BEESEWAX

Small quantities, per lb. 0 50
Larger quantities, per lb. 0 45

BLUE STONE

Montreal Toronto
Per lb. 14-18 13½
London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. \$1 35
Weighted, 20 lbs., doz. 1 60

COATING

Cement Coating \$2 55 2 75

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg. 5-12c
Burnt Umber, 100 lb. keg. 5-12c
Raw Sienna, 100 lb. keg. 5-12c
Burnt Sienna, 100 lb. keg. 5-12c
Imp. green, 100-lb. kegs. 0 23
Chrome green, pure 0 36
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs. 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02½
Spruce ochre, 100-lb. kegs. 0 04
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL, PURE

Venetian red, 1 lb. tins. 0 15
pure 20-26
Indian red 36-45
Chrome yellow, pure 20-22
Golden ochre, pure 16-18
French spruce ochre, pure 18-26
Chrome green, pure 0 26
French permanent green, pure 27-36
Signwriters' black, pure 0 17
Marine black, 5-lb. irons. 0 17
Lampblack 0 25

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins
Alba-Gloss enamel, Anchor Floorlustré
O.P.W. Sunshine White
Jas-per-lac floor enamel
Jas-per-lac art enamel
Martin's Enamel
Mooramel

FILLER

Gal.
Luxeberry Enamel \$3 00
Screen Enamel, B.B. 1 65

FORMALDEHYDE

Per lb.
Demi-johns, 50 lbs. 0 20
\$1.10 for demi-john extra.

GLUE

Per lb.
French medal
English common sheet
English prima
White pigfoot
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags. 35-38
Gelatin, 112 lb. bags. 45-60
Ground glues, 112 lb. bags. No. 1 30-32

GLASS

Single Double
Thick Thick
Montreal Prices.
(Under 25) \$7 80 \$11 90
26 to 34 8 15 12 85
35 to 40 8 50 13 60
41 to 50 11 75 15 50
51 to 60 12 25 15 85
61 to 70 13 10 16 80
71 to 80 14 75 18 35
81 to 84 22 75
85 to 90 24 35
91 to 94 25 00
95 to 100 29 00
101 to 105 32 00
106 to 110 37 00

Montreal—Single or Double
Thick, 10%; 35 cases and over, open.

Ontario Prices.

B.S. B.D.
Up to 25 \$17 00 \$24 00
26 to 34 18 00 25 00
35 to 40 18 60 26 40
41 to 50 24 30 31 20
51 to 60 25 60 32 00
61 to 70 27 50 34 00
71 to 80 31 00 37 00
81 to 84 40 00
85 to 90 53 00
91 to 94 54 00
95 to 100 65 00
101 to 105 68 50
106 to 110 79 00

Discount 50 and 10%. Cash 2%.
F.O.B. Toronto, London, Hamilton

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to \$75 gross list value. Orders over \$75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

Montreal Toronto
C.P. Lily Pure \$16 30 \$16 50
Anchor Pure 16 30 16 50
Crown Diamond 16 30 16 50
Green Seal 16 30 16 50
Tiger Pure 16 30 16 50
Ramsay's Pure 16 30 16 50
Moore's Pure 16 30 16 50
O.P.W. Dec. Pure 16 30 16 50
Red Seal 16 30 16 50
Decorator's Pure 16 30 16 50
O.P.W. English 16 50 16 70
Elephant Genuine 16 90 17 10
R.R. Genuine Lead less than tons, \$18.35 Toronto; \$18.15 Montreal. Ton lots 5% off.

LEAD (RED DRY)
Genuine, 560-pound casks, per cwt. 13 50 13 50
Genuine, 100-pound kegs, per cwt. 13 87½ 15 00
Less quantity 0 16

LEAD, ARSENATE OF

Per 100 lbs. Dry Paste
1-lb. tins \$31 50 \$22 75
2-lb. tins 21 75
5-lb. tins 29 50 17 50
10-lb. tins 28 50
25-lb. casks 28 00 16 25
50-lb. casks 27 50 15 75
100-lb. casks 27 00 15 25
300-lb. casks 15 00
600-lb. casks 14 75
F.O.B. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., \$6.60. White in lb. pkgs., per 100 lbs., \$6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

Toronto, Montreal
Elephant White \$3 20
Elephant Colors 2 80
B.H. English white \$3 30
B.H. English colors 3 05
Minerva White 3 10
Minerva Colors 2 50
Crown Diamond, white 3 05
Crown Diamond, colors 2 80
Fresco Tone, white 2 95
Fresco Tone, colors 2 75
Moore's House Colors 2 75
Moore's Floor Paint 2 45
Moore's Egyptian Paint 2 20
Moore's Sani-Flat 2 35
C.P.C. Pure, white 3 30
C.P.C. Pure, colors 3 05
O.P.W. Can. Brand, white 3 05
O.P.W. Can. Brand colors 2 85
O.P.W. Can. Brand, floor 2 45
O.P.W. Flat Wall, white 2 95
O.P.W. Flat Wall, colors 2 75
Ramsay's Pure, white 3 15
Ramsay's Pure, colors 2 85
Martin-Senour, 100% white 3 30
Martin-Senour, 100% colors 3 05
Martin-Senour Porch Paint 3 05
Martin-Senour New-Tone, white 2 85
Martin-Senour New-Tone, colors 2 65
Senour's Floor Paint 2 65
Sherwin-Williams, white 3 30
Sherwin-Williams, colors 2 05
Flat Tone, white 2 80
Flat Tone, colors 2 65
Lowe Bros. H.S., white 3 30
Lowe Bros. H.S., colors 3 05
Mellotone, white 2 95
Mellotone, colors 2 75
Sanitone, White 2 65

Per 100 lbs.
PARIS GREEN Mun. C.P. Ber-
ro's Co. gers
600-lb. bbls. \$53 75 \$54 50
250-lb. kegs. 53 75 54 00 54 75
100-lb. drums. 54 75 55 00 55 75
50-lb. drums. 54 75 55 00 55 75
25-lb. drums. 55 00 55 25 56 00
1-lb. 100s. pks 57 00 57 25 58 00
½-lb. 100s. 59 00 59 25 60 00
1-lb. 100s, tins 58 00 58 25 59 00

Prices f.o.b. Toronto, Hamilton and London and ¼c less in Montreal.

PARIS, PLASTER

Toronto London
Per bbl. \$3.25-340 \$2.35

PASTE WOOD FILLER

Pound
1 lb. cans 0 14
2 lb. cans 0 14
5 lb. cans 0 14
12½ lb. cans 0 10
25 lb. cans 0 09

Standard
Less than tons
Montreal Toronto

PURTY

Bulk, in casks 3 80 3 90
Bulk, 100-lb. drums 4 25 4 35
Bulk, 25-lb. drums 4 35 4 45
Bulk, 12½-lb. irons 4 60 4 70
Bladders, in bbls. 4 50 4 60

Ton lots standard are 20c per hundred pounds less.

Pure Putty, \$1 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., \$3.50 to \$4.50.
Pure Orange, gal., \$3.50-\$4.25.
Gum Shellac, TN, 70-80c lb.; finest orange, 75-85c; finest white, 75-88c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 40
Cumoff 2 40
O.P.W. Presto 2 50
Lingerwert 2 90

TURPENTINE

Montreal Toronto
See weekly report for prices.

SLATING

Gal
Liquid Slating, B.B. 4 25

VARNISHES

Per gal cans
Gold Medal \$2 05
Maritime Spar 4 25
B.-H. Stovepipe Varnish, ½ pints, per gross. 10 20
Sun Varnish 2 40
Sun Spar 4 18
Sun Waterproof Floor 2 75
Jasperite Interior and Exterior 2 25
Jasperite Pale Hard Oil 1 00
Jasperite Floor Finish 2 25
M-S Marble-It Floor 2 77
M-S Wood-Var 2 77
M-S Finest Interior 3 25
M-S Durable Spar 3 90
Elastic Interior 2 40
Quick Action House 2 25
Mar-not 3 20
Rexspar 4 20
Scar-Not 3 03
Kyanize Spar 4 50
Kyanize Cabinet Rubbing 3 50
Kyanize Interior 3 50
Luxeberry light 3 00
Luxeberry granite 3 15
Luxeberry spar 4 50
Ramsay's Universal 2 40

WATER PAINTS

Opalite, 300 lb. bbls. 0 15½
Opalite, 100 lb. kegs. 0 14
1 gal. package, per pkg. 0 75
½ gal. package, per pkg. 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06

WASTE (POLISHING)

Extra Quality XXX 0 18½

WASTE, WHITE WIPING

XXX Extra 0 20
X Grand 0 19
XLCR 0 18
X Empire 0 17
X Press 0 16

WASTE, COLORING WIPING

XX Quality 0 16½
XA Quality 0 15
X Quality 0 14
Quality I. 0 14
Quality II. 0 10
Quality III. 0 09
Quality IV. 0 08½

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 10
Dark Colored 9
This line subject to trade discount for quantity.

WAX

Per lb.
C. P. Floor Wax 0 35
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 44-40
Johnsons 44-46
Gold Medal 0 30
Ramsay's 0 30

WHITING

Paris white \$2 75
Plain, in bbls. 2 50
Gilders, bolted, in bbls. 2 65
Plain, in bbls. (London) 1 75
Per 100 lbs.

WOOD ALCOHOL

Per gal
In gallons \$1 75 2 00
Barrels 1 65 1 90
\$4 extra for barrels.

Sell The Best—It Costs No More

Dougall Transparent Floor Varnish

Tests have proven this varnish to have extraordinary wearing qualities. Easy to apply, economical in use, it gives a beautiful finish that will stand up well in the face of severe usage.

One of the complete lines of Dougall Varnishes

Write for our handsome booklet: "THE HOUSE THAT FOUND ITSELF"

THE DOUGALL VARNISH CO., LTD., MONTREAL

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.00;
chilled, \$18.50; buckshot, \$17.80;
ball, \$18.20.

ANVILS

Peter Wright, 80 lbs. and up,
20c per lb.; clip horn, 21c lb.
Norris, 80 lbs. and over, 15c.

AXES

Single Bit \$ 9 00 \$14 00
Double Bit 14 50 16 50
Broad axes 28 00 31 00

BARS, CROW. \$6.25 per 100 lbs.

BAR IRON

Bar iron, \$4.25; Swedish iron,
\$5; sleigh shoe, steel, \$5; spring
steel, \$6; machinery steel, \$6;
tool steel, octagon, 100 lbs.,
\$12.50.

BELTING

Rubber, 6 in. and under, 40%;
over 6 in., 30 and 5%.
Agricultural or No. 1 leather
belting, 47½% off list.
Standard, 30, 10 and 5% off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.30 per lb.;
cut, \$1.45 per lb.; rawhide, sides,
\$1.25; cut, \$1.40.
Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ¾ and smaller,
15%; 7-16 and larger, net list;
machine, ¾ and under, 15%; 7-16
and over, 5%; machine set
screws, 25%; plough bolts, 5%;
nuts, small lots, 3c advance
over list; case lots, 2c advance
over list; stove bolts, 50%; shaft
bolts, 5%; tire bolts, 30%;
sleigh shoe bolts to ¾, 5%; 7-16
and up, net list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, \$1.05 to \$1.65 per roll,
according to quality; plain, 80c to
\$1.50.

CHAIN

Coil, 3-16 in., \$12.50; ¼, \$9.75;
5-16, \$8.85; ¾, \$8; 7-16, \$7.75; ½,
\$7.50; 9-16, \$7.50; ¾, \$7.40; ¾,
\$7.25; Logging, 5-16, 9¾c.; ¾,
8¾c.; tie-out, 57½.

CHURNS

Barrel, No. 0, \$6.75; No. 1,
\$6.75; No. 2, \$7.50; No. 3, \$8.25;
No. 4, \$9.75 each.

CLEAVISES, MALL. 13c. per lb.

COPPER

Sheet and planished copper,
75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½
in. round shank, 30%.

EAVETROUGH

Eavetrough, 8 in., per 100 ft.,
\$5.40; 10 in., \$6; 12 in., \$7.05.
Conductor pipe, 2 in., per 100 ft.,
ft., \$6.30; 3 in., \$7.60; 4 in., \$10.05.

ENAMELWARE

Canada, 20; Imperial, 30, 12½;
Premier, 20; Colonial, 30, 12½;
white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,
18c lb.; 10-lb. jugs, \$2.15 each; 24-
oz. bottles, \$4.35 doz.; 12-oz. bot-
tles, \$2.25 doz.

GALVANIZED WARE.

17½% advance on net list, ex-
cept heavy tubs and heavy pails,
which are 7½% advance on list.

GLASS, WINDOW Single Double

Up to 25 in.	8 75	12 75
26 to 40	9 75	14 75
41 to 50	12 50	16 50
51 to 60	13 00	17 25
61 to 70	14 00	18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., \$2.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 15%.
Corrugated Strap Hinges — 4,
\$1.25; 5, \$1.90; 6, \$2.65; 8, \$4.30;
10, \$6.35; 12, \$9.70.

Corrugated Tee Hinges — 4,
\$1.70; 5, \$2.60; 6, \$3.15; 8, \$5.50;
10, \$7.85; 12, \$11.10.

HORSESHOES

Iron, No. 0 to 1, \$6.25; No. 2
and larger, \$6.00; snowshoes, No.
0 to No. 1, \$6.50; No. 2 and
larger, \$6.25; steel, No. 0 to 1,
\$6.70; No. 2 and larger, \$6.45;
featherweight, \$7.85.

JACKSCREWS

20 per cent. off list.

IRON BAND.

1½ in., \$5.30; 1¼ in., \$5.30; 1
in., \$5.40.

Apollo and
"Fleur
Premier de Lis"

10¼ oz. or 28 Eng.	10 00	10 00
28 Am. or 26 Eng.	9 70	9 70
26 Am. or 26 spec.	9 40	9 40
24	9 25	9 25
22	9 25	9 25
18 and 20	9 10	9 10
16 Am.	8 95	8 95

IRONS, SAD

Common Sad Irons, 8 lbs.,
8c per lb.; 4 lbs., 10c per lb.
Mrs. Pott's No. 55, set..... 1 20
Mrs. Pott's No. 50, set..... 1 25
Mrs. Pott's common sad iron
handles, \$1.15 dozen. Mrs. Pott's
improved, \$1.50 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$5.50; per
doz., 75c; B, per case 6 doz.,
\$4.85; per doz., 90c.

LANTERNS

No. 2, plain	8 75
No. 20, X-ray	12 50
No. 22, Dash-board	11 25
Short Globe, doz.....	8 75

LEAD PIPE, \$17.40.

LEAD WASTE, \$18.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, \$7.75; cutter, \$7.75.

NAILS

Wire, f.o.b. Fort William, \$5.20
base; Winnipeg, \$5.60 base. Cut
f.o.b., Winnipeg, \$6

NETTING. Poultry, 37½%.

Banner Netting, 24 in., \$3.50;
36 in., \$4.50; 48 in., \$5.25; 60 in.,
\$6.25; 72 in., \$7.

NUTS

Square, small lots, 3c advance
over list; case lots, 2c advance
over list; Hexagon, small lots,
3c advance over list; case lots,
2c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher,
37c; "B" Castor machine oil,
24½c; Buffalo Engine gasoline,
35c; Buffalo "A" gas engine oil,
48c; Royal gasoline, 35c; Family

Safety coal oil, 20c; "Engoline"
engine coal oil, 16c; Summer
Black oil, 21c; Kelso engine oil,
45c; Electro oil, 45c; Royalite
oil, 16½c; Standard gas engine
oil, 44c; Prairie Harvester oil,
46c.

PAINTS

Stephens' Out White, \$3.35;
Stephens' House, \$3.10; Stephens'
Floor, \$2.70; Silkstone, \$2.65.

DRY COLORS

Yellow ochre, in bbl. lots, 3c;
less than barrel lots, 4c; golden
ochre, barrels, 4c; less than
barrels, 5c; Venetian red, barrels,
\$2.50; less than barrels, \$3.50;
American vermilion, 20c; Eng-
lish vermilion, \$3 per lb.; Cana-
dian metallic oxides, barrel lots,
3½c; English purple oxide, in
casks, 3½c; less quantities, 4c
per lb. Red lead, kegs, \$14; less
quantities, 16c.

PICKS, Clay, 6-7, \$7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	\$ 5 63	\$ 7 97
½ inch	5 72	8 06
¾ inch	7 34	9 14
1 inch	9 27	11 70
1¼ inch	13 73	17 28
1½ inch	18 57	23 40
2 inch	22 19	27 95
2½ inch	29 84	37 62
3 inch	47 84	60 12
3½ inch	62 55	78 66
4 inch	77 40	.....
4½ inch	91 70	.....
5 inch	108 00	.....
6 inch	126 00	.....
.....	163 80	.....

PLASTER, Paris, per bbl., \$3.75.

PLATES, CANADA

18 x 21 per box, half polish,
\$8.50; full polished, \$9.50; 18 x
24, half polished, \$8.50; full pol-
ished, \$9.50; 20 x 28, half pol-
ished, \$8.75; full polished, \$9.75.

FLOW SHARES......10c per lb.

POINTS

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PUTTY

100-lb. irons 4 50
25-lb. irons, per cwt..... 4 80
1½-lb. tins 0 08

RIVETS AND BURRS

Iron rivets, 10 per cent.; cop-
per, No. 7, 65c lb.; No. 8, 66c;
No. 9, 69c; No. 10, 71c; No. 12,
76c.

Five-lb. assorted boxes, No. 8
8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No.
8, 66c; No. 9, 69c; No. 10, 71c;
No. 12, 76c.

ROPE

Sisal, 24½c base; pure Manila,
34c base; British Manila, 27½c
base; lath yarn, 24½c base; Afri-
can hemp, 26½c base; cotton rope,
¼ and over 46c.
Tarred Marline Hanks, per
lb., 31c.

SASH BALANCES (Caldwell.)
Net list.

SAWS, BUCK

Happy Medium, \$7.50; Watch
Spring, \$7.75; Lance Tooth or
Lightning Blades, \$8.25; New
Century, \$9.75.

SCREWS

Bright iron round head, 60%;
flat head, 65%; round head, brass,
25%; flat head, brass, 30%;
coach, 25%.

STEEL SHEETS, BLACK

10 gauge	8 25
12 gauge	8 25
14 gauge	8 00
16 gauge	8 00
18-20 gauge	7 80

22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H.,
Sqr. Pt., \$11.25 per doz.; D.H.,
Rd. Pt., \$11.25; L.H., Sqr. Pt.,
\$11.25; D.H., Rd. Pt., \$11.25;
Buildog and Jones, D.H., Rd. Pt.,
\$12.35; D.H. Sqr. Pt., \$12.35;
L.H., Rd. Pt., \$12.35; L.H., Sqr.
Pt., \$12.35; Black Cat and Cres-
cent Scoops—No. 4, \$12.30 doz.;
No. 6, \$13.15; No. 8, \$13.95; No.
10, \$14.80; Moose and Jones
Scoops, No. 4, \$13.60; No. 6,
\$14.40; No. 8, \$15.25; No. 10,
\$15.90 per dozen.

SOLDER. Per pound, 39 to 40c.

SPIKES

Pressed, ¼ in., \$7.05; 5-16,
\$6.70; ¾, \$6.50; ½, \$6.30.

STAPLES

Bright wire, per cwt., \$5.30 at
Fort William, \$5.70 Winnipeg;
galvanized staples, \$6.10 Fort
William, \$6.50 Winnipeg.

STEEL

Sleighshoe, \$5 base per cwt.;
plow, common, \$6; crucible
plow, \$7; angle, \$5.10; harrow,
\$5 base; cast, octagon tool steel,
12½c base; square tool, 13½c
base; spring \$6; machine, \$6
base; tire, \$5.10. Mild, 3-16, ¼,
5-16, \$6.50 base; other sizes, \$5
base.

STEEL HOOPS

½ in., \$7; ¾ in., \$6.75; ¾ in.,
\$6.00; 1 in., \$5.75; 1 in., \$5.75;
1¼ in., \$5.75; 1½ in., \$5.25.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% off list.

TIES. Cow, 5%.

TIN AND TIN PLATE

20 x 28 I.C.	\$21 00
20 x 28 I.X.	22 50
20 x 33 I.C.	25 00
20 x 33 I.X.	26 75
Terne plates	17 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminate, gal... \$2 20
Stephens Exalite, gal. 3 00

WASHERS

Iron, small lots, 5%+75c; full
boxes, iron, 10%+75c.

WHITE LEAD

Decorators' pure, ton lots
\$17.05; less than ton lots, \$17.40.

WIRE, BARB

Lyman, 4-point, \$4.20 f.o.b. Ft.
William, \$4.50 Winnipeg; Glid-
den Cattle, 2-pt., \$4.05 Ft. Wil-
liam, \$4.35 Winnipeg; Baker 2-
pt., \$4 Ft. William, \$4.30 Win-
nipeg; plain twist, cwt., Ft. Wil-
liam, \$4.25; Winnipeg, \$4.75;
plain galvanized, Ft. William,
No. 9, \$4.85; No. 12, \$5.10; Win-
nipeg, No. 9, \$5.25; No. 12, \$5.50;
coil spring, Ft. William, No. 9,
\$5; No. 12, \$5.25; Winnipeg, No.
9, \$5.30; No. 12, \$5.55.

Patented screen in 100-ft. rolls,
\$3 per hundred sq. ft.; in 50-
ft. rolls, \$3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop,
\$7.20 Winnipeg; \$6.80 Fort Wil-
lia.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, \$6.70; 10, \$6.75; 12, \$6.90;
14, \$7.10; 15, \$7.25; 16, \$7.40 per
100 lbs.

WRINGERS

Royal Canadian, \$47.05 per doz.;
Eze, \$51.50 per doz.; Bicycle,
\$57.80 per doz.; Ajax, \$115.40 doz.



Reinforcing Bars for Concrete

Shipment from Mill or Stock

Medium Steel, Square Cold Twisted, sizes from $\frac{1}{4}$ to $1\frac{1}{4}$ inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from $\frac{1}{4}$ to $1\frac{1}{4}$ inches, lengths up to 60 feet.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

Now is the time to protect yourself against the ever-increasing prices.

SMALL ANGLES

From $\frac{3}{4}$ " x $\frac{3}{4}$ " x $\frac{1}{8}$ " to 2" x 2" x $\frac{1}{4}$ " in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from $\frac{3}{16}$ " to 1" thick, in stock now.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works, LIMITED

WINNIPEG



NOW IS THE TIME
TO STOCK

"Rock" Wall Board

"Rock" Wall Board meets the demand for a good dependable board at low cost. It is not a cheap board, but a high quality material at a reasonable price. A board that will sell where good work is required. Sold in sheet 48 in. wide by 6-7-8-9-10 and 12 ft. long. Have a supply ready for the building season trade.

We also have a large stock of Building Paper, Ready Roofing, and other lines of building materials.

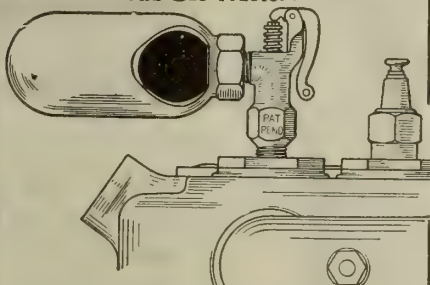
IMMEDIATE SHIPMENT OF ALL
THESE LINES FROM STOCK

Walter Belyea

Successor to the Late
THOMAS BLACK
WINNIPEG

EXPLOSION WHISTLE

New Type of Signal for Automobiles
and Gas Tractors

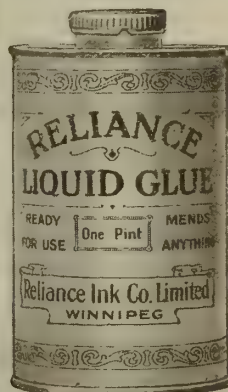


Two styles—single tone and chimes. Fits any car; special spark plug for Fords. Screws in place of priming cup. Blown by explosion direct. Extremely powerful or moderate. For sale by all WINNIPEG JOBBERS, or write to C. C. CARTWRIGHT, 85 Water Street, Winnipeg.

The more
your customers
know about babbitt
the better they like the

Made in the
West by
**OWL METAL
CO., LTD.**
WINNIPEG

**OWL
BRAND**



RELIANCE LIQUID GLUE

THE intense strength of this glue, combined with the fact that it is always ready for use, and grips any surfaces, makes it the ideal glue for any kind of work.

Your wholesaler
sells it.

Reliance Ink Co., Ltd., Winnipeg



OAKEY'S

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Other Sales Follow

The dealer creates permanent good-will toward his store with each sale of a

DELTA FILE

Quality does it—the good work they do and the long service they give create a remembrance that is suggestive to the customer to purchase other needed articles at the same store where those dandy files were bought.

Thus do other sales follow the selling of Delta Files.

Let us tell you all about our attractive agency proposition and of our plans to help the dealer.

Write for full particulars.



DELTA FILE WORKS

PHILADELPHIA, PA. U.S.A.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto
 Starke, Seybold, Montreal
 Wm. Stairs, Son & Morrow, Halifax
 Merrick-Anderson Co., Winnipeg
 ALL LEADING JOBBERS



GLUES

English, Ground and Sheet Glues for all purposes

Large Stock. Low Prices.

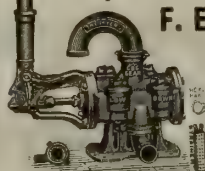
J. H. Morin & Co.
 TORONTO

MYERS TANK PUMPS EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.

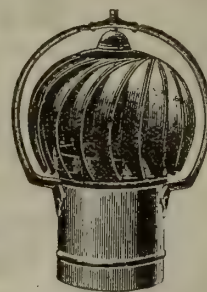


F. E. Myers & Bro
 Ashland, Ohio.

J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

We're Headquarters for



Eavestroughs, Conductor-pipes, Fittings, Ventilators, Etc.

Large Stocks of Galvanized Iron Sheets

Quick Shippers

Wheeler & Bain, Toronto

NOVA SCOTIA STEEL & COAL CO., Limited,
 NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
 PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
 LONDON CANADA

SALES AGENTS

Manitoba—Bissett & Webb, Limited, Winnipeg

British Columbia—McPherson & Teetzel, Vancouver

**Reliable
 QUALITY**



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

STEEL FIGURES

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS

36 James St. South, Hamilton, Ontario.

"EUREKA" Garden Tools and Implements

The Eureka Line includes Garden Drills, Cultivators, Sprayers, Planters and Seeders, Sanitary Churns, Root Cutters, Combination Wagon Box and Rack Spring Seats.

These goods are standard goods of a high quality and are guaranteed as represented. Ask for Catalogue.

The Eureka Planter Co. Ltd., Woodstock, Ont



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal



The Original
Short Globe
Lantern.

Made only by

Ontario Lantern & Lamp Co.,

HAMILTON, CANADA Limited

BEAR BRAND LAMP BLACKS

A Germantown of quality
that gets big business

WILCKES-MARTIN WILCKES CO.
135 WILLIAM ST NEW YORK

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

Waste Paper Balers

"CLIMAX"

ALL STEEL

Turn your waste paper into money.
12 sizes, \$22.50 up

Climax Baler
Company

Emerald St.
Hamilton, Ont.



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.



The PARMENTER BULLOCH CO., Ltd GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Over-shoe Buckles, Felloe Plates.

Make Your Own Paper Money



Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Paper Money Baler

Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD 45 St. Alexander St., Montreal.

WRITE TO-DAY

The Spraying Season is Here—Are You Ready?

There will be a big demand this season for spraying outfits. The Government is stimulating the idea of greater production, and people are turning to gardening and chicken raising. Be ready for the annual demand for sprays and the regular spring business for spraying chicken coops, etc.



We are makers of several kinds of Sprayers—Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

THE COLLINS MFG. CO
415 Symington Ave., Toronto

BATH ROOM FITTINGS



KINZINGER, BRUCE
& CO., LIMITED

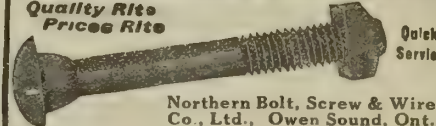
NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite



Quick
Service

Northern Bolt, Screw & Wire
Co., Ltd., Owen Sound, Ont.

ENAMELLED STEEL BATH

Bath made of high-grade galvanized steel
finished on the inside with three coats of
Pure White Enamel.

A VERY ATTRACTIVE DURABLE
BATH AT A SMALL PRICE. Write
for full details.

The Steel Trough & Machine
Co., Limited, Tweed, Ont.

Kindly
Mention
This Paper
When
Writing
Advertisers

INDEX TO ADVERTISERS

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FORGETTING

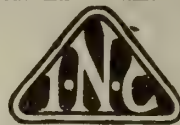
One of the things we all do well is to forget.

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

KINDLY MENTION THIS PAPER
WHEN WRITING ADVERTIZER



NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.

ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL
METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

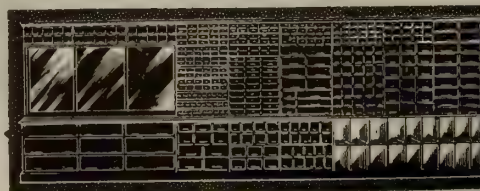
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Free right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

Wanted

SITUATIONS VACANT

WANTED—YOUNG MAN WITH TWO OR three years' experience; one who is looking for more experience. Salary \$12.00 per week. References required. Box 123, Hardware and Metal.

WANTED—A RETAIL HARDWARE CLERK with four or five years' experience in general hardware. State age, experience and salary expected. House & Maunder, Trenton, Ont., Box 610.

WANTED — SALESMEN CALLING UPON hardware trade, to sell babbitt metals as side line. Good commission. Give full particulars in confidence as to firms represented and territory covered. Box 458, Hardware and Metal.

SITUATIONS WANTED

EXPERIENCED HARDWARE CLERK DESIRES position with retail or wholesale firm; central or Western Ontario preferred. First-class references. Box 459, Hardware and Metal, Toronto.

WANTED — POSITION AS PURCHASING man or salesman. Have thorough knowledge of hardware, mill supplies, carbon and high-speed steels, tools, etc. Age 34; married; ambitious. Box 460, Hardware and Metal, Toronto.

WANTED — POSITION BY EXPERIENCED wholesale travelling and retail hardwareman. Best of references. Box No. 462, Hardware and Metal.

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

2 cents

per word for the first insertion is the rate charged for an advertisement on this page. Each figure is counted as a word, and a charge of 5c extra is made when a box number is required.

When more than one insertion is ordered the cost is one cent per word for each subsequent insertion, providing the copy is not changed.

Write your message legibly and state the number of times you wish it to appear.

HARDWARE AND METAL
"Wanted" ads get results.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACTURERS' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal under this heading.

HARDWARE IN LIVE MANUFACTURING town in Western Ontario, situated in growing residential district. Small stock. Box 461, Hardware and Metal, Toronto.

A condensed ad. in this paper will bring replies from all parts of Canada.

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIX- tures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY IN- stallng an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Ask us for an estimate for your next sign.

W. H. STEVENSON
Stevenson Building, Toronto

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont.

Vancouver Branch—109 Powell Street

No Need to Stock Heavily

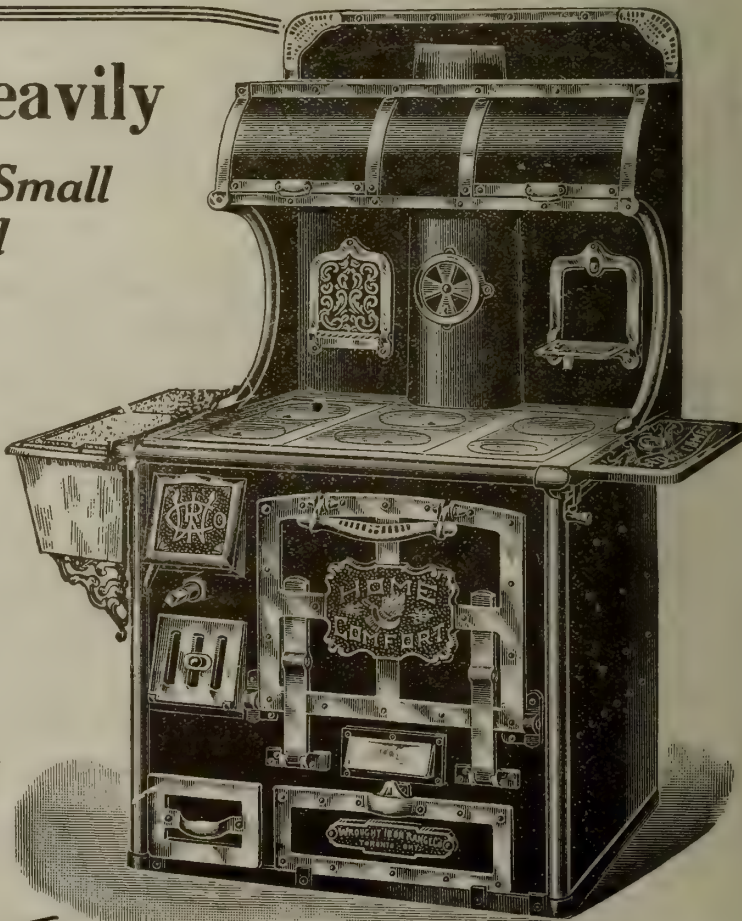
Only Small Space and Small Investment Required

The "Home Comfort" Range has a record—a good sales record and its career is still robust. For 20 years this range has given entire satisfaction to thousands of customers and so correct are the principles of its construction that there has been no need for any change. This range is Canada's favorite—particularly in Western Canada where it has many friends—users in all Canada total over 50,000. This mighty army are spreading its praise and making selling easy for you. The Home Comfort is made only in one style. It takes little space and requires but a small investment to enable you to display the range and take your orders making a nice profit.

Write for our agency proposition.

Wrought Iron Range Company of Canada, Limited

Office: 151 King St. West TORONTO, Ont. Factory: 22 Orillia St.



If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY
STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

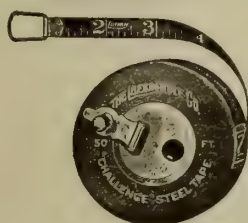
GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

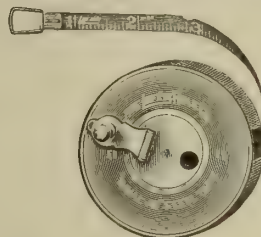
"RELIABLE"



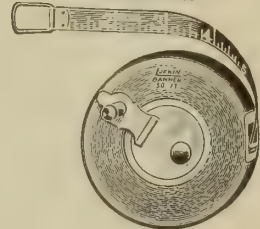
"CHALLENGE"



"RIVAL"



"BANNER"



Everybody Knows These **LUFKIN** Tapes

They have been pioneers in connection with the noteworthy improvements made in tapes.
They are distinctive in quality. Each style the very best of its kind.

Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Stocked by all jobbers.

TINKER TOM'S TALKS.

Talk Number One Hundred and One

Everybody uses Corrugated Sheets—Town, city and country alike. Ten established concerns make them in Canada. Any of them will gladly furnish these made of "PREMIER" GALVANIZED SHEETS, thus helping increase business in Canada. Deliveries will be slow. Buy ahead.

TINKER TOM.

Look for Talk No. 102 next week.

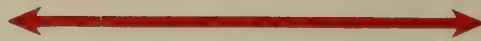
DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA





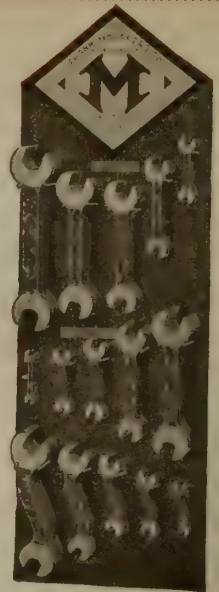
Socket Chest No. 300
Surely an addition to the fixtures of your store.

Solves Your Wrench Problems



FREE DISPLAYS

with assortments made up of the particular sizes that sell. Quantities of each size in exact ratio of demand.



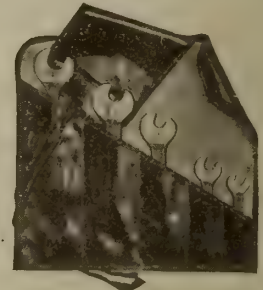
No. "Y" Display Board



Socket Wrench Set No. 14
The "**Complete-est**" Wrench Set ever designed. Price, each **\$16.00**
Ask for interesting New Wrench Book No. 183C.



Garage Set, No. 4
Covers all U.S. and S.A.E. nuts and screws from $\frac{1}{4}$ to $\frac{3}{4}$. Packed in wooden box. List **\$5.72**



Engineer's Open End Set
Thin Model Wrenches in any sets desired.

The ambition of the FRANK MOSSBERG CO. has been—
"To produce the finest WRENCHES made in those types that sell most quickly, and to sell this product at reasonable prices to deserve the loyalty of every consumer."

FORDS

for

Wrenches

**Desirable
The Most**



Ratchet Reserve Brake Pedal and Tension Spring Wrench No. 645
Price, each **67c.**



Wheel Puller No. 660
Indestructible, **75c.**

These prices are Canadian List.

"675" contains all special wrenches needed. Price, **\$1.60**

The "Net" Socket Wrench Set **\$5.35**



Repairkit for Fords, No. 675



Ford Socket Wrench Set No. 30

FRANK MOSSBERG CO., Attleboro, Mass., U.S.A.

BRANCH OFFICES (Chicago - 180 N. Market St. (for your convenience) San Francisco, 324 Underwood Bldg.

Los Angeles, 503 Equitable Bldg. Seattle - 214 Maritime Bldg.

Nashville, T

HARDWARE AND METAL

Vol. XXIX

PUBLISHED EVERY SATURDAY SINCE 1888

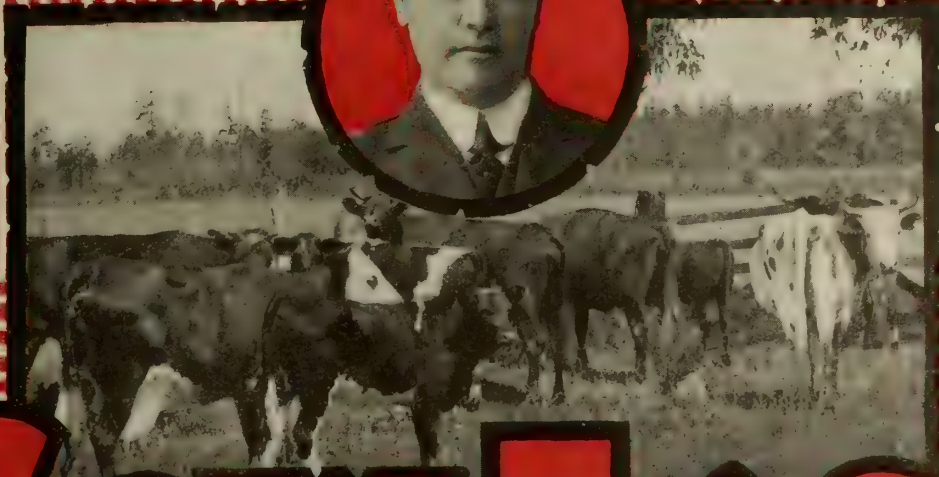
May 26

No. 21

THE MACLEAN PUBLISHING COMPANY, LIMITED

1917

PUBLICATION OFFICE: TORONTO, CANADA



COW-EASE

"KEEPS FLIES OFF" CATTLE AND HORSES

GUARANTEED TO GIVE SATISFACTION

During the next few months I will tell fifteen million farmers about Cow-Ease and thousands of them will buy it. These thousands, together with the tens of thousands who have used Cow-Ease for sixteen years mean unprecedented prosperity for merchants who handle it.

My advertising—bigger and better than ever—containing a 10 days' free trial offer, will bring the farmers and dairymen in your vicinity to your store. Prepare now to supply the big Cow-Ease demand. Send to your jobber to-day for a Special Trial Offer. Remember, you take no chances—you can absolutely guarantee Cow-Ease to your customers, for I guarantee it to you.



Special

Trial

Offer

Imperial Measure.		
Ten 1-gallon cans Cow-Ease, per gallon	\$1.00	\$10.00
Six 1/2-gallon cans Cow-Ease, each	.60	3.60
4 quart cans Cow-Ease, per dozen	4.25	1.42
Total		\$15.02
Less Dealer's Discount 30 per cent.		4.50
One dozen Cow-Ease Sprayers		\$10.52
Total cost of trial offer		\$15.92
Store Advertising Free packed with this trial offer. Immediate Shipment		
Orders dated June 1st, regular terms, F.O.B. Montreal.		

M. ELTON VOSE, Vice-President.

CARPENTER-MORTON COMPANY

Established 1840 Manufacturers of Cow-Ease BOSTON, MASS.

A. RAMSAY & SON Co., Canadian Distributors, Montreal, Canada

Canadian Rolling Mills Co., Limited

Works : Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

**CANADIAN TUBE & IRON
CO., Limited**
MONTREAL

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinnners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Colonial Wire Mfg. Co., Limited

Manufacturers of

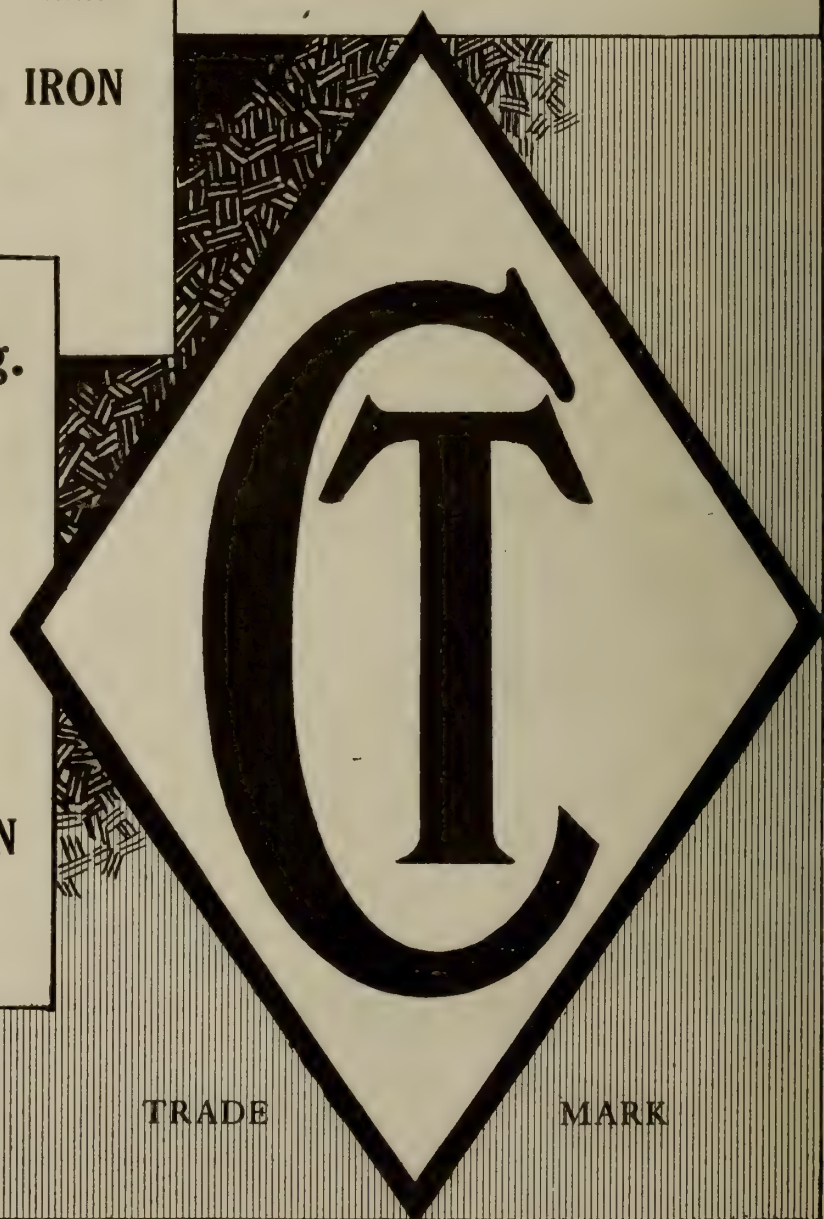
SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

**CANADIAN TUBE & IRON
CO., Limited**
MONTREAL



TRADE

MARK

NEPONSET Paroid ROOFING

Here's
the roll
they're
looking
for —
Show it !



This is the roofing used on buildings by all Canadian railways and for the Dominion and British Government Military Camp Structure at Camp Borden, and Camp Mohawk.

Remember that Paroid is made with the Red and Green crushed slate surface, as well as the standard Grey.

Make everyone know that YOU sell Paroid and the other Neponset Products.



Look for the Roll with the Paroid Label.

Also Manufacturers of —

Neponset Twin Shingles
(Red and Green) (Slate Surfaced)

Neponset Wall Board

Neponset Black Water-proof Building Paper

Neponset Asphalt Felt

Neponset Roofing Paint
(Red and Black)

Neponset Roof Cement

BIRD & SON

Dept. "V"

HAMILTON ONTARIO

Warehouses: Vancouver, Calgary,
Montreal, Winnipeg, St. John

The Largest Manufacturers of Roofings, Wall Boards and Roofing Felt in Canada.

P. & W. Co. SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

Pratt & Whitney Company of Canada, Limited

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of
Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

Yale
Products

Padlocks

Night
Latches

made in
Canada

Door
Closers

Builders'
Hardware

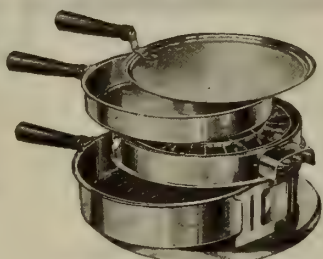


There is good profit in the Yale line. The dealer who sells Yale goods is always glad to meet his customers on the street—he knows they are satisfied.

The name "Yale" helps make the sale.

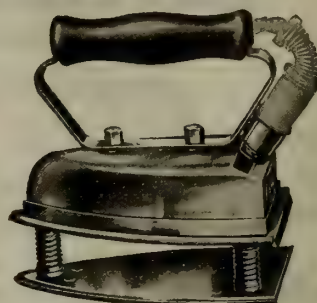
Canadian Yale & Towne Limited, St. Catharines, Ont.

UNIVERSAL ELECTRIC HOME NEEDS



UNIVERSAL
Four-Heat Electric Grill.

The line that never fails to increase Summer Sales.



UNIVERSAL Electric Iron

The biggest line of best known superiorities.

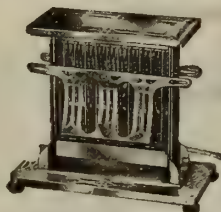


UNIVERSAL
Milk
Warmer

The line that you can guarantee to the limit with certainty that we'll back you up.



UNIVERSAL
Electric Heating
Pad



UNIVERSAL
Electric Toaster

THE WELL KNOWN TRADE-MARK

UNIVERSAL



UNIVERSAL
Electric Chafer



UNIVERSAL
Electric Percolator



UNIVERSAL Electric Range (Single)



UNIVERSAL
Electric Tea Samovar

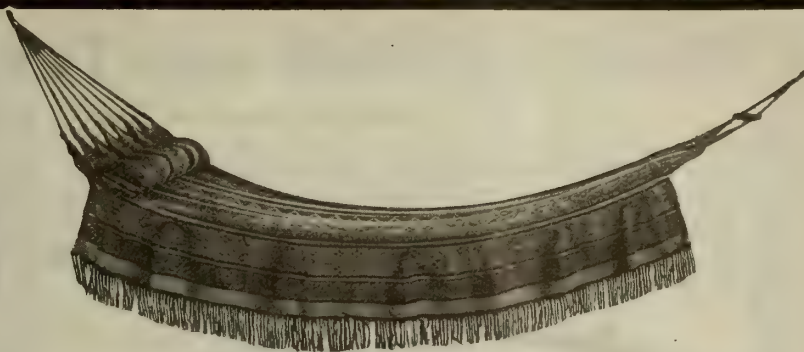
LANDERS, FRARY & CLARK

New Britain, Conn., U.S.A.

A. MacFarlane & Company, Montreal, Canadian Representatives.

If interested, tear out this page and keep with letters to be answered.

Summer-time
GOODS



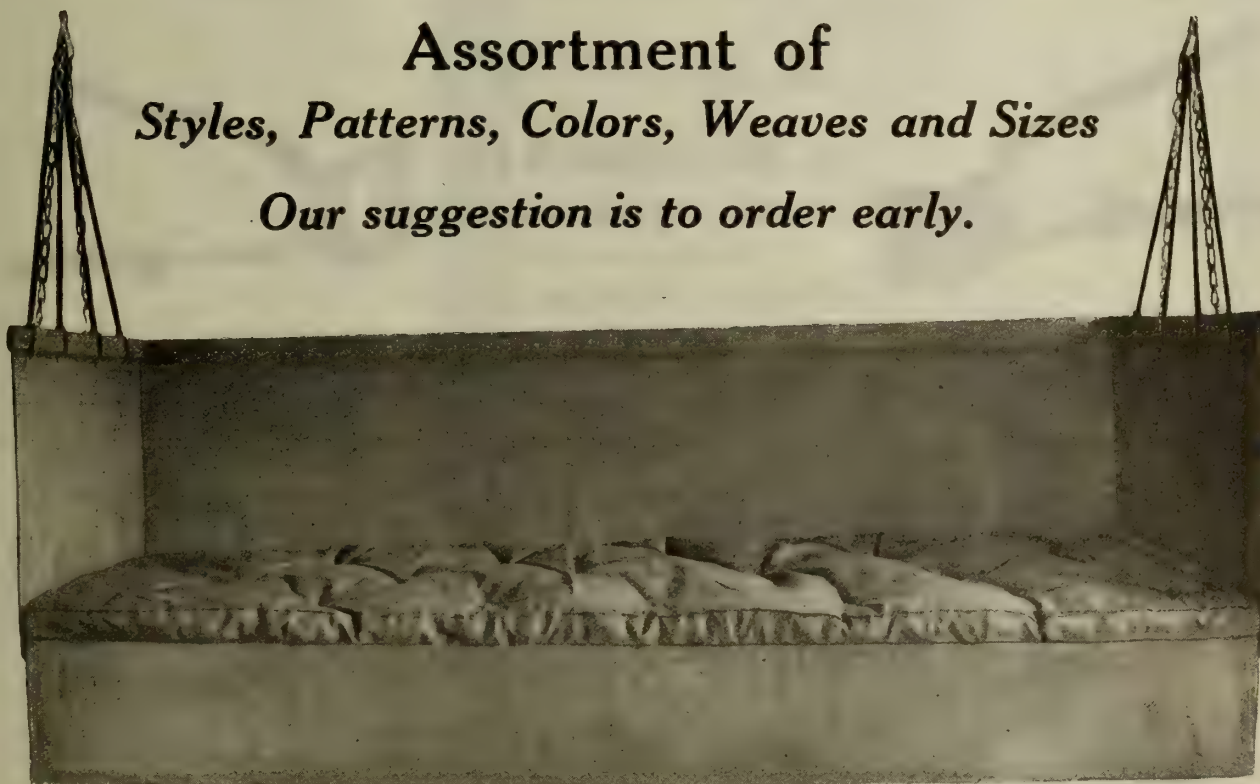
HAMMOCKS FOR EVERYBODY

WE HAVE AN

Assortment of

Styles, Patterns, Colors, Weaves and Sizes

Our suggestion is to order early.



Baby Hammocks

Children's Hammocks

Couch Hammocks

Our Line of Tennis
Goods is complete.
Croquet Sets are
one of our best
selling lines.

LEWIS BROS.
LIMITED
MONTREAL

We carry a com-
plete line of
Swings, Camp
Chairs, Hammock
Chains and Hooks.

Write in for prices, or tell our Salesman your wants. We will ship promptly

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PRIEST'S HORSE and TOILET CLIPPERS

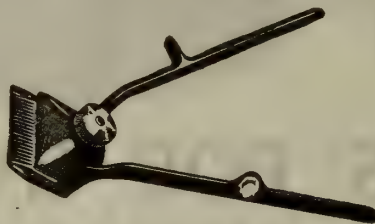
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for board and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1 and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

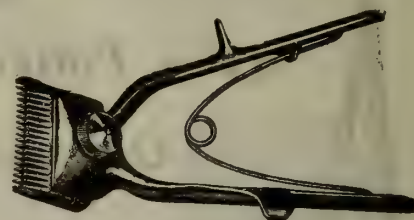
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.

Davidson's Japanned Water Coolers



THE Season is approaching when your customer will be looking for a Water Cooler. Japanned and Handsomely decorated. Fitted with Nickel-Plated Faucets.

These Coolers are made in six sizes as follows: Gallons 2 - 3 - 4 - 6 - 10 - 15

The Thos. Davidson Manufacturing Company, Limited
TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.



HERE is the most useful measuring instrument which machinists need in laying out their work. It is an easy tool to sell because of the complicated layouts which are constantly arising nowadays in metal manufacturing.

Because of its variety of uses, most tool-makers and machinists want the

Starrett Surface Gage

for scribing lines on the work. This gage may be used on all kinds of surfaces. Starrett surface gages are made in many different styles and sizes.

Ask your tool clerk to study the uses of this surface gage. It is fully described on pages 236 to 241 of the Starrett catalog No. 21MA.

42-666



The L. S. Starrett Co.

*The World's Greatest
Toolmakers*

Athol, Mass.



If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609

Corrugated Strap Hinges " " "	SC 935
Corrugated Tee Hinges. " " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.

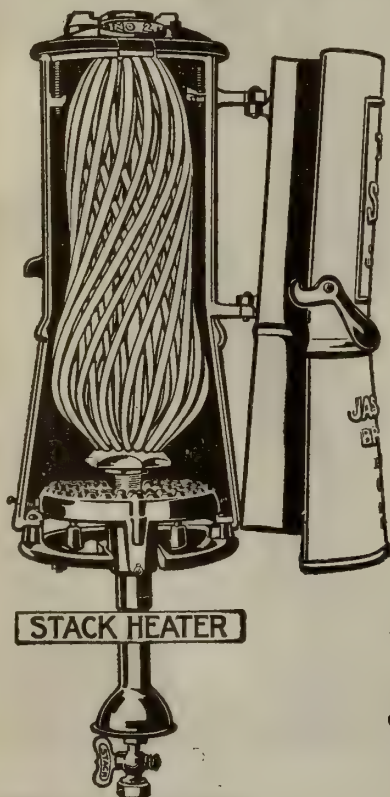
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

THE SECRET OF POWER

IN THE

Stack Gas Water Heater



Why can the STACK produce a hot water service which is far in advance of any other tank heater? The answer is so simple and apparent as to be easily missed.

Hot water naturally rises immediately upward — not sideways, but up—straight up.

The STACK is built more nearly to allow this direct, straightway, upward movement than any other heater.

Test yourself the truth of this statement.

Write for Booklet.

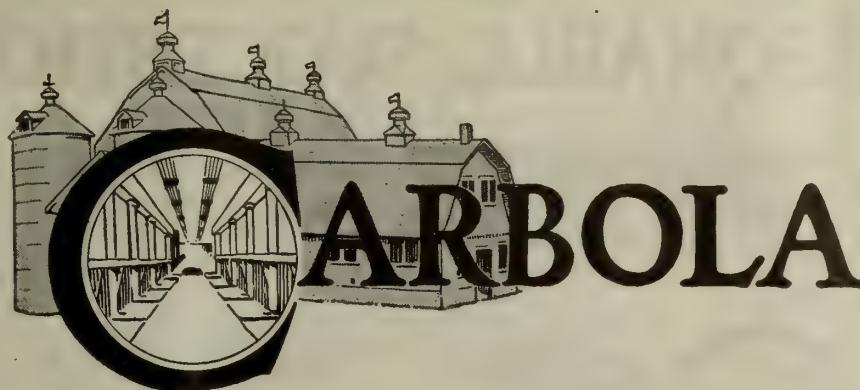
EASILY SOLD

BIG PROFITS

James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

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The Disinfecting, Germ Killing White Paint

*Paints and Disinfects at the
Same Time*

Carbola is two things in one—Paint and Disinfectant. It is a finely powdered mineral pigment, combined with a germicide 20 times stronger than pure carbolic acid—but neither poisonous nor caustic, and dries out a clear snow-white.

It appeals especially to Farmers, Dairymen and Poultrymen, as it disinfects and paints at the same time, Cow Stables, Hog Pens, Poultry Houses, Dairies, etc., and it can be used in its dry state as powder for Live Stock or Poultry.

Carbola comes in powder form put up in convenient sized packages, and is ready to use just as soon as it is mixed with water. There is no waiting, no straining, no bother of any kind.

**WILL NOT BLISTER, FLAKE, OR PEEL OFF, AND IS NOT AFFECTED
BY TEMPERATURE, TIME OR EXPOSURE**

WRITE FOR BOOKLET AND PRICES

H. S. HOWLAND, SONS & CO.
LIMITED

Sole Wholesale Distributors for Ontario

TORONTO



If interested, tear out this page and keep with letters to be answered.

SEASONABLE SUGGESTIONS

PYREX Transparent
OVEN-WARE
TRADE MARK REG. Has the name on every piece



Pyrex is a fire-proof glassware in which food may be cooked and served on the table without changing utensils. It is durable and has the

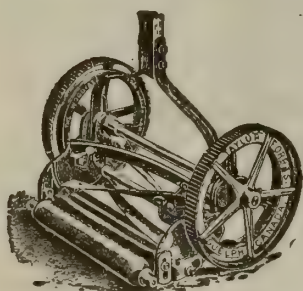
property of retaining heat, so that the foods which are cooked in it bake more readily and quickly and remain hot longer than with any form of metal utensil.

Pyrex Ware will be in great demand for general service during the summer, and in the month of June will make a most acceptable wedding present.

Pyrex is made in a variety of styles. A neat box of 12 pieces is made up especially for wedding presents.

Catalogue and Price List mailed on application.

Garden and House Equipment for the Summer



There will be the usual demand for Lawn Mowers and for Lawn Rollers. We can fill orders at the very shortest notice.

Many of our customers have found it profitable to keep a Lawn Roller for renting purposes. Our Rollers are in all the weights and sizes.

Screen Doors and Black Screen Cloth belong to the class of goods that are becoming depleted with no prospect of an increase in the supply. Have your requirements covered by placing an order early, as our stock is ample at present.

You may always depend on us for quick deliveries of U.S. POULTRY NETTING. We make it a point to keep our stock complete in this excellent line.

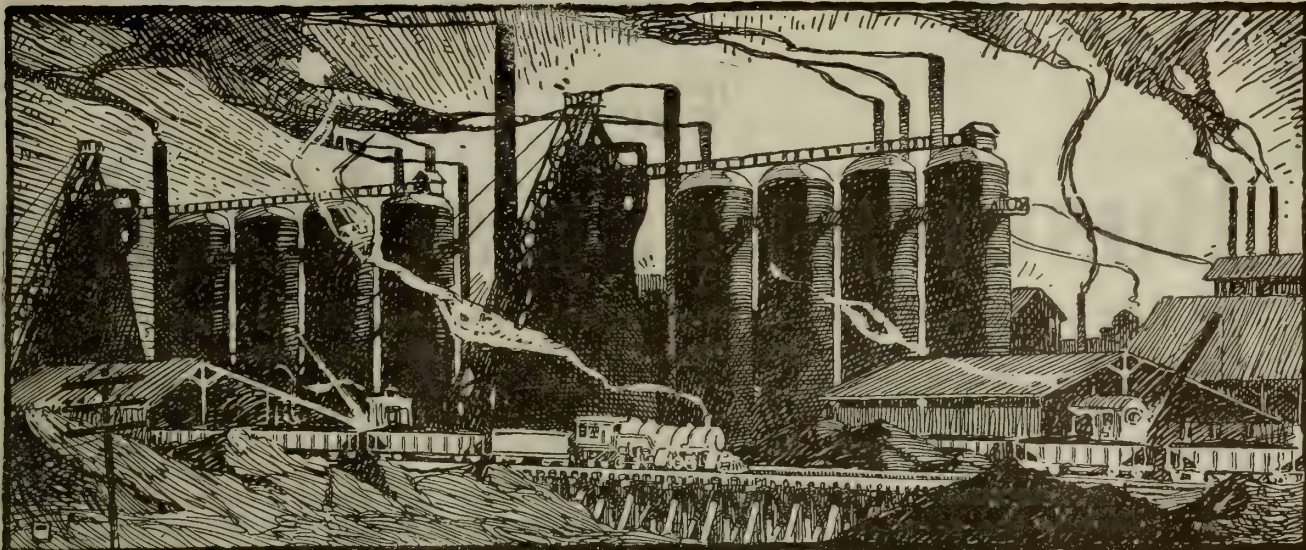
RICE LEWIS & SON, LIMITED

Established 1847

19 VICTORIA ST., TORONTO, ONTARIO

Phone Main 4040

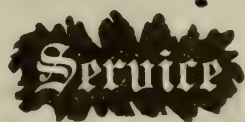
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LITTLE WORDS WITH BIG MEANING



According to "Webster,"
Quality is "an excellence
of character; natural
superiority."



Webster's definition of
"Service" is; "The per-
formance of labor for the
benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

THE STEEL COMPANY OF CANADA

MONTREAL LIMITED HAMILTON

Pig Iron,
Steel & Iron Bars,
Horse Shoes,
Steel and Iron Products.

Steel Billets,
Track Spikes &
Bolts, Forgings, Wire
of every description.

If interested, tear out this page and keep with letters to be answered.

The Businessman's Mind

BANKERS are supposed to have a particular character of mind; Lawyers and Doctors likewise; Teachers also. These minds have both narrowness and breadth. They see widely and deeply in their own realms, and narrowly and sometimes shallowly in regard to matters outside their particular worlds. At least, this is the common supposition.

THE Businessman — What should be the character of this mind? — What is the mind of the Manufacturer, the Wholesaler, the Retailer? Certainly the Businessman's mind should be broad. It should be something of the Banker's, something of the Financier's, something of the Statesman's. The Businessman should see broadly. The horizon of interest and of inquiry for him should be a far one.

The happy thing about it is that the business man—manufacturer, jobber, retailer—can have the far outlook—this by the reading each week of a newspaper with a far outlook—

The Financial Post OF CANADA

This is a business man's paper—it is a paper for bankers, for investors, for trustees, for financial men. But it is also a newspaper for **merchants**, very much so.

Merchants need to know markets and market tendencies and market factors. They need to know conditions, local and remote. They need information to buy right and to sell safely.

And the knowledge they need they can have for the insignificant sum of \$3 annually.

THE FINANCIAL POST is a most readable paper—positively enjoyable to the layman reader. It makes any man broader minded, and every business man a better business man. Growth in bigness at \$3.00 a year!

Send for free sample copy to the Publishers, or sign and mail attached coupon.

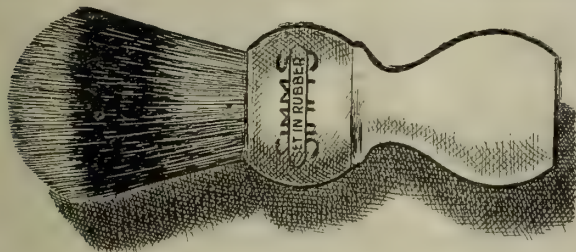
THE FINANCIAL POST OF CANADA1917
143-153 University Avenue, Toronto.

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper I will remit \$3.00 to pay for my subscription on receipt of bill.

Name

Address

ARE THE SHAVING BRUSHES YOU SELL MADE IN CANADA?



Do you know that the finest shaving brushes produced are made right here in Canada by Canadian labor, guided and controlled by Canadian brains?

That the factory in which these brushes are made is the finest and most modernly equipped brush factory in the world to-day?

That Quality is the foundation on which this big business has been built?

That they are made by one of Canada's leading industrial organizations financed entirely by Canadian capital?

That the firm making these brushes, jointly with its employees, have taken as their slogan,

"BETTER BRUSHES"

Better to-day than anyone else can make them; better to-morrow than they are to-day.

These brushes are sold under this trade-mark:



This should help you to decide where your future purchases should be made.

T. S. SIMMS & CO., Limited

MAKERS OF

BETTER BRUSHES

ST. JOHN (FAIRVILLE) N. B.

Your advantage in selling standard grade tools is that you can be certain of your customer's satisfaction with them.

For example, a buyer expects a file to be hard and sharp and wear well.

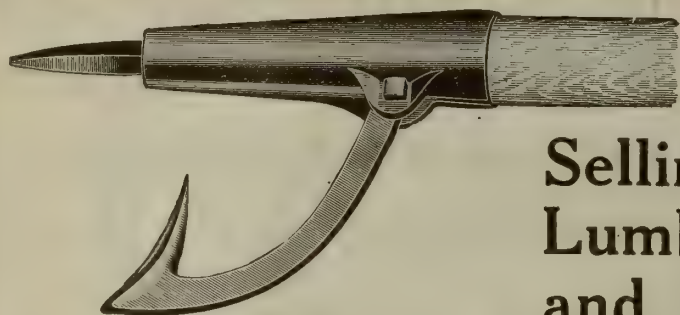
When you sell him "Famous Five" Files he knows in advance that his expectations will be realized.

Specify "Famous Five" Files when ordering.



If interested, tear out this page and keep with letters to be answered.

STAPLE STOCK AND SEASONABLE SPECIALTIES

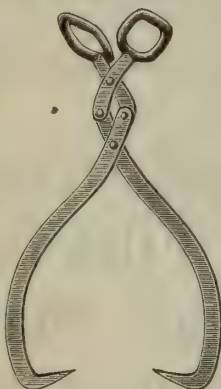


START NOW

**Selling Soo Line
Lumbering Tools
and Sager Axes**

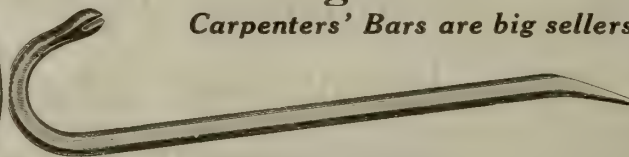


Now Listen



If Hemlock logs are cut near your place they peel tan bark—it's June and July they use Bark Spuds—You know when ice tongs are used and if you don't stock them the day they are wanted the other fellow gets the business.

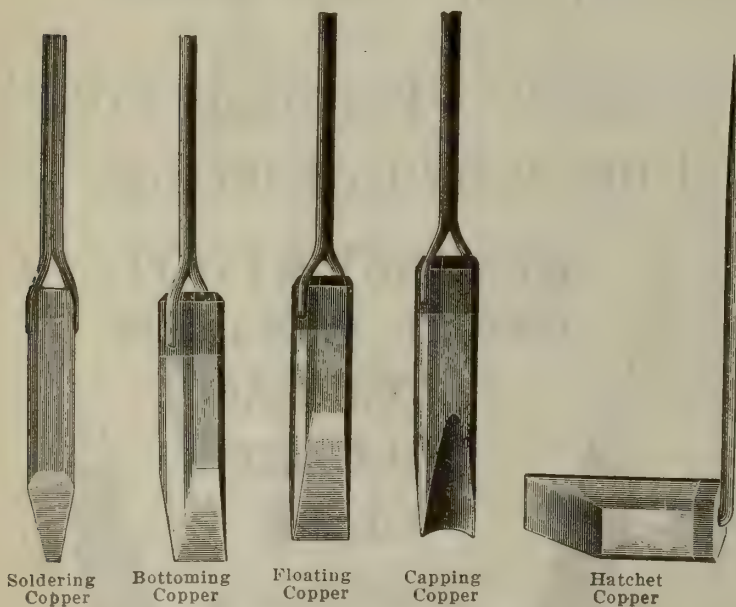
Carpenters' Bars are big sellers now—If your jobbers can't supply phone or wire us



Can. Warren Axe & Tool Co.
ST. CATHARINES, ONT. Limited

Soldering Coppers

Gas Soldering or Heating Coppers



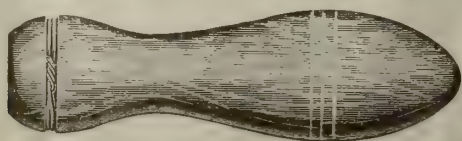
Soldering
Copper

Bottoming
Copper

Floating
Copper

Capping
Copper

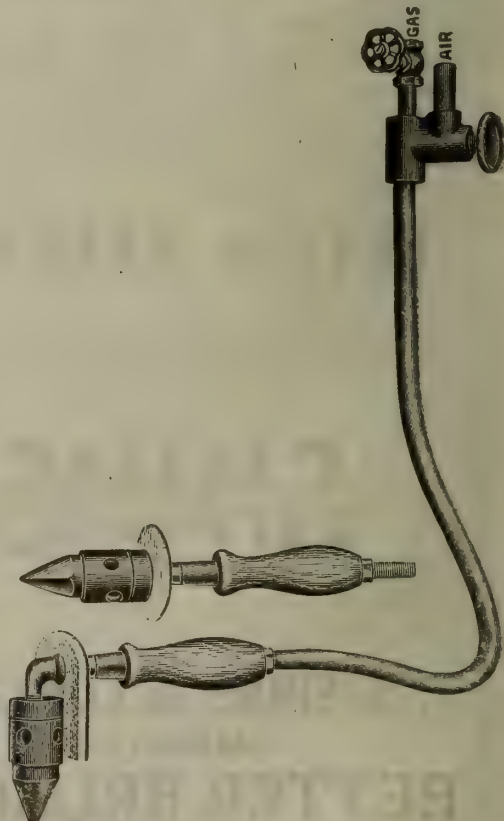
Hatchet
Copper



Soldering Copper Handles

Straight

Hatchet



The Brown, Boggs Co., Limited, Hamilton, Ont.

Manufacturers of Tinsmiths' and Heavy Sheet Metal Working Machinery, Presses, Dies, etc.

If interested, tear out this page and keep with letters to be answered.

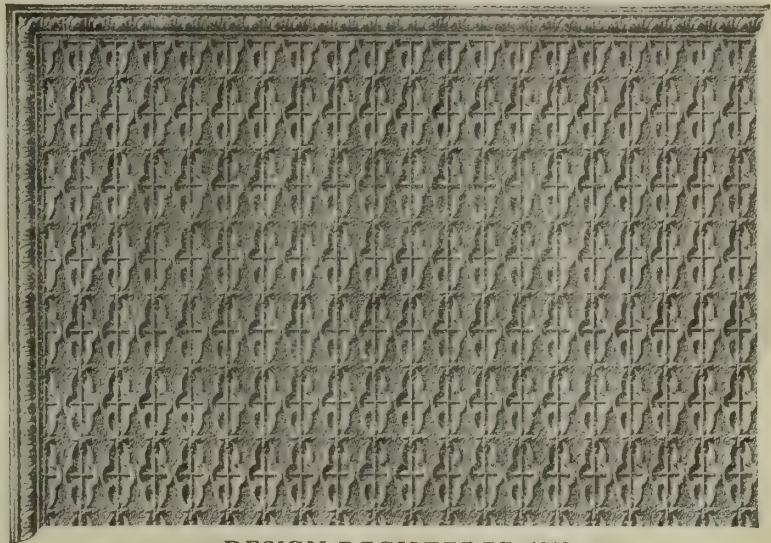
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

YOUR CUSTOMERS WANT THEM

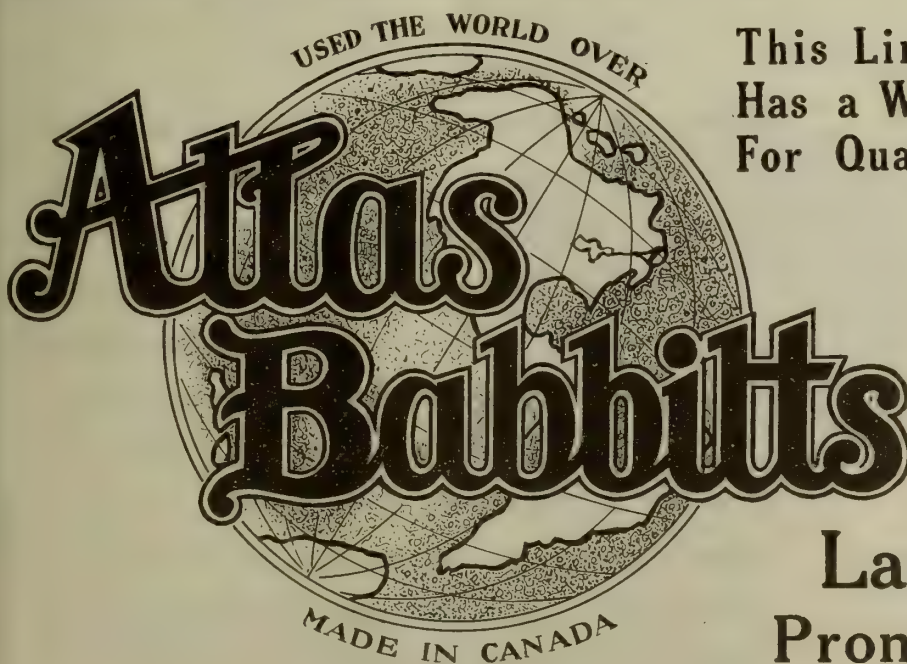
"M-R-Co." Ceiling and Wall Plates are everlasting, beautiful, fire-proof, sanitary and economical. No other finish for wall or ceiling is in their class.

Send to-day for illustrated selling helps.



DESIGN REGISTERED 1912

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG



This Line of Babbitt Metal
 Has a World-wide Reputation
 For Quality and Uniformity

YOU WILL BUILD UP A
 BETTER AND BIGGER
 BABBITT BUSINESS BY
 RECOMMENDING THIS
 LINE TO YOUR CUSTOMERS.

Large Stocks
Prompt Shipments

Ask your jobber for particulars.

Atlas Metal & Alloys Co. of Canada, Limited

Office: 49 Common Street, Montreal

Works: Riverside Street, Montreal

If interested, tear out this page and keep with letters to be answered.



Did you ever notice somebody starting a conversation in a low voice with the two words, "They say"? The moment you hear it, you know it is gossip, scandal and most likely a lie, but when you hear everyone saying that HARRIS HEAVY PRESSURE is the Best Babbitt Metal they can use for all general machinery bearings, isn't it about time to believe it?

**WE MANUFACTURE
BABBITT, SOLDER, LEAD PIPE,
SHEET LEAD**

**AND HAVE
EVERYTHING FOR THE
PLUMBER**

THE CANADA METAL CO., LIMITED

Montreal

Hamilton

TORONTO

Winnipeg

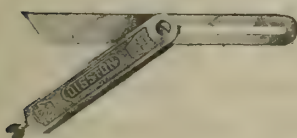
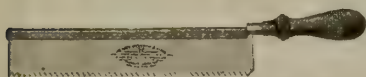
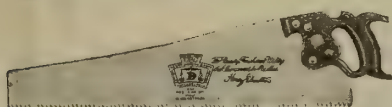
Vancouver

WANTED, AT ONCE — CAPABLE HARD-
ware man to manage retail hardware
business in thriving Ontario town. State ex-
perience, salary expected, and give references.
Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of **HARDWARE AND METAL**. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading **HARDWARE AND METAL**.

USE THE WANT AD PAGE

If interested, tear out this page and keep with letters to be answered.



How about the “Handy-man-about-the-house”?

Almost every home can use and really needs tools of some kind and this is a field which many dealers neglect to cultivate. But in many of these homes are potential amateur mechanics who would, if assisted and encouraged, develop into regular purchasers of not only a variety of tools, but also other hardware. Almost every man has some mechanical ability and we all like to see the results of our own skill. All that lots of them need is a start. Cultivate this field.

Encourage the “home-mechanic” in your newspaper advertising and window displays. Show good samples of home-made cabinet work. Suggest it in various ways that your local conditions offer and you will have opened up a field of large possibilities.

Sell them only high-grade tools. Enquire what kind of work they intend doing and give them the particular style suitable for that work. Many a customer has been lost because a clerk was not sufficiently interested in the customer's needs. For instance, no better saw is made than the DISSTON, but a 6 point hand saw is not suitable for cabinet work in hardwood. The amateur is consequently discouraged at the outset. See that he has the right quality and type of tools at the start and his enthusiasm will bring him back to add to his kit and equipment as his skill and requirements expand.

A fine foundation is a set of

DISSTON SAWS

Other Disston Tools are of the same high standard

HENRY DISSTON & SONS, Limited

TORONTO, CANADA



DO IT NOW !!

BRITISH
Made for
BRITISH
EMPIRE



Non-INFLAM-
MABLE

Non-
EXPLOSIVE

Non-
POISONOUS

REGISTERED TRADE MARK

MAKE IT A RULE TO CARRY A STOCK OF THE
KASENIT Case Hardening Compounds
AND SO GIVE YOUR CUSTOMERS BEST SERVICE

SOLE MAKERS

KASENIT LIMITED, 8&9 LUDGATE SQUARE
LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.



Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited

91 Delorimier Avenue
Montreal

Order Yours Now Be Prepared

Each of the three Freezers, **LIGHTNING, GEM** or **BLIZZARD**, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.



They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.

This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.
PHILADELPHIA - PA.

If interested, tear out this page and keep with letters to be answered.

Shooting Sport In Any Weather

That's what the Dominion Hand Trap means. It's the way to reach the hearts of your old customers and to attract new.

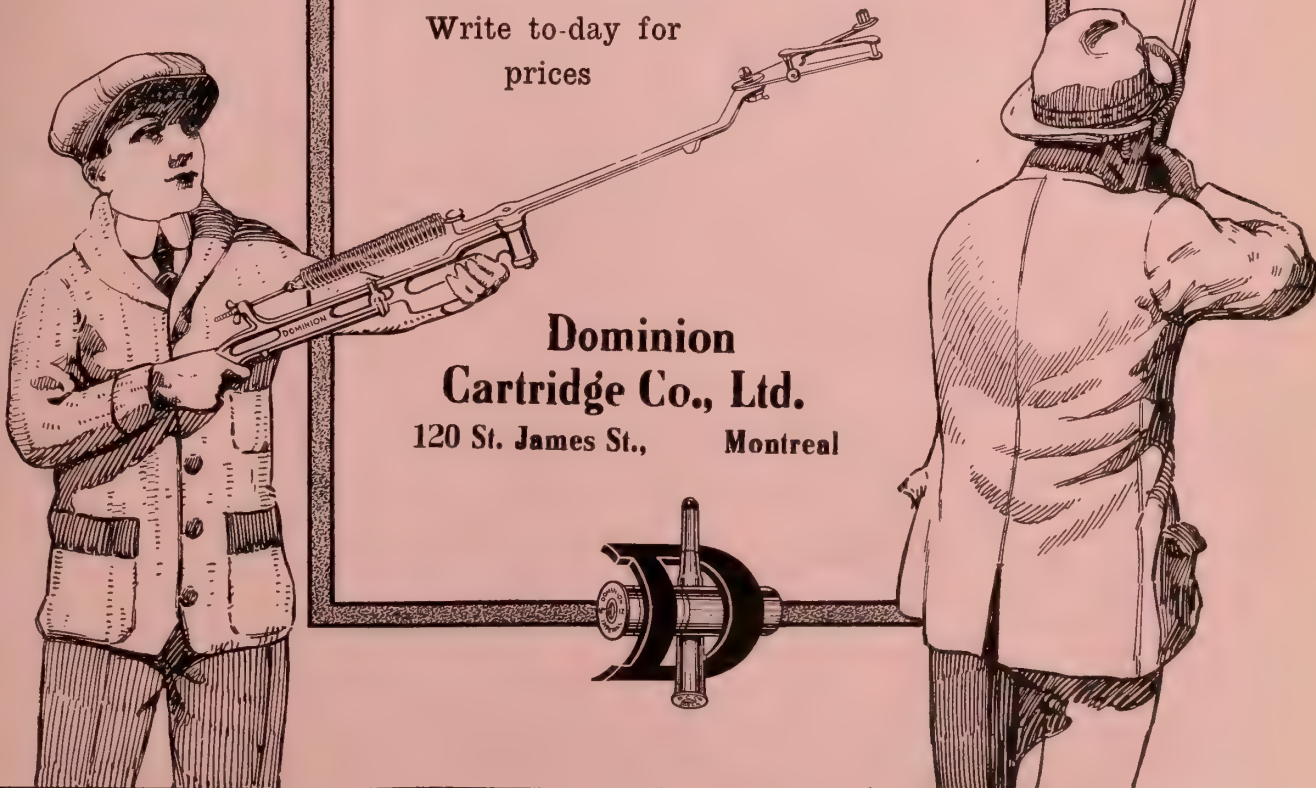
Dominion Hand Traps

are easily operated, even by a boy. They bring trap shooting to the home or the camp and are a real pleasure-providing auxiliary to the hunting trip. Easily packed in a grip.

Tell your customers about them. They sell fast and help to bigger profits through increase sales of shot shells.

Write to-day for
prices

**Dominion
Cartridge Co., Ltd.**
120 St. James St., Montreal



Toncan Metal News

Vol. I. No. 9

Published in the Interest
of Better Sheet Metal

May, 1917

A CARLOAD OF TONCAN METAL USED IN NEW DALLAS DEPOT

AIR DUCTS ARE MADE TO RESIST CORROSION

An entire carload of Toncan Metal Corrosion-resisting Galvanized Sheets was used in the handsome new Dallas (Texas) railroad terminal for the air ducts. The Peters-Eichler Heating Company, of St. Louis, Mo., heating and ventilating contractors, made and installed the ducts.

The ventilating system in a building today is given more serious consideration by the Architect and Engineer than ever before. It is an important factor from the standpoint of comfort and health. And the air ducts, on which so much depends, must be capable of resisting the corrosive influences constantly present.

Repairing and replacing of the air ducts must be reduced to a minimum, hence the specifying of Toncan Metal Corrosion-resisting Sheets in this instance as well as in countless other buildings. Two other recent Toncan Metal air duct installations are the Hecksher Building, New York City, and the Amsterdam Savings Bank, Amsterdam, N.Y.



New Dallas Railroad Terminal, Dallas, Texas.

ANSWERS TO QUESTIONS

E. I. A.—The durability of Toncan Metal is due to its purity, homogeneity and scientific, slow and careful processes of manufacture.

J. L. S.—Toncan Metal Roofing is generally sold by the "square" (100 sq. ft.), while the flat sheets are sold by weight.

W. M. O.—Any ventilator manufacturer can furnish Toncan Metal ventilators.

MORE EVIDENCE

SALT FUMES DO NOT AFFECT TONCAN METAL ROOFING

A letter dated May 11, 1916, from Mr. H. R. Jones, General Manager of The United Steel Co., Canton, Ohio, reads as follows:

"You have on file for us Toncan Metal orders involving a considerable tonnage for our new steel plant. We hope you will be able to make the deliveries as specified on our orders.

"We have selected Toncan Metal for the buildings for our new steel plant on account of our experience with this material in the past. These new buildings will cover several acres, and will involve a large tonnage of Toncan Metal.

"We have been using Toncan Metal covering in our old steel plant for the last six or eight years. We find that it is the cheapest covering for our buildings in the long run, even though the first cost is higher.

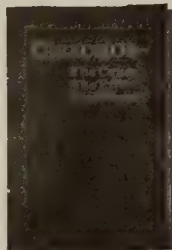
"For a number of years, in our plant 'A,' we had to replace the Corrugated Iron covering over our Blooming Mill every other year. The service in our Blooming Mill is particularly severe on account of salt fumes arising from the rolls. Since we have used Toncan Metal, our difficulties with this roof have disappeared."

This is only one of many similar letters being constantly received, verifying the durability of Toncan Metal.

Did You Get Your Copy?

This is not a dry treatise, but an interesting narrative told in non-technical, simple language.

Write for it



This book contains tables of weight, measure, etc., for the specifier and sheet metal user

It is free

The Pedlar People Ltd., Oshawa, Ont. Canadian Distributors

The Stark Rolling Mill Co., Canton, Ohio

SOLE MAKERS

IN one vital respect, Conscription will likely affect your business almost immediately. The first draft will undoubtedly take up a great many of the young men who are now clerking in hardware stores and you will have to replace these salesmen who are familiar with hardware with new ones who are not.

Plan now to train your new help with the minimum expenditure of time and energy on your part. Leave yourself free to watch personally the most important matters in your business so that its development will not be retarded under the new conditions.

See that all your clerks read Hardware and Metal regularly! Don't be satisfied with merely passing on your copy when you are finished with it! Provide them with their own copies so that they may study their trade paper as regularly as you do, and get a deeper insight into the hardware business without needing too much of your supervision.

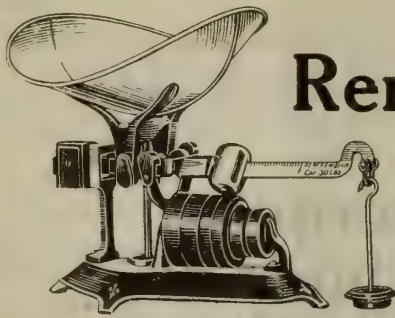
Sign the coupon →

HARDWARE AND METAL
TORONTO

Gentlemen:

Please enter my order for yearly subscription to Hardware and Metal at \$3.60 per year, to be sent to the following addresses:

.....
.....
.....



The Renfrew

Household
Scale

Capacity
 $\frac{1}{2}$ oz. to 30 lbs.

Why not push scales

Here is the handy scale that gets the housewife's confidence the minute you inform her that every Renfrew Household Scale carries with it the Government Inspector's certificate of correct weights. Every scale is guaranteed to weigh correctly.

The Renfrew is strongly made, compact and handsomely designed—just the very scale nine out of ten households should have for protection against mistakes in weighing which are so expensive in these days of high cost of living.

Write for literature and particulars of our attractive selling proposition to dealers.

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.



High Quality TOOLS

that you'll find
very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

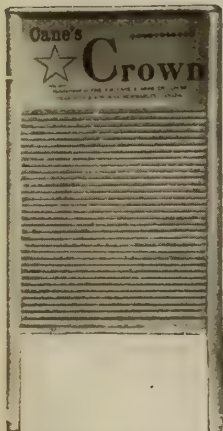
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.



Cane's Washboards Canada's Best

Cane's Washboards are the Standard and each is the best of its kind. Here is our complete line:



Diamond King—Glass rubbing plate.

Improved Globe—Zinc rubbing plate.

Improved Globe—Tin rubbing plate.

Original Globe—Extra heavy back, zinc rubbing plate.

Original Globe—Extra heavy back, tin rubbing plate.

Western King—Enamel washing plate.

The frames of all these washboards are made of selected basswood.

The All Canadian Washboard—an all wood, all service, long life, best-for-the-money washboard.

Get the Cane line from your jobber and serve your customer the best value for their money.

Jobbers also carry our complete line of Pails, Tubs, Clothes Pins and other Woodenware.

The Wm. Cane & Sons Co., Limited
MANUFACTURERS
Newmarket Ontario

MENDETS

A PATENT PATCH

(Trade Mark).

A Profit Making Utility

You will make new friends for your store by selling "MENDETS"—the simple repairing utility for mending leaky vessels, rubber bags and tires without rivets or solder. "Mendets" brings a nice profit for you.

We furnish counter display containers free—send for one and ask for our proposition—send a card to-day.

The following wholesale hardware merchants sell Mendets:

Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlotte-town, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Menick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Evans & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFady & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, Nova Scotia; Caverhill, Leamont & Co., Montreal.

Collette Mfg. Company
Collingwood, Ont., Canada

If interested, tear out this page and keep with letters to be answered.

Have You Seen This Line

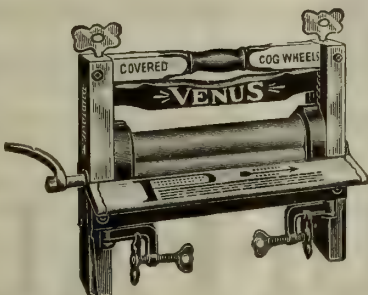
of



← **ARROW**
BRAND →

Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—

Complete trade information on request.

CUMMER-DOWSWELL

LIMITED

HAMILTON

CANADA

MENOMINEE FANS



8-inch Universal Type

(Runs on A.C. or D.C.)

Rigid and Oscillating Types.

IMMEDIATE SHIPMENT

Write for prices

FACTORY PRODUCTS LIMITED

220 King St. West, Toronto, Ontario.

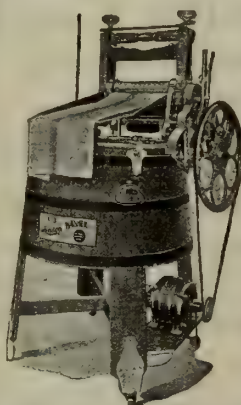
**There will be Big Buying
of Electric Washers
this year**

The Electric Washer has gone beyond the experimental stage and housewives have been educated as to its advantages.

The problem has been the price. Housewives are looking for a reliable electric washer at a reasonable price. You have the right washer at the right price for your customers in the

London No. 3 Electric Washer

This washer has every convenience to make washing easy at minimum power cost; the motor is guaranteed, the wringer is a Lovell Wringer and the machine in its entirety will give your customers continued satisfaction. Send for prices and descriptive booklet.



THE

**London Foundry
CO., Limited**

London, Ontario, Canada

**WIRE
NAILS**

IN STEEL HOOP KEG.

**WIRE BALE
TIES**

for baling hay and many other things.

**FENCE and POULTRY
NETTING STAPLES**

WIRE

Bright, annealed, coppered stove pipe, liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED

HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.

H. E. O. BULL, Montreal, Que.

HARRY F. MOULDEN, Winnipeg, Man.

GEO. W. LAIDLAW, Vancouver, B.C.

If interested, tear out this page and keep with letters to be answered.

PUMPS

**That are Good
Profit-Makers**

**Largest Pump Makers in
Western Canada**

Manitoba Engines, Limited

Brandon, Man. and Calgary, Alta.



EXTENSIVE STOCK

Dealers are sure of prompt deliveries—we can meet any demand from our big and varied stock of iron and wood pumps.

Also Manufacture Gasolene and Kerosene Engines, Windmills, Feed Grinders, Roller Crushers, Pump Jacks, Etc.

Big production enables us to sell at the best price possible.

ATTENTION.—Dealers in Alberta, please order from Calgary—if in Saskatchewan or Manitoba order from Brandon.

Send to Brandon for our catalog



IRON
WOOD

PROMPT

DELIVERY

GOOD PUMPS WITH GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremaecee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

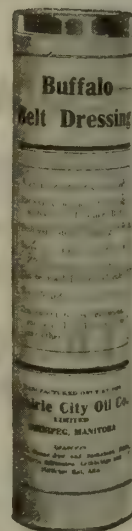
The R. McDougall Company
Limited
GALT, CANADA



MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited
WINNIPEG, MANITOBA

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

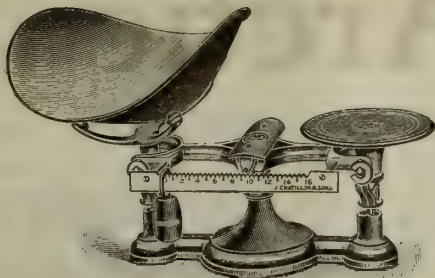
SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.





A Scale for Every Customer

With every sale a profit to you and satisfaction to the purchaser.

Since 1835 we have been making a complete line of scales second to none.

Scales for every purpose in every style and capacity—strong, durable and accurate.

They will bear the most critical government inspection.

It is profitable to handle a line which renders such satisfaction and, moreover, our prices are right.

Ask your jobber about Chatillon Products or write for illustrated catalogue, prices and details.

JOHN CHATILLON & SONS

85 Cliff Street

New York City

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

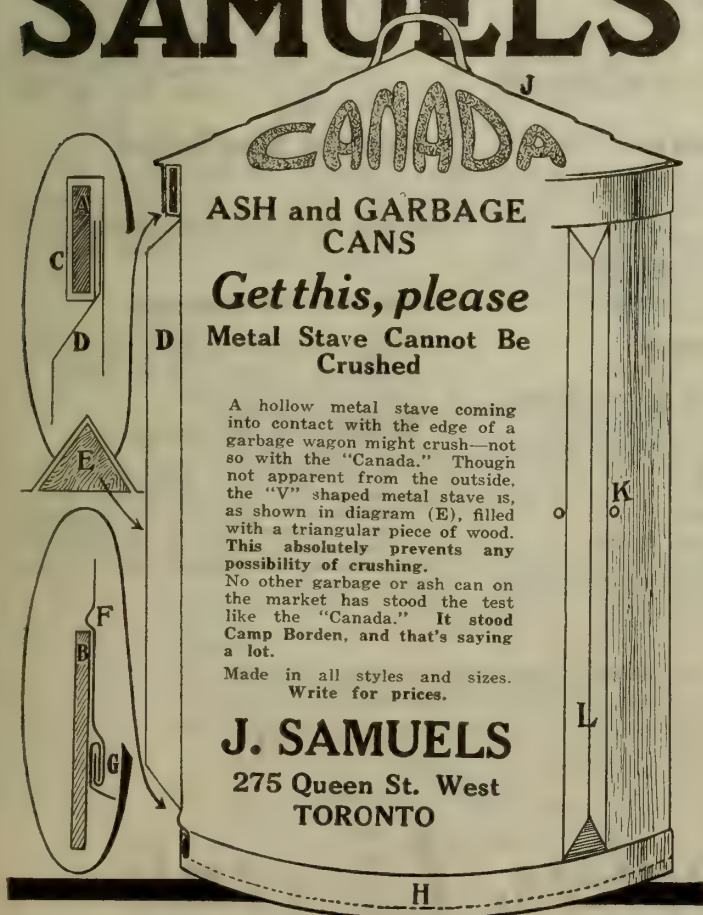
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia
London, Eng.

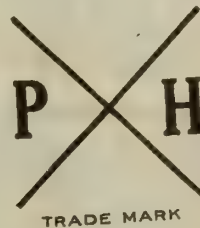
SAMUELS



All New Files look very much alike

BUT

to the discerning buyer



Quality Files soon appeal because of the service they give. Cutting and wearing qualities are absolutely guaranteed. They are right because they are

"Made for Craftsmen—by Craftsmen."

PORT HOPE FILE MFG., COMPANY Limited

PORT HOPE, ONTARIO

"Ask Your Jobber"

Oil in the Arctic

CANADA possesses enough petroleum to last the world for a thousand years. This oil is found on the Mackenzie River — in the Arctic region. The discovery was made two years ago by Dr. T. O. Bosworth, who reported the story of his "find" to the Dominion Government, but it is only now that the people of Canada have given them the story of a national asset of momentous importance. The tar sands north of Athabasca and Great Slave Lake become oil fields of incalculable value near the mouth of the Mackenzie. Read this story, told by Dr. Bosworth himself, of Canada's and the Empire's exhaustless oil fields in

MACLEAN'S MAGAZINE *for June*

THEN have regard for the following highly interesting special articles and features of the June MACLEAN'S, always keeping in mind that they are by Canadians for Canadians — and so belong by right to MACLEAN'S MAGAZINE, whose elect purpose is to advance the development of Canadian writers and Canadian literature, and to make the Canadian people — the best of them — better informed concerning their own land and their distinguished sons and daughters.

Balfour at Washington

and the war preparations of the United States, by Agnes C. Laut. An interpretation of Balfour's mission to America as it relates to the Allies' cause and to the unifying of the great Anglo-Saxon peoples into an organized power for the conservation and development of human liberty and the rights of the common people.

William T. Dewart

A Character Sketch

The romantic and inspiring story of a Canadian—a member of a well-known Ontario family—who is now general manager of the Munsey publications in New York. The story is exceedingly well told by a remarkable man—Erman J. Ridgeway, himself a publisher of brilliant record.

Putting Pep into Parliament

The idea is that the work and proceedings of Parliament should be simplified and speeded up. Parliament is becoming more and more of a business institution and less and less a place for oratory. The work of Canada is too important and too vast to permit of elocution and casuistry and wire-pulling. H. F. Gadsby, a writer with any amount of "pep" himself, is the man who pleads that Pep should be put into Parliament.

Sunshine in Mariposa

By Stephen Leacock

The second instalment of his play whose setting and incidents are found in Ontario, Leacock's birthplace. Rich humor, and revealing Canada's premier humorous writer in a new phase of his astounding versatility.

James B. Hendryx

continues "The Gun Brand." This is a romance of the Canadian Northland. An adventurous and ambitious girl teaches school in Athabasca, and in her journeyings thither and in her life and work later on, there are incidents and experiences and developments laden with thrills. A fine story which can be satisfactorily begun in the June MACLEAN'S.

Sir Gilbert Parker

contributes "At Lake O'Calling." This is a Canadian story—about the building of a railroad for Empire business. A romantic tangle gives the story zest and shows Sir Gilbert's art finely. Probably his best story ever appearing in MACLEAN'S MAGAZINE.

A. C. Allenson

contributes "June Comes Back." A very beautiful June bride story—about June Summers, a charming young woman.

Arthur Beverly Baxter

contributes "The Man Who Scoffed." A war story—and good war stories at this time have great appeal. We all want to know more about the life our glorious Canadian boys are living in these epochal days. Romance mingles itself with death and tragedy.

Hopkins Moorhouse

contributes "The Herald Angel." One of his fine Andy Doolin stories—a story of the days of the forty-niners with their lawlessness and enriching labors. A story of valor and primitive passions in freest exercise.

Records of Success

This is a feature department of MACLEAN'S given over to sketches of interesting Canadian men and women who have accomplished things.

Review of Reviews

A department tremendously well liked by every MACLEAN'S MAGAZINE reader, for here are found condensations of many articles of surpassing interest appearing in other magazines. So do readers keep themselves informed concerning what is best and most vital in current thought and life.

SO you have evidence of just how much worth-while MACLEAN'S MAGAZINE is—how admirably it is doing its chosen work and realizing its own purposes; which are to give the Canadian people a magazine dominantly and usefully Canadian, and which will satisfy from beginning to end.

At all News-dealers, 15 cents

**Stanley
Tools**



"HURWOOD" SCREW DRIVERS

Unsurpassed for **strength** and **durability**.
Blade, Shank and Head are of one
piece of steel.

The Blades are finely tempered and well finished.

The Handles are polished and stained black.

Many styles and sizes from which to select your stock.

"HURWOOD" SCREW DRIVERS ARE MADE
IN OUR CANADIAN WORKS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire
Needle Wire
Spring Wire
Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, for Busks
Steel Wire for Metal Fret Saws
Galvanized Wire for Hawsers and
Submarine Cables

J. SHIPMAN & CO., LTD.

ATTERCLIFFE STEEL WORKS & WIRE MILLS,
SHEFFIELD, Eng. Telegrams: "Shipman Sheffield."
Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave,
Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

Still's Handles

Superior
Canadian
Products

Made in Canada from celebrated
Canadian hickory by experienced
Canadian workmen.

**No Better Handles
Made Anywhere
in the World**

Largest Canadian makers of Axe,
Pick, Sledge, Fork and other
handles.

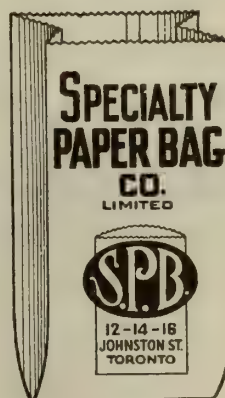
If your jobber can't supply you
write to us.

J. H. STILL MFG. CO.
St. Thomas, Ont.

Write for samples of

S. P. B. BAGS

and Open End Catalogue
ENVELOPES



**Bags for Heavy Hard-
ware and Fittings,
Broom Covers and
Broom Handles**

also

**Bags for Forks and
Hoe Handles**

Specialty Paper Bag Co., Ltd.
Department M.
12-14-16 Johnston Street, Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

Straight Talk From The Manager

No. 65

MAKE MORE SALES

Have you noticed how much more practical the advertisements in Hardware and Metal have been in recent months?

Instead of urging you to *buy* certain goods they have been given over more and more to showing you how you can *sell* them.

Many a retailer or clerk has found, after reading the advertising pages of Hardware and Metal, that he has been able to cash in on the very first customer entering the store by selling him some article that he hadn't intended buying, or a better quality article than he had at first considered.

So it will pay you to consider, as a weekly obligation, the careful study of Hardware and Metal's advertising pages. Learn of profitable new lines to buy, but, above all, learn new talking points that will help to sell more of the goods you already have on your shelves.

J. G. L.

You should place your orders now for a stock of SIMONDS Crescent Ground Cross-Cut Saws



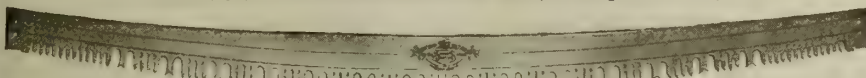
No. 13. Full Width Cross-Cut Saw.



No. 22. Full Width Cross-Cut Saw.



No. 315. Hollow Back Cross-Cut Saw, Champion Tooth.



No. 325. Hollow Back Cross-Cut Saw, Lance Tooth.



YOU can make no mistake when you do this as every logger or woodsman knows this make of saws and will always pay more for them for the simple reason that they enable him to do more work with a smaller amount of labor. He knows the better cutting quality of the saw will make it more than pay for itself. Select the styles you want from these pictures or write for our complete catalog and more information.

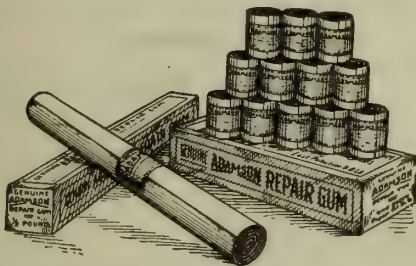
We also have a complete line of Hand Saws.

Place orders through your hardware wholesaler.

**Simonds Canada Saw Co.,
Limited**

St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.

ADAMSON Repair Gum



No Cement is Necessary

THIS Vulcanizing Rubber is especially prepared for use with Adamson Vulcanizers. A high grade repair stock for use in repairing both Tubes and Casings.

It has proven to have many advantages in general repair work.

Adamson Repair Gum is compounded so as to give a perfect adhesion without the use of cement.

There are many kinds of vulcanizing rubber on the market which differ in quality and price. In purchasing repair gum insist upon getting Genuine Adamson stock.

We guarantee satisfactory results when Adamson Repair Gum is used.

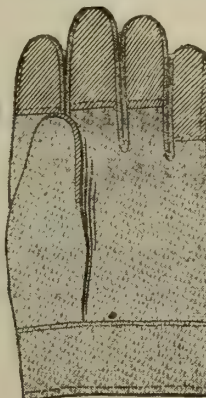
Repair Kit Rolls, - each, \$.25, per dozen, \$2.00
One-fourth Pound Rolls, - - - - each, .50
One-half Pound Rolls, - - - - each, 1.00

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

TAPATCO COTTON GLOVES

Bring Easy Profits

Few lines will bring you such quick returns for your investment as Tapatco Cotton Gloves. These gloves have a constantly increasing demand. They are made for hard service, are of pleasing appearance and stout workmanship.



Made in Band Top, Knit Wrist and Gauntlet styles; light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

If you have not seen our Leatherette-faced glove, get a sample of it. It is a winner.

Let the Tapatco Line make easy profit for you. Order through your jobber.

The American Pad & Textile Co.

CHATHAM, ONTARIO

If interested, tear out this page and keep with letters to be answered.



Quick Delivery Service

During the Spring and early Summer season, stocks frequently become depleted and rush Sorting Orders are sent to manufacturers. That is where our unequalled facilities for a quick delivery service prove very helpful to the trade. Our twenty-eight service branches make the quickest kind of service possible. If you have not proved that fact, put us to the test for anything you need in rubber.

FOR THE HARDWARE TRADE WE HAVE

Lawn Hose	Narrow Gauge Belting	Rubber Aprons
Garden Hose	Solid Rubber Bumpers	Fruit Jar Rings

Write our nearest branch.

Canadian Consolidated Rubber Co. Limited

Head Office - - - Montreal

Service Branches: Halifax, St. John, Moncton, Quebec, Ottawa, Toronto, Hamilton, Brantford, London, Kitchener, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Edmonton, Vancouver, Victoria.

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX.

TORONTO, MAY 26, 1917

No. 21

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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J. G. LORRIMAN, Manager.
H. M. REID, Eastern Manager.
R. L. NETHERBY, Ontario Representative.
J. C. EDWARDS, Toronto Representative.
C. W. BYERS, Western Representative.

GEO. D. DAVIS, Editor.
J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St. Phone Main 1255. Toronto, 143-153 University Ave., Telephone Main 7324. Winnipeg, 22 Royal Bank Building, Telephone Garry 2313.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway, Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234.

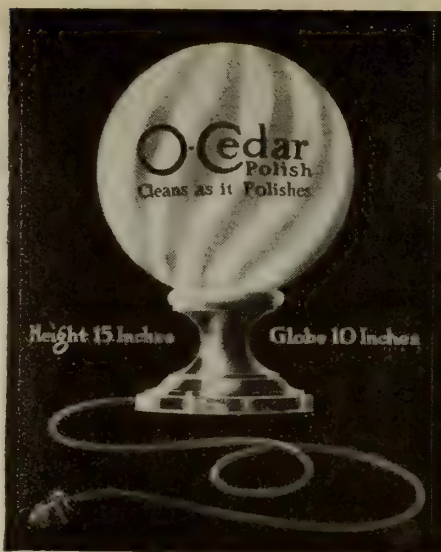
SUBSCRIPTION PRICE—Canada, \$3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4 a year; Single Copies, 10 cents. Invariably in advance.

A LIGHT DRAWS EVERY EYE

This Sign Brings Customers

Place this Electric Sign in your window and you will find that it will draw attention not only to O-Cedar Polish, but to everything else displayed near it.

Every woman who passes your store in the evening learns—perhaps for the first time,—that you carry this familiar and profitable line.



O-Cedar Polish

CHANNELL CHEMICAL COMPANY, LIMITED

369 Sorauren Ave., TORONTO

O-CEDAR POLISH SELLS ON SIGHT

Given FREE with Deals Nos. 63 and 64

Display Deal No. 63	Sells For
3½ Doz., 4-oz. O-Cedar Polish	\$10.50
7 Doz., 12-oz. O-Cedar Polish	42.00
½ Doz., Quarts, O-Cedar	
Polish	7.50
O-Cedar Electric Sign (Free)	
	\$60.00

Display Deal No. 64	Sells For
10¾ Doz., 4-oz. O-Cedar	
Polish	\$32.25
4 Doz., 12-oz. O-Cedar Polish	24.00
¼ Doz., Quarts, O-Cedar	
Polish	3.75
O-Cedar Electric Sign (Free)	
	\$60.00

(The above prices are subject to usual discount.)

Send an order for one of these assortments to your jobber to-day and get one of these electric signs. You must act quickly as our supply is limited. The sooner you have it in your window, the sooner you begin to profit by it.



*The Name "Livingston" on any Package is an
Absolute Guarantee of the Highest Quality
of its Contents*



This name is more than a name, more than a brand.

It represents over half a century of experience in the manufacture of oil. It represents a uniformity of quality—which comes only by adhering rigidly to the highest ideals of experts.

That's why the best painters insist on their oil being drawn from the barrel with the blue label.

SOLD THROUGH THE BEST JOBBERS.

The Dominion Linseed Oil Company, Limited
BADEN TORONTO MONTREAL



HARDWARE AND METAL

Vol. 29

TORONTO, MAY 26, 1917

No. 21

How "Bargains" Ginger Up Farm Trade

Beaverton Merchant Holds Series of Week-long Sales and Business at Once Responds
—Models of Concise, Informing, and Convincing Phrases—Stimulates Cash
Business—Shuns Backs of Rigs

WHEN you have found your business sagging a little at any season of the year did you ever think of offering bargains to the farmer?

A protest, perhaps will come from the great majority of hardware merchants who will read this. "Bargains in hardware at this time!" they will exclaim. "The idea is unthinkable. Before the war we might have offered bargains but now, never! Bargains when goods are scarce and even higher priced than they are scarce! Why, we have nothing in the store on which we could offer a bargain. Do you want us to lose money, to cut prices on lines for which we can get our present marked prices? Preposterous!"

On second thought there might arise another argument against it. "The farmer doesn't believe in bargains. You can't coax him that way. You can do it with town people but not with the farmer. We tried it. They never responded."

A Three-Fold Bargain List

But **HARDWARE AND METAL** is not theorizing when it suggests that you stiffen up your business by presenting some "hardware bargains" even to the farmer. A representative of this paper called last week upon the store of Cameron & Cameron, of Beaverton, and noticed on his counter a bill headed "Hardware Bargains." It was one about 15 inches deep and about 3 columns wide, a reprint from an advertisement that appeared in the local paper the week before. There are three divisions to this bill as will be seen by the reproduction. One included items "For the home"; the next "For the garden and outdoors," the third was "For the farm."

There you are, bargains for the farmer as well as the people

of Beaverton. This bill not only appeared in the local papers, and went out through the country side and through a good portion of the town, but a bill was placed in every parcel that was made up in the store and "Hardware Bargains" were thus given a wider circulation.

"How is this working out?" **HARDWARE AND METAL** asked Mr. Cameron, the head of the store.

"It has done well," he replied. "We found that our business from the country was falling off a little and we sent this out. It began to pick up immediately. This has been our experience in every case where we have offered 'bargains.'"

Do not suppose that this is a single case where Mr. Cameron planned this out. On the ledge behind him appeared what looked like another bill, pasted on to cardboard. Mr. Cameron handed this over.

More Hardware Bargains

The writer took it up and read "Bargains for the Farmer." There it was, without any effort at concealment. Nothing about "the home," or "the" people of Beaverton," but going straight to "the farmer."

On the other side of the card, on a long strip like the other, about 4 inches wide and 20 inches long, was the heading "More hardware bargains."

Prices and Descriptions

The first point that is worth noticing about these bills is that prices are very clearly marked and stand out in black display type, just like the ads. of the department stores.

Another point is that with each item there is some definite description giving the exact idea of what the goods are and what they are for and often including an argument for buying them.

MORE HARDWARE BARGAINS

We are much gratified at the response to our advertisement of last week which holds good till Saturday night 10th and as promised have added many new lines which are excellent bargains.

NOTE THESE PRICES

Remember they apply only from Saturday Jan. 20th to Saturday Jan. 27th, 1917. For cash only

Razors.—Your choice of such famous makes as Joseph Rogers, Wade & Butcher, Thomas Ili & Co., Wostenholms, Clauss etc. regularly sold at \$1.75, and \$2.00. All nice new stock, no junk, price \$1.00
Razor Straps.—Leather is very high now, but we have a special in a regular barber's strap \$1.00 sale price 65cts
Your choice of an assorted lot each 25cts
Soap.—The "original" anti-septic hand cleaner widely imitated—will clean anything from feet to artificial teeth and do it well, regular price 15cts, sale price 10 for 20cts
Better Prints.—One lb. prints in a variety of patterns adjustable, regular 25cts for 15cts
Wondamine.—For gold and silver. Removes tarnish instantly without rubbing, non-scorching, contains no acid or mercury regular 25cts for 15cts
Kleanzine.—Ammonia washing compound for laundry, bath or kitchen. Three tablespoonfuls of Kleanzine will make 30 gallons of hand water as soft as though it just fell from the sky, large pkg. reg. 15cts for 10cts
Liquid Ammonia.—Pint bottles of this useful household article reg. 15cts for 10cts
O-Cedar Mops.—Last chance to get the popular No. 4 size, triangular shape as the manufacturers claim they can't produce them at the price and are discontinuing this useful size—while they last each 75cts
Charcoal.—For lighting fires quickly—good for horses, dogs and poultry. Large paper sacks 19cts, 3 for 55cts
Ash Sifters.—Have the cinders. They help out the coal supply. Several styles of sifters will pay for themselves in a week your choice for 25cts
Pratts Poultice Pies.—Keep them healthy and induce egg production. Every poultry raiser should use this sterling specialty 25ct package 10 for 20cts
Heaters.—One Gurney Oxford Quebec heater goudaire, new regular \$10, for quick sale 87c will turn coal or wood, stumps or stumps. Two Park Park Unit heaters medium size new of nice appearance and special heaters regular \$9.00 for \$6.50
One second-hand box stove, regular old time heater takes 20 inch x 18 inch, price 35c.
Charcoal Closets.—Save lives in winter! Large laundry size, black odorless, benzene closet mahogany top guaranteed safe tank all nicely finished, reg. price \$12 special \$8.50
Dustbans.—A sanitary sweeping compound cleans floors, brightens carpets, absorbs the dust. How, who, where dustbans know its value, those who don't use it probably don't know what a labor saver it is, large double size case reg. 25c, sale price 10cts
Tungsten Lamps.—Made in Holland—Every lamp guaranteed, 15, 25, and 40 watts regular price 35cts each special 25cts 2 for 55cts not more than 4 to a customer. It is well nigh impossible to procure Tungsten lamps anywhere at any price. We trust our customers will avail themselves of this offer.

New Perfection Oil Stove Wicks with cammer Last summer it was very difficult to get a supply of these Wicks. Since then the price has advanced to 50c retail. Our special sale price is 35cts or 2 for 45cts Better get a few before they are all gone
PHONE ORDERS FILLED
GOODS DELIVERED IN TOWN
WATCH FOR FURTHER BARGAIN LIST
NEXT WEEK

**Cameron & Cameron
BEAVERTON.**

HARDWARE BARGAINS FOR THE FARMERS!

With a view to stimulating trade during what is ordinarily the dull season of the year, we are offering the following staple goods at reduced prices. These prices are for cash only and from Saturday, January 13th to January 20th, 1917 Other lines not mentioned here will be advertised from week to week during the winter at special prices.

Cross-Cut Saws.—35 feet long with handles each saw absolutely guaranteed to give satisfaction \$2.50
Axes.—Well known makes of all weights every axe guaranteed \$1.00
Grindstones.—Medium grade, best quality, according to weight of stone 60, 75 and 90 lbs. Horse Blankets.—Heavy lined, full size Horse Blanket regular price \$5 for \$3.50 Extra heavy overcoat blankets regular price \$3.00 reduced to \$2.00
Sleigh Belts.—Team belts steel 15c and 20c each, Shali chimes regular \$1.00 for 65cts, Longs \$2.50 for \$1.50. String Belts, 30 belts to string, regular \$1.25 for 75cts
Whips.—Any 75c whip 50c, 50c whips 35c and 25c whips 15c. We have a nice new stock to select from.
Horse Brushes.—50c grade for 35c, 35c grade 25c, and any 25c brush 15c, corn wash or fibre stock
Curry or Mane Combs.—Your choice of a large assortment 15cts
Singling Lamps.—Collins best make with a wick complete 35cts
Feed Measures.—A very useful article in the stable, one gallon size 25cts
Manure Forks.—4 and 5 tine at old prices while they last 75 to 95cts
Stable brooms.—Large size, heavy grade 25cts
Stable Scrapers.—Steel scrapers with long handles 35cts
Lanterns.—Cold blast lanterns, best makes, none to blow out 65cts
Lantern Glasses.—High or low pattern, Best each 3 for 20cts
Lamp Glasses.—Large 8c 3 for 20cts
Chat Baskets.—Splint, willow and wire 25, 35 50c
Cattle Chains.—Open ring pattern, regular 20, 25, 30 and 35 new 15, 18, 20 and 22cts
Sulphur.—A necessity in every stable 4c a lb. 7 lbs for 25cts
Saltpetre.—Not more than one lb to a customer, per lb. 25cts
Epsom Salts.—Sper lb 6 for 25cts
Fine Hay.—First class 75cts each 2 for 15cts
Cow Bait.—For cattle lice regular \$1.00 a gal, special price 1 gal. 75cts
Rock Salt.—Best quality crystal regular \$1.50 cwt, special price 1c a lb. \$1.00 a cwt.
Oyster Shell.—For laying hens, not more than 25 lbs to a customer, per lb. 1ct
Gas Lantern Oil.—Sterling Brand quality guaranteed. A high grade oil regular per gal 55cts, sale price 45c a gal, 3 gal. for \$2.75
Auto Grease.—Nucor or Black Beauty 3 lb pail regular 25cts per pail 15cts
Sepiator Oil.—A cream separator requires a good grade of night lubricating oil. We guarantee it to give you 100c. Our special per gallon 55cts
Axe Handles.—A good grade handle at the very special price of 15cts

Remember these prices, apply only from Saturday Jan. 13th to Saturday Jan. 20th, 1917

WATCH THIS SPACE FOR FURTHER BARGAINS

**Cameron & Cameron
BEAVERTON.**

You will notice also that in the majority of cases there are no "comparative" prices. That is, the one price is set for the goods, and nothing is said about the "regular" price. In such a case it may be implied that the goods are sold at the regular prices. In other words, every article in that list is not a cut price. Not half the articles are. Probably not one-quarter. There are a few that you can pick out very readily as below the regular price at the time. Some had probably been bought a month or a year ago, at lower prices than present to-day, perhaps some were slow sellers. But, mixed in with the others, they made a good showing and were what are called "leaders,"—to quote the department store.

Giving Reason for Sale

It is often, and nearly always, advisable for a merchant in offering goods for sale at a bargain or calling it a special sale, to submit some reason for doing so. Here is what Mr. Cameron says:

"With a view to stimulating trade, securing what is ordinarily a dull season of the year, we are offering the following staple goods at reduced prices. These goods are for cash only and from Saturday, January 13 to Saturday, January 20. Other lines not mentioned here will be advertised from week to week, during the winter at special prices."

There you have it, a sale in an ordinarily dull period, intended to stir up business for the store. Surely a reasonable idea to give to any customer.

Examine two or three of the lines that are offered, and the way in which they are offered. First of all there are "axes of well-known makes and all weights" and he adds, "every axe guaranteed." The price is quoted at \$1.00, in black type.

Samples of Persuasive Reasoning.

Then there are "horse blankets, heavy lined, full size." Certain brands, are mentioned, regular \$5.00, for \$3.50. This is evidently one of the real "bargains" in the list.

Then there are whips. "Any 75c whip for 60 c; any 50c whip for 35c; any 25c whip for 15c."

There are curry or mane combs—"Your choice of a large assortment for 15c."

Feed measures, manure forks," four and five times, at old prices while they last, 75c to 95c."

"Lanterns, cold blast lanterns, best makes, won't blow out"—is another.

"Lantern globes, high or low patterns, 8c each 3 for 20c! There is a saving of 4c on the three glasses.

So the list goes on with one product—for instance, marked at \$1.00 per gallon but "special price of 75c" put on it.

Only 25 lbs. of Oyster Shell

Oyster shell with a limitation of 25 lbs. to a customer, at 1c a lb. Mr. Cameron again has evidently been reading department store ads. where they limit you to certain quantities on sale goods. Then the ad. states, so as to keep the sale go-

ing briskly: "Remember these prices apply only from January 13 to Saturday, January 20."

The ad. ends thus: "Watch this space"—referring to the newspaper—"for further bargains."

The Sequel—One Week Later

One week later there appeared in the same space, with copies printed off for distribution in the store, "More Hardware Bargains." This is the introduction:

"We are much gratified at the response to our advertisement of last week which holds good until Saturday

HARDWARE Bargains

FOR THE HOME	
Carpet Beaters—extra good and strong	10c
Bucktail Dry Tack—for papering, per package	10c
Flax Ropes—new pattern, good line strong knot	10c
Best Flash—for clean towels only, per tin	10c
Colored Line, 10c or 2 for 20c	10c
Gillette Lysol—10c or 2 for 20c	10c
Selling Ropes—new pattern, 10c or 2 for 20c	10c
Brush—hand cleaning 10c, 2 for 20c	10c
"Snap"—hand cleaning 10c, 2 for 20c	10c
Plaster—for cleaning wood etc. large tin	10c
Crow and Steam Filler—for floor, 1 lb tin	10c
Johnson's Floor Wax—the best, per lb	10c
Box Airtight window, 10c per pkg or 2 for 20c	10c
Brilliant—oil cleaning hard wood floors, per tin, 40c	10c
Brooks—oil of spindle oil, light, medium and heavy weight for 40c each—more money by getting 2 for 75c each	10c
"Klean"—for removing paint and varnish, per tin	10c
Oxalic Acid—10c or 2 for 20c	10c
Oxalic Acid—10c or 2 for 20c	10c
"House"—cleaning brass, the solution, 10c and 20c	10c
"Sole"—made by makers of heavy duty shoes, silver wax, 10c and 20c	10c
Normal—for furniture, the kind of all wood finishes 4 on bottle	10c
Liquid Trimmer—makes old things new, same price as Oxalic and Klean	10c
Chair Seats—ply rubber cut to shape 10c each or 2 for 20c	10c
Chair Seats—imitation leather splendid quality	10c
Door Mats—plain Fibre, mat 40 40 and 50 50	10c
Shelf Brackets—steel strong and durable a pr	10c

FOR THE GARDEN AND OUTDOORS	
Carrots rakes malleable 10 each	10c
12 each	10c
14 each	10c
Carrots rakes steel 12 each	10c
14 each	10c
16 each	10c
Garden wheel 10c	10c
Patrol Scoop Type select seeds in this paper tape, spaced correctly to avoid over seeding on thinning of plants necessary, as seeds are sown late and labor quick	10c
or growth, stronger, plastic, 30 yards of vegetable, 10 of flowers, 10c	10c
Garden Towels for transplanting, 10 10 and 20c	10c
For Plants—For pots and borders	10c
Lawn Rakes—orange and green steel wire mesh, 50c each for removing dandelions	10c
Hand Cultivators—Adjustable, an excellent tool, an garden should be without one	10c
60c and \$1.20	10c

FOR THE FARM	
Genius Eggs 50c for 25c	10c
Patrol Scoop Type select seeds in this paper tape, spaced correctly to avoid over seeding on thinning of plants necessary, as seeds are sown late and labor quick	10c
or growth, stronger, plastic, 30 yards of vegetable, 10 of flowers, 10c	10c
Garden Towels for transplanting, 10 10 and 20c	10c
For Plants—For pots and borders	10c
Lawn Rakes—orange and green steel wire mesh, 50c each for removing dandelions	10c
Hand Cultivators—Adjustable, an excellent tool, an garden should be without one	10c
60c and \$1.20	10c

CAMERON & CAMERON

Phone 25 Goods Delivered Beaverton

night the 20th, and as promised we have added many new lines which are excellent bargains."

Then the ad features entirely new lines from those offered in the previous bill, not a single repetition. A fresh, newsy list.

One of these is "snap." The ad. states, "It will clean anything from feet to artificial teeth and do it well. Regular price 15c, sale price, 2 for 25c."

Then there is an item about charcoal. The ad. states is for "lighting fires quickly, good for horses, hogs and poultry, 25c regular, 2 for 25c."

This is what the ad. says about ash sifters: "Save the cinders; they help out the coal supply. Several styles of sifters. Will pay for themselves in a week. Your choice for 25c."

Then the ad. goes on to deal with stove wicks, which the announcement states are selling for 23c, although the price had been advanced just before to 30c.

Everything "For Cash Only"

THERE is another point that is very important in this bargain list and that is it is FOR CASH ONLY. That means a little more than appears on the surface. It means that this firm has been trying to cut down their long list of credit accounts, some of them passing over from one season to another, at great loss to the firm, either reducing their net profits for each year or forcing them to sell goods at higher prices than should be necessary, considering the expenses they are under for doing business.

Get the Cash Habit

This is one way the firm has chosen to get the farmers as well as the townspeople into the way of paying cash for their goods. Here are lists of dozens of different articles, and customers know that the price set down for the articles depends on a "cash" payment. Mr. Cameron says that this simple device has helped considerably in getting the firm's customers into the way of paying cash regularly for all the goods they order. He thinks, too, that it is rather better policy than to introduce abruptly any rule about paying cash on all purchases and almost as effective.

A Matter of Local Custom.

For, after all most merchants will agree that in the case of the majority of customers the paying cash for their goods or having them charged is mainly a matter of custom. HARDWARE AND METAL representatives have found that in some districts 60 or 70 per cent. of the business done is a charge system, a long credit given as well as expected. In other districts where the conditions, are practically the same, the great portion of the business done is a cash one. Farmers as well as towns people must pay cash for the goods they order from the Mail Order houses and the merchants are beginning to feel that they must, in justice to themselves, to their prices, and to business conditions generally, exert pressure upon their customers to deal in the same way in which they are compelled to deal with Mail Order houses.

No Bills in Farmers' Wagons

Just another point here about the distribution of bills to farmers. Mr. Cameron does not send them out through the Rural Mail Delivery Routes because he finds that in most cases the farmers take the local paper. Nor does he have them distributed on farmers' carts on market day, or on any day they visit town, because he says that he has learned that many farmers have come to resent this custom, one that has dated back for many, many years. This is a rather curious point in evolution, if it really applies, and it would be advisable for merchants who are following the old practice to make some inquiries.

Billboards to Combat Department Stores

Toronto Hardware Merchant Takes This Method of Getting Before the Public and Stopping Trade That Would go Elsewhere—Changed to Cash Basis.

"SUPPORT Your Own Dealer. Buy Hardware in Your Own Locality. Household Supplies to Keep Your House Spick and Span. Deer Park Hardware, Joseph Harding, 1429 Yonge St. Phone Bel. 800-801."

Put in cold type, the above lines do not in any measure signify the strength of the appeal that Joseph Harding, proprietor of the Deer Park Hardware Store, 1429 Yonge Street, Toronto, makes through his billboard advertising. These messages are blazoned forth on large colored posters, red and black in hue, ten feet high by eight feet in width. They are placed on the billboard spaces for a mile on either side, north and south of the Harding hardware store. There are ten billboards in all, and those who travel up and down on the city car line and the Metropolitan suburban line cannot help but be impressed by the aggressiveness of the methods used.

"In order to get business you must get your name before the public," said Mr. Harding to a **HARWARE AND METAL** representative. "Here in the north part of the city where it is so easy for people to make their purchases down town, there is need for people to be impressed with the advisability of purchasing in their own locality. This campaign which we have been carrying on is part of a community campaign carried on in part also through the columns of the local paper. While we have only been carrying on the campaign for two months we feel satisfied with the results so far. We have had some city customers come to our store from as great a distance as two miles away. We attribute it in large measure to the billboard advertising. People have come to us and stated that they noticed our posters. But we are not impatient to get direct results. We believe that with the hundreds of people who pass these billboards each day we are bound to get our name before them in a way that we could not possibly do in any other form of advertising. We

advertise in the local paper as well."

Cost of Billboard Campaign

Mr. Harding is of the opinion that it is a comparatively cheap method of advertising. There are ten billboards in all along Yonge street, on which his posters appear. They are of course placed alongside other posters, but they are attractive enough to stand out. They are read because it is unusual for a hardware merchant to adopt this method. It has somewhat the same semblance as a church that advertises its services in double-column space in the city dailies. Billboards in the main are taken up by the moving picture theatres and vaudeville houses, along with advertisements of some clothing house, perhaps. Mr. Harding also uses the hand bills in his neighborhood. One of them recently issued was on garden tools. He plays up the fact that they have not gone up in price very much. "Something that has not gone up in price very much. Just the thing at this time—Garden Tools. All kinds for the cultivation of that back lot of ground. Make your vacant ground pay for you a return. All kinds of tools at reasonable prices. Also garden seeds," is the phrasing of one bill.

Mr. Harding stated the cost of the billboard campaign is \$16 per month. Arrangement was made through the regular bill-posting companies, who rented the space to him. They agree to print the posters at a stated charge and will change them as often as desired, the only stipulation being that the extra cost of printing the bills be met by the advertiser. It is proposed to carry on the campaign throughout the summer months.

On Changing to Cash Basis

During the year 1914 when the panicky feeling struck the country as a result of war conditions, Mr. Harding changed from a partly cash and partly credit basis to a purely cash basis. In this Mr. Harding was frank to confess

that he did not use the best means by suddenly changing from a partly cash and partly credit to an all-cash basis. "We lost some of our good customers as a result, because they felt put out by the changing of the system under which they had been operating for some years. They did not feel piqued over the fact that we would not make an exception in their case, but it was rather the suddenness of the change that affected their mental attitude. Some of the accounts which were closed at that time remained on our books unpaid. In our opinion it would have been better to weed out the doubtful ones and leave those accounts of which we felt perfectly sure. It was a bad thing to start the credit system in the first place, but once started it becomes a hard matter to change it without giving mild offence that often results in losing trade. Our business at present is done on a cash basis with the exception of institutions of various kinds and contractors."

Has Automobile Delivery

Mr. Harding has recently added an automobile delivery to his equipment. He uses a Ford car for small articles and has a trailer for the heavier items such as wheelbarrows and lawn mowers, etc. In the latter business a good trade in sharpening and putting lawnmowers in repair has been worked up. Collection and delivery is greatly facilitated by the delivery system.

FLY BRITISH AND FRENCH FLAGS WITH STARS AND STRIPES

According to the *Paint, Oil and Drug Review*, of New York, several of the paint and oil jobbing houses in the New England States, are flying the French and British flags on either side of the Stars and Stripes. In Canada, the Stars and Stripes may be seen in thousands of public places, grouped with the other flags of the Allies.



Group of merchants gathered at Moose Jaw for Saskatchewan R.M.A. Convention, a full account of which appeared in last week's issue.

Selling Special Service Water Systems

Trade Should be Restricted to High-class Product — Water Systems Unpopular Through Prevalence of Cheap Types — Great Room for Development of Sales in Rural Districts.

THE marketing of special service water systems by the retail hardware merchant presents a large field, offering great possibilities, but nowhere is the importance of dealing with only the first-class product more in evidence and more likely to be a potent factor in the establishing of a permanent business on a sound footing.

Indications of the extent to which the market for water systems is growing, is found in reviewing the growth of the trade. Thirty years ago, it is said, there was not fifty farm-houses in Ontario enjoying the convenience of a water supply system. To-day it is estimated there are one hundred for every system in operation thirty years ago, and it is predicted on good authority that ten years hence there will not be one overhead system for one hundred of the improved pneumatic type capable of operation by hand, gasoline engine or electricity.

In order to secure his share of this business, the hardware retailer must take upon himself the responsibility of pointing out the advantages of the standard article over the cheaper job product, and give the former his best support. He will find that in the marketing of the latest type water systems much explanation is necessary to convince the usually wary customer that there is improvement in the new devices, as he is loth to adopt the latest innovations in place of the old-style attic tank system which, with its stagnant water, leaky joints and frozen pipe connections, has no recognized place in modern sanitary plumbing systems.

In the past no end of trouble has been experienced by both the manufacturer and by the hardware trade, because of the installation of cheap water systems often installed by inexperienced firms, and for which no one will take the responsibility. These systems, sold usually on the recommendation of the hardware merchant, who had not studied the matter sufficiently to be aware of their shortcomings, invariably give trouble, and in the end were the cause of far greater expense than would have been entailed by the installation of an identified system.

The reason why special service water systems are not more popular to-day is because of the apparent contempt in which all systems are held, owing to the failure of the cheap systems to "deliver the goods." The outstanding defect of many systems are easily recognized by an expert, but the average buyer is totally ignorant on the subject and falls an easy prey to the argument of "money-saving," if the advantages of the higher class and slightly more expensive article are not put before him as they should be. Another difficulty which has retarded the popularizing of water systems has been trouble arising from faulty installation, the result of incorrect specifications being

given for the requirements of the system. This latter difficulty is unknown among larger manufacturers, who employ experts on specification work. Much unnecessary trouble has also been given by the use of cheap gas engines in lower-grade systems, where the absence of competition has rendered it more profitable than to instal ones of better class. These latter difficulties are also the result of a lack of knowledge of the details of this important and profitable branch of the trade.

As a result of the unending trouble which has been thrust upon both the dealer and manufacturer by the use of cheap systems many retail hardware merchants have realized the advantages of dealing with a manufacturer selling

and should appeal to every builder or buyer of a water system.

Not alone is the adoption of water service systems restricted to the rural districts, but many of the most elaborate types are to be found in cities where an extensive waterworks system is already in operation. In some cases the reason for this has been found in the requirements of soft water, in addition to the hard water supplied by the city system, and in other cases it has been found advisable to use the pneumatic system independent of the city system or in conjunction with it. Of late years many new devices have been introduced which have rendered the latest type of Canadian manufactured water systems the equal, if not the superior, of American systems,



Many farmers through the outlying communities where they are beyond the reach of local water supply are installing such water systems as have been described in new homes as well as in houses already constructed. In this manner they are enjoying facilities which heretofore have been restricted to town and city life.

a standardized and identified product, and by restricting their business and dealing directly with a recognized company, have worked up a highly-remunerative trade which has worked out to the advantage of all parties.

Houses and schools in the rural districts need not be without their conveniences, and the advantage of a water system from a sanitary, fire protection, and water supply standpoint, are potent arguments in its favor. Builders who erect houses or schools in these districts should know of the advantages of the new type of water systems. A full water supply may be had at a very low cost, and the conveniences attending it are many. The garden may be kept watered with the hose, the windows cleaned, and the buggy or automobile washed down. The fire protection feature is also very important

but there is room for much business to be brought to the home markets if the trade actively brings the highest type of Canadian product to the front and discourages the sale of cheap products. Another big factor which enters into the question is that of Service. It has invariably been found that difficulties arising in connection with cheap systems are untraceable, and therefore cannot be made good. For this reason the question of Service is exceedingly important.

Further difficulty which is experienced by the retail trade in introducing the highest type of water system, is the success which has attended the attic tank system, owing chiefly to the little trouble experienced as the result of its simple method of operation.

Though this system is necessarily much
(Continued on page 35.)

Half Holiday or Early Closing

Movements at Various Points to Substitute 5 p.m. Closing Daily For The Summer Half Holiday—Do Employees Prefer Small Daily Gain to Larger One Weekly?

FROM conversations which this paper has had with a number of merchants in various parts of the province lately, it seems probable that the weekly half-holiday plan, which until recently had been growing with great rapidity and extending itself over a number of provinces of Canada, may have to face a prominent rival of early closing movement. That is to say, the proposal will be brought up in a number of towns and cities before summer arrives to change the Wednesday or Thursday half-holiday, and instead arrange the closing of retail stores, so as to have their business stop at five o'clock every day of the week except Saturday, during June, July and August, instead of having the stores continue until six o'clock, and give the half-holiday from one o'clock on one day of the week.

Clerks in Favor of 5 p.m.

Heretofore the claim made that the half-holiday is preferred by the employees, whatever the position of the firm itself may be, has been rarely disputed. Here and there a store has been found that has withstood the clamor for a weekly half-holiday, and kept their store open either every day until six or inaugurated an early closing movement at five o'clock in the summer months. Now, the positions that the employees would prefer the five hours of freedom during the one afternoon is being met by the statement that where stores have tried the early closing for the whole week the employees are now heartily in favor of this in preference to the other.

Feeling of Unrest

The feeling in one Ontario town is a case in point. For the last two or three years most of the retail merchants have been holding Wednesday as a half-holiday, closing their stores at one o'clock in the afternoon. There has been one exception—a store which has continued to keep open on Wednesday afternoon, but has given its employees one hour every day of the week except Saturday, closing the store at five o'clock.

There are evident signs of a swing-over of a number of merchants to this plan. They feel that the half-holiday system is inferior to the position of early closing. In speaking of the matter, one merchant said that, taking the point of view of the employee, there was a general agitation in labor circles for shorter hours of labor, and this movement was in line with early closing rather than the half-holiday movement. From personal experience he thought that the half-holiday produces a certain feeling of unrest among the employees both on the day preceding the holiday and on the morning of it. Another reason is peculiarly applicable to several towns and cities in Western Ontario, where centres

of population are grouped more closely than in Eastern Ontario, and in most of the other provinces. In towns and cities which are contiguous, and where a number have Wednesday a half-holiday and others have Thursday, the farmers who have been accustomed to go to one place, and knowing it is closed on Wednesday, consider that the other place in the neighborhood closes on the same day, and probably will come over on Thursday to do business only to find it closed.

"A Nuisance"

From one merchant's point of view the weekly half-holiday very often degenerated into a regular nuisance. Its whole effect was to upset business for the day. His experience was that the day before the holiday the clerks would be telephoning and making arrangements for spending the holiday, and there would be the same kind of distractions on the morning before the holiday, while on the day afterwards the employees who turned out were tired and worn out, and not fit for work. Some merchants, in order to increase the trade for a holiday, and so get something like a fair average for the day, as compared with others of the week, were accustomed to advertise special bargains for the morning of the half-day, and in this way business was increased a little, but the general result was not nearly as satisfactory as having the early closing and the same hours of business for five days of the week.

Staff Unanimous

Another merchant who was spoken to declared that he had tried both systems, and it was his firm conviction that from the standpoint of employer and employee the uniform day was the better.

"As a rule," he said, "the clerks are in the store for considerably after one o'clock, and it is usually two o'clock before they get their dinner, and this leaves only a few hours for the afternoon. If the day is a wet one, then their whole holiday for the week is spoiled. Under the five o'clock system they get away in better time every day, and have a much longer evening. I have experienced what others have, the nuisance of the telephoning before the holiday, and the tiredness of the clerks after the holiday. We have secured opinions from our own staff, and they are unanimous in favor of the five o'clock closing as compared with the half-holiday.

"From a business point of view we met the argument of the half-holiday by inserting notices that we gave our clerks early closing every day, and we hoped that the public would appreciate what we were doing for them. This early closing, of course, included all members of our staff."

It is likely that the merchants in this centre will meet early in the spring to talk over the whole question.

A Compromise

In another town it was found that one leading merchant who favored the five o'clock closing had at last given in at a general meeting of the Retail Merchants' Association when compromises had been made along various lines with a view to more combined and harmonious action on the part of the members.

Half-Holiday or Five O'clock Closing

The main point in favor of a half-holiday is that it gives a chance to the employers for a real "outing," which they could not take under the five o'clock closing. In some towns and cities on the water steamers run special excursions on the local half-holiday and picnics of societies, stores, clubs, etc., are arranged frequently.

One objection to the half-holiday, namely, that the sales for the half-day fall far below the average day, and bring summer weeks below those in which there is no half-holiday observed, is met in Peterborough, for instance, by some stores arranging for special sales on Tuesday morning—before the half-holiday. One store calls a Thursday "Wonder" sale, and they have found that by the stimulation of special offerings the turnover for the morning makes a good average for a whole day.

In some stores, to prevent farmers and others being disappointed in coming into town and finding the store closed where they are accustomed to do business, some one (or two) is detailed to remain inside, and open the door and serve a customer, provided he lives outside the town or city.



SPECIAL SERVICE WATER SYSTEM

(Continued from page 34.)

cheaper in comparison with the pneumatic type, it is also exceedingly less sanitary in that it offers free access to mice and insects, and closed-up atmosphere is absorbed by the water which renders it unfit for human consumption. Another consideration is that a considerable amount of impurity is deposited in the tank in the draining and refilling process, and on constant repetition a slimy bacterial culture is ultimately built up. In the pneumatic system the water comes direct from the source of supply and is at no time exposed to the open air until it is discharged from the taps. In this way no dust or other impurities come in contact with the water.

The foregoing arguments, which could be extensively enlarged upon, can be used to good advantage by the retail hardware merchant who sufficiently realizes the advantage of promoting high-class wares of all descriptions, to make a campaign to maintain a similar high standard in regard to water service systems.

EDITORIAL COMMENT

SLIGHTLY TWISTED

THE *Irish Ironmonger*, published in Dublin, Ireland, in reprinting a full article from *HARDWARE AND METAL*, states as follows:—

"One of the most interesting and at the same time important contributions to our information regarding Japan and the world's trade is that from the pen of a Canadian buyer in 'Hardware and Metal,' U.S.A."

If our friend in Ireland will consult his map he will find that Canada occupies some considerable area, north of the U.S.A.

UNDESERVED CREDIT

"VULCAN," in the *Ironmonger*, published at London, England, comments, on a letter, supposedly from a Kitchener, Ont., hardware merchant, which "Vulcan" states appeared in the *Canadian Hardware Dealers' Magazine*. We hasten to inform "Vulcan" that so far as we can learn there is no such paper in Canada as the *Canadian Hardware Dealers' Magazine*, and we are of the opinion that Canadian papers are not anxious to be credited with having published the letter. We believe, however, that a letter such as Vulcan refers to appeared in a United States publication, with a name somewhat similar to the one referred to. The comments of "Vulcan" in the *Ironmonger* (England) of April 28, follow:—

Some time ago the town of Berlin, in Canada, decided by a vote of a majority among its sixteen thousand inhabitants to change its name to Kitchener. The decision was generally hailed in this country (England) as evidence of the anti-German feeling that prevails in Canada, for it was notorious that a large part of the population of the town was of German birth or origin, and it was assumed as a matter of course that the change of name was carried in the teeth of their opposition by immigrants from these Isles and men of British race. But if we are to believe "a leading hardwareman of the town," who unbosoms himself on the subject in the *Canadian Hardware Dealers' Magazine*, the voting did not run on what may be called national or racial lines at all. According to this witness, who was born in Canada of English parents, nearly all the people who, like himself, were born in the town, no matter whether they were of British, Canadian or German stock, wished to keep the old name, and the alteration was carried by "outsiders and newcomers," among whom ministers of religion and non-naturalized Americans were the most vociferous.

The town of Berlin, now Kitchener, was founded, it would seem, about sixty years ago, the "leading hardwareman's" father, who came from Suffolk in England (his mother was Scotch), being one of the early settlers who helped to level the forest. A good many of these early settlers were Germans, hence the inappropriate name of the place. But as the years went on the Canadian Berlin, to its inhabitants, lost all association of ideas with the blatant capital of Hunland, and the proposal to re-baptize the place brought not peace, but a sword.

"Before the name-changing came up," writes the hardwareman, "we knew no difference between rich and poor. It was 'Joe,' 'George,' 'Sam,' and 'Bill.' Now we have three distinct sets, the settlers of British parentage, those of German birth, and the newcomers."

The hardwareman's fundamental opposition to the change of name seems to have been that he was born in the place, and thought it "the best town in Canada." He also has a kindly feeling for his German fellow-townsmen: "the name Berlin may have taken his thoughts back to his old home, maybe to his brothers, his sisters, his father and his mother, who taught him his first prayer." Or, I may add, to relatives of his among the sons of Belial who are murdering, looting, and generally disgracing humanity in France. Fond as I am of pointing a moral, I can find none in this yarn, except, perhaps, that Huns

is pizen wherever found. Even those of the tribe who founded this town in the wilderness must needs give it a name that set their descendants by the ears sixty years later."

A SERVICE WORTH WHILE

FURTHER advances have taken place in the price of bolts and nuts, as indicated in the market reports elsewhere in this issue. This advance will not come as a surprise to those who have been following the weekly reports in *HARDWARE AND METAL*. As far back as the issue of April 7, *HARDWARE AND METAL* started to sound the warning that advances were forthcoming on both wood screws and bolts. The advance on wood screws occurred the following week, but the prices of bolts were not changed so quickly. Nevertheless, it was pointed out on several occasions that the advances were bound to come. No doubt, many merchants covered for their requirements, and were thus able to save 12½% on bolt purchases and from \$1.50 to \$2 per hundred lbs. on nuts. But savings, in buying of this kind, important as they are, do not indicate by any means the full value of a regular and reliable weekly market service. The information given in *HARDWARE AND METAL* each week not only assists the merchant in his buying, but assists him in placing orders ahead at the proper time. It also enables him to remark his stock, week after week, when important price changes take place. Take the one item of bolts alone. A package of the smallest size carriage bolts for some time past has cost the merchant 80c. By consulting the market reports elsewhere in this issue, the merchant finds that they now cost 90c. He finds that blank nuts cost \$1.50 a hundred lbs. more than they did a week ago. And what is said here regarding bolts may be said of hundreds of other hardware lines which are week after week reported on in the weekly market reports. *HARDWARE AND METAL* not only tells you that bolts or other lines have advanced, but it gives you the new discount, and you can immediately re-arrange your selling prices in conformity with the new costs. Several advances have taken place on bolts and nuts, as on hundreds of other lines since the outbreak of the war. All have been promptly and accurately brought to the attention of *HARDWARE AND METAL* readers.

KNOWLES BILL AGAIN

THE Knowles Bill, which has been commented upon on several occasions by *HARDWARE AND METAL* was presented for a second reading in the Dominion House this week. The debate was adjourned on motion of the Minister of Justice, who stated that the measure called for careful considera-

tion, and it is just possible that under the "Combines Act" there is already a law which makes any agreement in restraint of trade, an offence. The Minister also intimated that legislation might be introduced during the present session to meet the evils which Mr. Knowles is seeking to eliminate. In its present form the Knowles Bill, if it became law, would be a most dangerous and damaging piece of legislation. There are few business men, indeed, who will not be glad to see the "Bill" halted. The bill proposed by Mr. Knowles is an ill-considered one, and although Mr. Knowles' motives are of the very best order, the bill in its present form would work untold harm to the commercial life of Canada.

SHELL BUSINESS RENEWED

A FEW week ago it was freely stated that no further orders for large shells would be placed in Canada, and that from June 1 Canadian plants would work on orders for small shells only. While there may have been good reasons for expecting that the large shell business was almost over, it is quite evident from developments of the past two weeks that the authorities still want Canadian firms to hold their plants and organizations intact. Extensions for at least 90 days have been granted to some of the largest firm's making big shells. There have also been renewal orders for large quantities of the smaller calibre shells. It is also interesting to note that arrangements have been made to handle in Canada, large numbers of blanks, which it had been previously intended to send to England for milling and finishing. A number of exceptionally large enterprises are now under way in important Canadian points, and others are contemplated. For military reasons it is not desirable to make known the details at the present time. Suffice it to say that there is an abundance of big and important work in Canada, for at least six or eight months ahead.

BUYERS MORE CONSERVATIVE

FOR the past two or three months there has been a noticeable tendency on the part of hardware buyers to exercise more than usual caution in their buying. There has been a feeling of uncertainty as to what is before us and retailers have in many cases arrived at the conclusion that prices on many hardware lines have now reached a stage which makes the retail price almost prohibitive for the average customer. This condition has been referred to from time to time in the market reports. That big buyers in the United States are also adopting a very conservative attitude is indicated in the *American Metal Market*. This authority states that close observers of the markets through which steel products reach the ultimate consumer, through jobbers or manufacturers wares made from steel, observe a distinctly more

conservative attitude in the matter of making purchases, even for deliveries but a few months hence. In the forepart of April it is said, these buyers were purchasing more freely than they were a year earlier. At that time, in April, 1916, they were buying rather lightly, and that had an effect upon the steel market, for the rapid advances of the first three months of the year were followed by much lighter advances in April, practically none in May, and a market showing slight symptoms of easiness in June and July. Then the fresh advancing movement commenced. Now the buyers have turned conservative again, and the result may be as it was somewhat more than a year ago.

Ever since the beginning of 1916 the sellers of steel have been claiming that buyers were putting the market up on themselves. When the mills felt that they had sold as far ahead as they should, the buyers would go out and bid higher prices so as to tempt additional sales. If it is the fact that the advances have been due chiefly to the buyers, then it would appear that if buyers take a different view of the situation they may have an influence upon the market in the other direction.

The great difficulty in connection with attempting to gauge the future of the steel market if one does not know what the activities of the people will be six or nine months hence. The rank and file of the people do not realize the seriousness of the war. The realization will be forced upon them in time, but how long that will take and by how much it will affect their conduct, cannot be gauged. If they greatly decrease their ordinary activities it will have quite an effect upon the demand for steel, for any analysis of where the steel is going at present shows that it is going largely to the common people, the proportion going into large construction jobs, such as are "financed" being unusually low.

Economy will be forced upon the majority of the people, by the high cost of living, by the withdrawal of so many breadwinners for the fighting ranks and by the desire to save money to contribute to war work. Eventually this will have an effect upon the consumption of steel by the rank and file of the people. Considering that their consumption, considered in the broad way, is a large part of the total, while the steel required by Government activities in the United States, while large in point of tonnage, can represent no very large fraction of the total output, it seems a fair estimate that the former influence will over-balance the latter, in the long run.

While the trend in direction of steel consumption decreasing, if the war continues for a long time, cannot fail to be discerned, the present pressure for steel is so great, there is so much required for definite commitments that are not going to be altered, that it will be a long time before the other trend could possibly make any actual impress on the situation.

Resilvered Mirrors a Lucrative Field

Hardware Merchant Should be Able to Pick up Some Extra Money Through Working This as a Sideline
—Method of Packing

THE possibilities that lie in resilvering mirrors has been largely overlooked by the hardware man. There is a field here in which with the expenditure of very little time and effort he can make good profit. There are perhaps hundreds of mirrors in any given district that are discarded or practically useless because the owners did not know that they should be resilvered. When it is realized that a mirror comprising four square feet can be resilvered at a cost of \$1.60 to the customer and still provide for a margin of profit somewhere in the neighborhood of 75 per cent. to the hardware dealer, it can readily be seen that there is an attractive field here. In the larger cities it is a business that is carried on more extensively than in the smaller towns. But there is no reason why the hardware merchant cannot develop this business in his district. A mirror containing four square feet might be four feet in length by one foot wide, or two feet square. Four square feet is an average size for a mirror. A new mirror of this size will cost the customer from \$4 to \$6. There is a vast difference in cost between \$1.60, the cost of resilvering, and \$4 or \$6, the cost of a new mirror.

How Resilvering is Done

"Resilvering is a field wherein the hardware merchant could work up a good trade," said A. F. Tewkesbury, manager of the Excelsior Plate Glass Company, to a HARDWARE AND METAL representative. "Provided the mirrors are not scratched they can be resilvered and made as good as a new mirror. The resilvering process consists in the removal of the paint and varnish coat by the use of acids, then later the removal of the silvered surface. The plate is cleaned perfectly and polished, the same as done in the silvering of the original mirror. The surface is then sensitized, with the plate placed on a warm pad or table. When this is completed the surface is ready for the silver, which is put on in the form of nitrate of silver. Certain chemicals are mixed with the nitrate of silver which causes the silver to be precipitated on the glass. After the silver has adhered to the surface a coat of varnish shellac is put on the back of the mirror, which is followed later by a coat of paint. One of the greatest foes to mirrors is a damp climate. Moisture, when it is permitted to get at the silver, causes oxidation and this soon destroys the mirror. The coat of varnish shellac and paint prevents this oxidation."

History of Glass Making

Plate glass was first made in France in 1688, and the term "French Plate Glass," or French mirrors, has its ori-

gin from the development of the plate glass industry in France. On this continent the first cast plate was made in the United States in 1860 and was perfected a few years later. This is a modern product compared to window glass which was made during the early settlements in Virginia, at Jamestown, about 1608. The making of ordinary glass has been included in the industries of almost every country in the world and dates back to ancient Egypt centuries ago. The principal ingredients of glass are white sand, soda, ash and lime. Arsenic, charcoal, and broken glass are also some of the ingredients. The raw materials in window glass and plate glass are virtually the same, the main difference in the finished product being due to a difference in the process of manufacture. For plate glass there is great care exercised in selecting and purifying the ingredients, with an elaborate system of casting, grinding, and polishing. In window glass the process is simple and rapid, being produced from blown cylinders, which are either blown by lung-power of men or by hydraulic blowers.

Care Should be Used in Packing

If a hardware man undertakes this collection of old mirrors in his district, he should make it a point that not less than six mirrors should be sent to the resilvering establishment at any one time. If twenty or forty mirrors can be secured for the one shipment the greater will be his profit, not only

through the increased number of mirrors, but because the freight charges per mirror will be reduced. The average sized mirror will weigh in the neighborhood of sixteen pounds, and one hundred pounds of freight can often be sent cheaper than the minimum charge for a freight parcel. Two hundred pounds of freight can sometimes be sent for very little more than the minimum charge for carrying a parcel by freight.

A box seven or eight inches deep is sufficiently large to carry about twenty mirrors. In the packing of a number of different sizes of mirrors the largest mirrors should be laid in first. But before starting the packing a layer of excelsior should be placed in the bottom of the box with a covering of brown wrapping paper placed in such a way that the ends can be brought up over the parcel of glass and completely cover it. With a number of different sizes of mirrors, as stated above, the largest should be laid in the box first. Then the various sizes should be placed in according to the next largest gradation of size. Between each plate a thin sheet of paper is all that is required, either tissue paper or thin paper of some sort. The purpose of this is to keep one mirror from scratching the surface of the other. The lower and the left-hand edges of the glass should be kept even and placed about an inch from the edge of the box. When the glass is all in the brown paper should be folded around and the space at the outer edges of the glass and between the slides of the box packed with excelsior. Over the top of the glass another layer of excelsior should be placed of sufficient thickness to allow the top of the box to fit tightly when nailed down. The top of the box should then be labelled "Glass. This side up. Handle with care."

Where Mail Order Houses Thrive

Promising Story of Small Town Activity Nipped in the Bud—
Local Merchants' Association a Thing of the Past
So Far as Town is Concerned.

GLARING posters on billboards blazing forth a message of appeal, was the evidence of what appeared at first to be an exceedingly ambitious and praiseworthy campaign on the part of a town of considerable proportions some distance east of Toronto. It looked like a plan to put down outside interference and build up the business of its local merchants over the grave of the mail order houses and other competition. Keenly interested with the possibilities of a good story, HARDWARE AND METAL set out to investigate. Fortune had a great disappointment in store. Instead of being swept along with the tide of enthusiasm which accompanies a campaign to do battle with an ever-increasing foe, it was found that the warriors, with their war paint safely concealed, were reposing dolefully.

True the posters were there, fervently appealing to the townspeople to "Boost

for their Home Town," and "Patronize their Home Merchants," but unfortunately some organization presumably unconnected with the town had been responsible for the placing of the posters, and the merchants' enthusiasm had not run high enough to enable them to see the poster appeals until their attention was specifically drawn. Whoever the mysterious body may be who has caused the bills to be posted, no one in the town seems to know, and no one seems to care, and the mystery enshrouding the posting of the bills is about as thick as the mystery enshrouding the reason why the merchants do not begin to realize what they are up against.

Through the efforts of the local newspaper, which has been untiring in its efforts for three years past, the merchants have had fair warning of the business they are losing, but despite the ef-

(Continued on page 56.)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

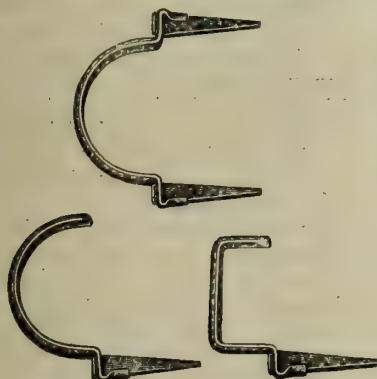
VOLPEEK

The Volpeek Mfg. Co., Montreal, Que., have announced that they are now making Volpeek for repairing enamelware, etc., by a new process. The new process it is said, does away with the possibility of the product drying in the tube, and thus becoming hard to use. To those dealers who have on hand stocks of the old product which has become hard, the company offers to exchange the old for the new free of charge.

"DIRECT DRIVE" CONDUCTOR HOOKS

A new item on the market is the "Direct Drive" wrought iron conductor hook illustrated herewith, manufactured by the Milwaukee Corrugating Co., Milwaukee, Wisconsin.

Heretofore, it is said, the construction of conductor hooks made the driving of



Direct Drive Conductor Hooks.

them not always an easy matter. One had to contend with bending and twisting, and quite often, bruised fingers.

The "Direct Drive" wrought iron conductor hook, it is claimed, is as easy to drive as an ordinary nail. The full force of each blow in driving is obtained—at the same time making the drive easier and surer.

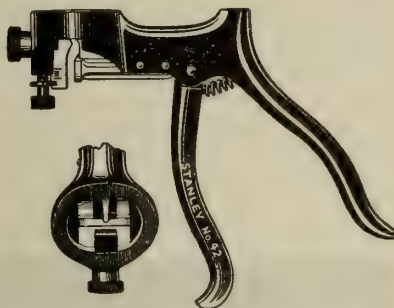
The "Direct Drive" wrought iron conductor hook is made for both wood and brick, round and square conductor pipe, single and double drive.

PISTOL GRIP SAW SET

A new saw set has recently been perfected by the Stanley Rule & Level Co., New Britain, Conn. It is called the Stanley "Pistol Grip" adjustable saw set No. 42. The new set is said to embody several unique and important features not heretofore seen in tools of this description.

The shape of the body and handle enables the user to operate the tool with great ease and with the least possible

exertion, and the saw is held firmly against the gauge while the tooth is being set.



Pistol Grip Saw Set.

It can be readily adjusted by means of the knurled thumb screw to give a greater or less set to the teeth of the saw, according as the saw is to be used for a coarse or fine work. As the anvil or part against which the plunger works is graduated, the same adjustment can be easily obtained for duplicate work.

The tool is so designed that the saw teeth are in plain view which enables the user to quickly adjust the tool to the tooth to be set.

The plunger and anvil are made of tool steel—hardened and tempered. All parts are carefully machined and are interchangeable.

BEEF TENDERER

The Enterprise beef tenderer is a new product just placed on the market by the Enterprise Mfg. Co., Pennsylvania, Pa. The makers state the tenderer will take the toughest, stringiest kind of beef, and in a few moments will make it juicy, tender and delicious. In fact, the makers



Enterprise Beef Tenderer.

claim, the flavor and palatableness are increased, because the tenderer is equipped with six revolving toothed knives with sharp cutting edges, similar in

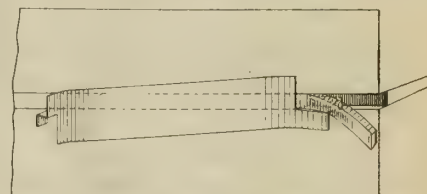
shape to the human teeth, that really chew the beef. Thus, in a perfectly natural fashion, they partially masticate it and prepare it for easy digestion, an especially important feature when preparing beef for old people, invalids, and children.

A few moments' rolling back and forth of the "Enterprise" beef tenderer is all that is necessary for the toughest kind of beef.

The tenderer, it is said, can be easily and quickly taken apart for cleaning, and can also be quickly assembled. The tenderer is for use in butcher shops, hotels, restaurants, and in the home.

TROWEL MATE

A new tool called the "Trowel-mate," here illustrated, is being manufactured by the Craft Specialty Co., 2401 South Michigan street, South Bend, Ind. The tool, which is made of tool steel, is designed for raking the mortar from between the bricks after they are laid in



The Trowel—"Mate."

the wall. The mortar is cut back to a depth of about 1/2 inch, and gives what is called raked out joint brick work. It is used principally with rough or matte faced brick. The tool has two cutting heads, one for bed joints and one for getting into head joints in angles or corners. Further details will be supplied by the manufacturers.

FREE SIGN—A MISPRINT

In May 12 issue of **HARDWARE AND METAL** an advertisement appeared over the name of Channell Chemical Co., in which a typographical transposition occurred making the ad appear to offer the trade a free electric sign.

This, however, is misleading as the firm in question do not propose to give these expensive electric signs away indiscriminately but rather as a premium with certain orders which were listed in the same advertisement.

We trust that this explanation will suffice to clear any misunderstanding caused by the advertisement.

EVENTS IN THE TRADE

BUSINESS CHANGES

McGee, Sask.—R. Power has discontinued his implement business.

Franklin, Man.—Franklin Hardware Company are negotiating sale of business.

Mitchelton, Sask. — H. Hart, implements, has been succeeded by A. L. Nosen.

Hazenmore, Sask.—Peter D. Sweeney, hardware dealer, has sold out to Prairie Hardware.

Viking, Sask. — Hennessy & Kelly, hardware merchants, have been succeeded by L. Kelly.

Fort Saskatchewan, Sask. — Western Hardware Company have sold stock to Gordon & Dubuc.

Victoria, B.C.—A. Schroeder, of Fernwood Hardware Company, retail merchants, has retired from partnership.

Winnipeg, Man.—Fort Rouge Hardware Co., Ltd., have made application to change name to Adanac Mfg. Co., Ltd.

Pierson, Man.—F. J. Bradley, hardware merchant, has sold out. Western Jobbers Clearing House, Ltd., are trustees.

FIRE LOSS

Niagara Falls, N.Y.—National Electrolytic Company sustained fire loss of \$300,000 recently when large quantities of potash and formaldehyde, stored in the building, were destroyed.

NEW FIRMS

Alix, Alta.—G. A. Thompson has commenced a hardware business.

Wymark, Sask.—J. P. Kehler has commenced a hardware business.

Alsask, Sask.—Acheson Hardware Co. have opened a branch store at Oyen.

OBITUARY

Hamilton, Ont.—William Fliteroft, for forty-nine years engaged in the carriage business and for the last seventeen years a member of the firm of J. D. Patterson & Co., carriage manufacturers, is dead.

West Lorne, Ont.—William Milner, Pioneer wagon manufacturer and well known throughout Ontario is dead. Deceased was 79 years of age and had been identified with the Chatham Wagon Company, the Milner-Walker Wagon Works, and the Milner Petrolia Wagon Works.

ORILLIA LOSES PROMINENT HARDWARE MERCHANT

Well known among the hardware trade of Ontario was Harry Parsons, of Orillia, Ont., who with his wife was instantly killed on Sunday morning last when the automobile in which they were touring was struck by a radial car at Varney Crossing, Ont. Mr. Parsons was

prominent in Orillia and proprietor of Parson's Fair & Hardware. He was fifty years of age and had been connected with the hardware trade for the past twenty years. He was also a member of the Parsons Fair syndicate, which controls stores in Midland, Barrie, Sarnia, and Sutton. A brother, Robert, hardware merchant, London, Ont., was killed in an automobile accident a few years ago, when the car which he was driving turned turtle. Mr. Parsons was also prominent in Masonic circles as Past Master of Orillia Lodge A.F. & A.M., and Im-



Late Harry Parsons, Orillia, Ont., who with his wife was killed in motor accident.

mediate Past Z of Couchiching Chapter, Royal Arch Masons. He was also a member of Rameses Temple, Mystic Shrine, Toronto.

INCORPORATIONS

Toronto, Ont.—Feldspar Milling Company, Limited, has been incorporated with a capital of \$50,000 to develop and treat ores of all kinds.

Bracebridge, Ont.—Geo. W. Ecclestone, Limited, hardware, has been incorporated with a capital stock of \$40,000 to manufacture, buy and sell hardware goods.

Montreal, Que.—Dominion Foundries and Steel, Limited, has been incorporated at Hamilton with a capital stock of \$6,000,000 to take over the Dominion Steel Foundry Co., Ltd., and the Hamilton Steel Wheel Company, Ltd., and to carry on the business of ironmasters, steel makers, converters, smelters, tin-plate makers, etc.

MANITOBA CONVENTION,

JUNE 12, 13, 14

The annual convention of the Manitoba Branch Retail Merchants' Association of Canada will be held at Winnipeg, June 12, 13, 14.

PERSONALS

John Pinches Jr. of the E. Ingraham Co., Bristol, Conn., U.S.A. was a visitor in Montreal this week.

Forest, Ont.—H. Couse has returned to Sarnia from the West to assume the management of the J. Martin hardware store.

Douglas Clarke of the Rome Mfg. Co., Rome, New York, visited business friends in hardware circles in Montreal this week.

R. H. Monk, of Brandram Henderson Limited, has just returned from a visit to the Pacific Coast. He reports Vancouver busy with ship-building, and in a very satisfactory trade condition generally.

Dunnville, Ont.—Thomas Orme, formerly with Congdon & Marshall, has gone to Toronto to take a position in the hardware department of the Robert Simpson

INDUSTRIAL NOTES

Lethbridge, Alta.—Imperial Oil Company plans extensions to its plant here.

London, Ont.—McClary Manufacturing Company proposes to erect a three-storey brick factory addition to cost \$40,000.

Winnipeg, Man.—G. W. Griffiths & Co., manufacturers' agents, have moved from 140 Princess St. to Chambers of Commerce, Winnipeg.

Orangeville, Ont.—J. B. Smith, hardware merchant, is placing a gasoline tank and street pump in front of his store, and is taking a stock of auto accessories.

Hamilton, Ont.—Tenders are being received in connection with the erection of a \$25,000 brick addition to the factory of the Canadian Shovel Company, Imperial Street.

Hamilton, Ont.—Plans are being prepared for the new factory to be occupied by the Carbon and Alloy Steels, Limited. This building will cost in the neighborhood of \$100,000.

The Dominion Copper Products Co. of Lachine Quebec is now in the producer class as a new Canadian manufacturing concern, making various lines of copper brass sheets, tubes, etc.

Montreal, Que.—Canadian Consolidated Rubber Co., Ltd., have removed their executive offices, sales department and raincoat manufacturing branch to the Rubber Building, 201 Inspector St., Montreal.

Port Hope, Ont.—Nicholson File Co. will make an addition, 130 feet by 30 feet, to its plant here. The company has found its present plant quite inadequate to meet the abnormal demand for its product, which is used extensively in the manufacture of munitions. The present monthly payroll of \$11,000 will be increased by \$3,000 or \$4,000.

ST. JOHN, N.B. NEWS

The retail hardware stores of St. John have expressed their disapproval of the plan to close at five o'clock during the summer months but expressed their willingness to do so, if other retailers were doing the same. Owing to stronger opposition from other lines of business the plan is not likely to be put into effect.

The demand for garden tools and utensils in St. John has developed to greater proportions than ever known before. This is direct result of the greater production campaign and of the energy shown by the merchants in going after this business and stimulating the demand.

Captain Donald S. Fisher, formerly with his father, W. S. Fisher, in the Enterprice Foundry, Ltd., Sackville, N.B., who has been home on sick leave, has received an appointment with the Dominion rifle factory in Quebec. It is expected that his duties will also take him to the United States.

Private Michael Daley, formerly employed by T. McAvity & Sons, St. John, has been wounded for the second time, on May 4, and on the same day his brother was wounded also.

DEATH OF PRESIDENT OF A. R. WILLIAMS MACHINERY CO.

The death of Alfred R. Williams, widely known as the President of the A. P. Williams Machinery Company, Toronto, removes a well known figure in industrial life in Canada. Born in Pennsylvania in 1838, Mr. Williams received his first business experience with the firm of Paterson & Brother, of Paterson, as a traveler; he later assumed the management of the business. With Robert Thompson as his first partner, Mr. Williams first settled in Canada at Mitchell, Ont., where he established a general foundry business, which continued for seven years. He was engaged in a similar business later at Stratford, Ont., and came to Toronto in 1883, when the present business was organized.

In business life, the late Mr. Williams was a member of the Toronto Board of Trade, the Manufacturers' Association, and the London Association of Commercial Travelers. He was also vice-president of the Toronto Structural Steel Company.

CLEVELAND PAINT AND OIL COMPANIES HELD FOR FRAUD

A number of Cleveland, Ohio, paint and oil companies are now before the Post Office Department authorities, and prosecutions for using the mails to defraud are likely to be instituted against them as a result of their scheming, which was investigated by the National Vigilance Committee of the Associated Advertising Clubs of the World. The committee took up the investigation on the receipt of legitimate oil companies and unsuspecting customers, and found that the paint and oil companies were working the "delayed barrel game," in which letters were sent out stating that a recent shipment was made to a jobber

in that particular district, and as the purchaser refused the shipment, the company to which the letter was sent, could have it along with the barrel and faucet for 41 cents a gallon, or some such small price. Of course, the oil was either never there, or if it was, it was shipped solely for the purpose of selling to this customer.

DISSOLUTION BENEFITED STANDARD OIL

Maintains Different Sets of Prices in Various Sections

The gasoline report of the Federal Trade Commission, U.S.A., indicates that the dissolution decree has failed in its purpose to produce competition among the various Standard Oil Companies.

Prices of gasoline in 1915, the report states, showed such inequalities and such divergent rates of increase in different sections of the country as to be incapable of explanation merely upon the basis of different costs of production and transportation or of local peculiarities of supply and demand. As no other agency apparently possessed sufficient power to produce such results, the conclusion seems justified that the division of the country into Standard marketing territories and the absence of effective competition in the sale of gasoline among those territories, were partly responsible for the inequalities.

VALUE OF TRADE JOURNALS

Edwin N. Hurley, who recently retired as chairman of the Federal Trade Commission in the United States, says regarding trade journals in his book "The Awakening of Business":

"Business men do not realize the value which trade journals and technical magazines may be to them in increasing the efficiency of their factories and giving them a broad, comprehensive view of their business. Our trade journals and technical papers are the best in the world, and they should be encouraged and supported by our business men. Copies should be placed where employees can see them, and they should be urged to read and study them. These papers are preaching the gospel of sound business on practical lines, and are helpful not only to business, but to the country as a whole."

SEIZED SHIPS TO CARRY HEMP United States to Use German Ships Taken Over in Philippines—Attempt to Relieve Binder Twine Situation

Secretary Redfield, of the United States Department of Commerce, has made an announcement which will prove of great interest to all American and Canadian manufacturers and retailers of ropes, twine, etc. The action of the U. S. authorities may be the solution of a problem which has caused a great deal of apprehension. Secretary Redfield's announcement follows:—

"I am in receipt of advices from the United States Shipping Board, in answer to my recent letter suggesting the use of some of the former German vessels in the Philippines to bring hemp to this country, that this will be done. There are large quantities of hemp in the Philippines, and the diversion of vessels to munitions and freight carrying to belligerent nations has curtailed the normal outflow of this necessary commodity. It is needed for use in the manufacture of binder twine, which will shortly be in great demand in harvesting the grain crops.

"Three former German steamships have cargoes engaged and will be used to bring quantities of hemp. Three more large former German vessels are undergoing repairs and will shortly be available for cargoes, principally of hemp, to the United States. There are also other vessels available, which will be utilized to relieve the binder twine situation to the end that the harvesting of grain crops may proceed without interruption."

VARNISHES TO ADVANCE

Raw Materials Advanced 50 to 100 Per Cent. in Past Two Years

Manufacturers of varnishes in the United States recently met at New York to discuss a number of important matters in connection with the industry. Judging by the discussions, it is almost a foregone conclusion that prices will advance around June 1. The advances will probably amount to 50c per gallon, list, on varnishes listed at \$3 and over, and 25c, list, advance on varnishes listed under \$3. The differentials on small packages will also be increased considerably. It is not unlikely that some action will also be taken by Canadian manufactur-

"Cross Cut Saws" Should Have Read "Shingle Saws"

We wish to correct an error which appeared in the May 12 issue of HARDWARE AND METAL in connection with the article on the spring demonstration of Macnab Bros., hardware, or Orillia, Ont. The statement was made that "Old time stocks such as wooden planes and cross cut saws" had been replaced with more modern lines. The including of "cross cut saws" was a mistake and should have read "shingle saws." Macnab Bros. have a good demand for cross cut saws, but owing to the fact that the lumber business in the district is a thin one of the past, there is no longer a demand for shingle saws.

HARDWARE LETTER BOX

Rubber Tired Wheels

McKinley & Northwood, Ottawa, Ont.
—Please advise where we can purchase wheels with rubber tires.

Gendron Mfg. Co., Toronto, Ont.; the Rayer Wheel Co., 628 West 3rd street, Cincinnati, Ohio; Empire Rubber & Tire Co., Trenton, N.Y.; Indiana Rubber & Insulated Wire Co., Jonesboro, Ind.—Ed.

WHAT OTHER PAPERS SAY

CONTROL OF STEEL PRICES

From *American Metal Market*.

The question will soon be forced upon the iron and steel trade how it is to be saved from disaster at the end of this runaway. The steel market is rapidly making towards an impossible position.

We are dealing with such big figures these days that the comparative method proves convenient for illustration. Congress has undertaken to increase the Federal revenues by \$1,800,000,000 a year by a system of taxing everything conceivable and there are many who assert that the amount is too great for the country to pay. There is a question, then, whether the people can well afford to pay this amount, as an addition to their regular taxes, even to the Government. Let us see what the same amount would involve in terms of the present steel market advance.

Finished steel is now being produced at the rate of about 36,000,000 net tons a year. Dividing this into the proposed war taxes we get \$50 per net ton. It is making a concession to assume that the people, jobbers and manufacturing consumers, are receiving steel to-day invoiced them, on an average, at prices ruling as open market quotations six and one-half months ago. More likely than not the average is really lower. That would be November 1st. The announcement of the new German submarine campaign, February 1st, made war for the United States a probability. Steel prices have advanced at a more rapid rate since we declared war than they did in the February and March intervening, but to make the argument still safer we take as a measure of our war time advance the average from February 1st to date. Our composite finished steel has stood as follows:

November 1, 1916.....	3.0850
February 1, 1917.....	3.5825
May 17.....	4.5875

The recent rate of advance, then, has been one cent a pound or \$20 a net ton in three and a half months. To add \$30 a ton to prices now being paid on actual shipments, assumed to be the price of November 1st, would mean that our composite would stand at 5.5850c, which at the recent pace would be reached in three and a half months more, or on the first day of next September.

At that time buyers would be engaging to pay prices which, for the entire trade, would mean an increase over what is now being paid equal to the additional taxes the Federal Government now seeks to impose.

The choice of the additional Federal taxes as a measuring stick suggests the observation that if the people can afford to pay these steel prices, then the Federal revenues can be raised by letting the steel manufacturers keep all the earnings they now have and pay the excess to the Government, provided, of course their cost of production does not increase over the present amount.

The whole thing, of course, is a reduction to the absurd. If something is not brought about something will happen, some accident. Probably the steel makers, forbidden to act together to protect the trade from either advances or declines in the market, are resigned to the accident. It is not inappropriate to mention that the market conduct of the Steel Corporation lately has suggested a desire to escape from the consequences that are now strongly suggested by conditions. The Corporation has not participated in the latest advances. A composite made up of the prices at which the Corporation subsidiaries last sold, or at which they would sell now if they sold at

all, is 4.2150c, or .3725c or \$7.45 per net ton below the composite we carry as representative of the actual open market.

It might be said that perhaps all buyers do not pay the regular market prices even after the ordinary three-month or six-month contracts are run out. If such is the case, so much the worse, as the pressure forcing the open market up is thereby increased, and the inequality between buyers is accentuated.

If buying stops on account of price advances a very embarrassing situation is presented to both buyers and sellers. The market would become disorganized, simply waiting for the tumble. The ordinary laws of trade have broken down and something efficient should be found to take their place. Government fixing of prices might be suggested as a simple remedy, but would present an extremely intricate and difficult task. The present trend, however, is one that cannot be maintained without sure disaster coming, unfortunate for everyone concerned. It is not conceivable that any interest would really be benefited. It is the time of times when the industry of producing steel and the industry of consuming steel should be conserved. It is to be a choice of evils, and if the lesser evil is to leave all to chance, then the individual may at any rate consider himself forewarned and endeavor to take such steps as will protect his own interests as best he can.

TARIFF AND POLITICS

From the *Grain Growers' Guide*.

The American government is to make another experiment in taking the tariff out of politics. President Taft inaugurated such an experiment in the creation of a non-partisan tariff board. With the advent of the Democratic party to power, however, this board was discontinued. The tariff was made a party issue and a government measure introduced many changes. Now, however, another tariff commission has been provided for and the members selected. For chairman, President Wilson has chosen Professor Taussig of Harvard, one of the leading economists of the United States. The personnel includes men of almost all shades of political opinion, and there is reason to believe that a good commission has been selected, one which will bring to the consideration of tariff matters an expert knowledge which is not usually apparent in acrimonious partisan considerations of the subject. But to what extent the tariff will, by the appointment of this board, cease to be a political issue, is conjectural. The fact that parties have not been able to settle tariff matters are settled is of vital interest because the tariff is not a legitimate subject for political discussion, but because of the inefficiency of party government as an organ of democracy. The manner in which tariff matters are settled is of vital interest to the people and because of this they will always feel that it is a matter that should be dealt with by their chosen representatives whom they hold responsible, rather than by commissions over whom they exercise but indirect control. Democratic government has fallen far short of its possibilities when matters of such vital importance to the people have to be delegated to commissions.

HOW TO ATTACK MAIL ORDER PROBLEM

From the *Successful Merchant*.

It has occurred to us that some of the

merchants whose custom it is to sling mud at the mail order houses are those who make less effort to keep trade at home.

Long ago was it discovered that men cannot be driven as dumb brutes. They must be persuaded, reasoned with, interested. You have a great opportunity as long as you add tact and common sense to your endeavors, but just as certain as you say "you must," a man's ire comes to the surface and he takes a stand the other way. It is the same when you insist upon his not doing a thing he wishes to do. The "Georgie and the cherry tree" episode comes to our minds every once in a while as a reminder of the fact that human nature pulls against the rein which seems to draw in any given direction.

The mail order houses laugh in their sleeves when they hear of your going about the country abusing them. They knew they have built around their business a wall that you can never surmount until you try different tactics.

You may think the policy of saying nothing a good one, but not so. You must talk, but you must act more. Talk business. Let it be generally known that you favor the "trade at home" rule and are willing to go to the last notch to prove yourself worthy of your part of the receipts. Not only will you talk, you will live up to the things you say. You will advertise your store as a "quality store" and see that the fitness of its name is never questioned. It must live up to its reputation. Instead of fighting the mail order people, use that time in boosting your own business.

There is nothing that so overwhelms the catalog houses as to be brought to meet the merchant who has a great personality. They know that he can hold the trade regardless of their showy advertising. There is no end to his strength, for he possesses the mightiest asset in the world to-day. Customers flock to his store—not only by chance; there is something that naturally draws them there. You ask what this force is. It is the merchant. What is this quality he possesses? It is a lot of things in one—enthusiasm, efficiency, courtesy, system, promptness, service, order. The man who has a personality carries out these principles as a matter of course. They do not come to him in an off-hand way; they fit the man.

It is a compliment to a store to have mentioned the fact that it is of an unusual type. In other words, it has an individuality. This is a common thing to be said of a big department store, but not so of the stores in the smaller towns. But the mail order houses are not afraid of the big department stores. They do not steal their business. It can't be done; the big store methods are too complete in every form, and they cater to trade that will only be satisfied when it receives satisfactory service and quality. Then, since the trade is not to be had at home, the catalog house plants its seed in the rural fields; and how they do sprout and grow! Why not make your place of business follow an unusual type? You can get the results if you make the effort.

The public in general may not have the same impression of your store, but each person will have some one reason for trading there. There will be a particular feature that will impress the different people. It is not reasonable to believe that a mail order house will be patronized as long as there is this regard upon the part of the customer.

THE JUNIOR CLERK'S PAGE

Personality a Help in "Getting On"

Strong Personality is All-important Among Men in Direct Contact With Customers—Leaders of Men Have Outstanding Personal Qualities

WHEREVER leaders of men are found in modern days, they are invariably found to possess dominating personalities, and the value set on Personality to-day stands higher in the industrial world, whether its possessor is buying or selling, than ever it did before, and in a world tending to standardize everything and everybody. The modest, efficient man gets a good place and is usually found comfortable in work and wages, but he is seldom found to occupy the stage where leaders monopolize the limelight.

The magnetic personal qualities of the successful salesman or representative of any other branch of modern trade, have been apparent in every age and generation, and among all nationalities, but its value is greater to-day than ever before. Personality is a mixture of many influences, but its employment implies an individual outlook and the self-consciousness which permits a man to determine his actions without being too much obsessed by precedents. From this definition it is apparent that personality is really a matter of physical strength and fitness.

Leaders Have Outstanding Qualities

In any gathering of leaders of men in their respective professions, one of the most outstanding impressions conveyed is that each man has personal qualities different from those possessed by the average man. On analyzing the impression, the qualities could be explained in physical terms. Taking a group of successful men, it is evident they have in common the power to suggest unusual strength and physical energy, and the general idea is that such personality radiates a note of physical capacity.

Some time ago considerable comment followed the advertisement of a certain firm for salesmen. While there is nothing particularly new about a firm wanting salesmen, yet there was something distinctly human in the demand they made for stout men. When asked concerning the matter the company stated they employed a large staff, and in their experience stout, prosperous, and good-tempered looking men produced more business than thinner workers on the same field.

This appreciation of the effect of personality may appear to have been carried to extremes, but the attitude of this

firm was by no means as absurd as it seemed at first sight. They were in a position to judge exactly what type of Personality carried weight in their market, and since their returns proved that stout salesmen secured more business than thin ones, they were justified in using this effect of personality in selecting new men.

Personality Shows Early in Careers

It is a well known fact that men who design to get on in life see the value of Personality early in their careers, and try to analyze a force counting for so much. One now well known business man landed in this country with hardly enough money to carry him for a week. He immediately began a search for employment, and met with nothing but rebuffs. Finally the stranger hit up against an advertising agency where he received the usual cold reception in the shape of a definite turn down. After five such refusals, and driven almost to desperation, he turned to the manager of the company and asked if there was any task which the staff had failed to accomplish. His invitation to the manager to give him the most difficult task in the office to test his right to a place by his power to carry the work others had failed to do, was met, by a strange coincidence, and he was delegated the opportunity of securing advertising for a handbook which advertisers had fought distinctly shy of. The printing date was overdue, few advertisers had supported the venture and every canvasser in the office had failed on the task.

With his life and future depending on his ability to return with sufficient business to fill the publication, he put into his fight for advertising every ounce of his energy, every bit of his physical strength, and every bit of his Personality. He fought, begged, and intrigued his way into private offices of advertisers and simply refused to muzzle his guns until he had succeeded in obtaining space for the booklet.

Opposition Fades Before Personality

Before his virile Personality the opposition of reluctant advertisers broke down, and in three days he returned with the necessary orders. Needless to say, he was taken on the staff, and with such a Personality it is almost similarly needless to say that he became partner in the undertaking within twelve months.

To-day he has reached the highest rung of the ladder, and is an adequate illustration of a man who deliberately used his Personality, and his faith in himself has been justified by the results he has obtained.

Employers can be found by the hundred who attach great importance to Personality. This is carried out by various means. One employer may test new applicants by their power to sit upright in a chair, while another simply asks what the applicant would do under a certain set of unfamiliar circumstances. An inspired answer to the question is not expected, but the capacity to reveal the man who will put his mind at any problem off the beaten track, is thereby indicated. Personality reveals itself also in answer to advertisements offering situations. Some employers refuse to interview any applicants who fail to give precisely the information asked for, and it is a peculiar sidelight on the prevailing confusion of ideas in most minds, that of a hundred applications to an advertisement asking for precise information, fully eighty per cent. of the replies withhold some part of the information. Personality not only reveals itself to the employer in carriage, address, but even in small matters such as the performance of details of the toilet. In this connection, one certain employer is known who boasts that he has never taken into his employ a man who obviously did not trouble to manicure his hands. Employers of great Personality are always on the lookout for the reflection of Personality.

Personality Increases Business

Personality perhaps counts even more among men who are in direct communication with customers and have to obtain their support in the form of orders, and it is a great test of a man's personal effect on others, to set him any task involving such circumstances. Among salesmen there are men who can be turned down by the office boy, and there are others who lack the ability to state clearly the advantages of the proposals they make. Again, there are others who just narrowly miss carrying conviction in their statements.

But there is a rare classification of men who, because of the magic of great Personality rarely make a business acquaintance without securing an order. The man who has failed says the successful man gets his business by luck and impudence, but such things are not accidental, and when a man gets orders consistently it is positive enough proof that there is no element of luck and impudence but rather a bearing of high qualifications among which is Personality.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

The markets this week show the usual heavy weekly list of price changes, mostly all upwards. The continued increasing strength of the iron and steel markets are constantly reflected in the prices of manufactured products. Bolts of all kinds, and nuts have scored advances this week, the former to the extent of 12½% and the latter \$1.50 per 100 lbs. Binder twine prices have advanced 2 to 3c lb., and one large company has stopped booking orders for future delivery. Among many other lines on which prices have advanced this week are screen doors and windows, rim locks, door knobs, shot, padlocks, carpet felt, horse clippers, tackle blocks, post hole augers, alarm clocks, range boilers, galvanized sheets. Spades and shovels have also been moved to higher levels. The ingot metal markets all show a firm tone. The iron and steel markets show increasing firmness. In the sheet market the problem is now one of delivery rather than price. Advances on galvanized sheets this week will undoubtedly be followed by further advances on both black and galvanized. A strike of drivers for cartage companies at Toronto has added further trouble to a badly congested freight situation, and wholesalers have had considerable trouble in securing shipments. Recent dull and wet weather has hampered the sale of early summer goods, but business generally has been satisfactory. The ready-mixed paint market is decidedly firm. White lead in oil is firm at the recent advanced prices. Linseed oil shows firmness again this week.

MONTREAL MARKETS

MONTREAL, May 23. — With changes in bolts and nuts representing a fairly large advance over previous quotations the markets for the present week show the continual trend of prices to be as definitely upwards as ever. There have been other important changes in goods made of iron and steel, notably cross cut saws which are again advanced. Smaller shelf goods have not shown special advances of note this week, but the wholesalers declare that all the small goods of iron and steel are scarce and slow in delivery, and that price changes upwards are inevitable and expected. The wholesale trade of Montreal takes a very short breathing space now that the big accumulation of goods waiting shipment by first boat have been despatched, and the season's business swings along well in spite of high prices. Lawn goods went out well, but poor weather conditions retard retail movement of sprinklers and such appliances. Gardening tools however, and seeds have been going very well all over.

Shelf Goods Are Firm And Higher

Montreal.
SHELF GOODS ETC.—The main item of interest in the matter of shelf

goods this week has been the altered discounts on bolts and nuts. Not a great many other lines of shelf goods have been altered, but the shortages, the slow deliveries, and the steadily advancing trend of the whole market for these goods is more than ever noticeable to those in closet touch with the situation. New discounts on bolts and nuts are shown in a panel elsewhere in this issue.

Hexagon and Square Head Nuts Short

Pronounced is the shortage in hexagon and square head nuts at present. The market is looking for more of these on every side, and unable to get supplies sufficiently rapidly. New prices in effect on these lines are shown in a panel elsewhere in the reports.

Shot Has Advanced

All lines of lead shot have advanced this week by several dollars per hundred pounds, making the price \$18, with the usual nett extras for different special shot.

Common Rim Locks Up

The lower priced Canadian made rim locks familiar to the trade and of various manufacturers' types have advanced five per cent. this week. Eagle and Corbin padlocks have advanced 10 per cent.

Rim and Mortice Knobs Up

Rim and mortice knobs have also advanced five per cent. this week. These

include all the porcelain and mineral lines.

Revolvers Advanced

The advance in Iver-Johnson revolvers amounted to about twenty per cent. as indicated in the Toronto report last week. This advance is now in effect in Montreal on these goods.

Common Sad Irons

An advance is recorded in common sad irons to the following prices:—3, 4, and 5 lbs. \$10.50 per 100 lbs.; 6 pounds and over \$8.00 per 100 lbs.

Bolts And Nuts

Have Advanced

Montreal.

BOLTS AND NUTS.—Predicted some time ago in **HARDWARE AND METAL** advances in bolts and nuts have taken place, the total advance being in the neighborhood of twelve per cent. The new discounts follow:—

BOLTS AND NUTS.

Discounts off Standard List May 18th, 1917.
Carriage Bolts (\$1.00 list), ¾ dia. and smaller, 10%.
Carriage Bolts (\$1.00 list), 7-16 dia. and larger, net list.
Machine Bolts, ¾ dia. and smaller, 10%.
Machine Bolts, 7-16 dia. and larger, net list.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, net list.
Sleigh Shoe Bolts, 7-16 dia. and larger, net list.
Coach and Lag Screws, 25%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Step and Shaft Bolts (\$3.00 list), net list.
Whiffletree Bolts, net list.
Tire Bolts, 40%.
Square Nuts, blank, add to net list \$1.50 per 100 lbs.
Square Nuts, tapped, add to net list \$1.75 per 100 lbs.
Hexagon Nuts, blank, add to net list \$1.75 per 100 lbs.
Hexagon Nuts, tapped, add to net list \$2 per 100 lbs.

Terms 2% Cash in 30 Days.

Cross-Cut Saws

Have Advanced

Montreal.

CROSS-CUT SAWS.—There have been advances this week in cross cut saws. Simonds cross cut saws have gone up about ten per cent. altogether. The following prices are quoted in Montreal. For cross cut saws usual style: Wide, 4½, \$3.95; 5 in. \$4.15; 5½ in. \$4.80; 6 in. \$5.50; 6½ in. \$6.60; 7 in. \$7.70; 7½ in. \$8.80. Cross cut saws narrow, 3.25 x 4 in. \$3.45; 4½ in. \$3.95; 5 in. \$4.15; 5½ in. \$4.80; 6 in. \$5.50. One man cross cut saws, No. 237, 3½ in. \$2.10; 4 in. \$2.35; 4½ in. \$2.60.

Nails And Wire

Steadily Firm

Montreal.

NAILS, WIRE ETC.—There is no recorded change in the quotations for

nails or wire at the time of writing, but further advances are still looked for, and there is not the slightest hint of any sort of reduction in prices of either product. All wire goods are in firmest of markets, with production likely to fall short of requirements. Standard steel wire nails are still quoted at \$5.25 base, and wire prices are at the figures previously given and quoted in Current quotations.

Iron And Steel Firm, Prices Advanced

Montreal.

IRON AND STEEL.—While the ever present firmness of market is making itself felt in many directions during the present week, and a relentless tightening up of sources of supply for almost all lines is noted, the prices of iron and steel have made advances all along the line. Those in touch with the situation expect that there will be further advances before long. This outcome is almost inevitable, in fact could be called certain if there is anything in market experience certain in the course of the present extraordinary condition of things.

Common bar iron, per 100 lbs.	\$4 30
Refined iron, per 100 lbs.	4 50
Horseshoe iron, per 100 lbs.	4 55
Norway iron	11 00
Mild steel	4 90
Band steel	4 90
Sleigh shoe steel	4 90
Tire steel	5 10
Toe calk steel, per 100 lbs.	5 80
Mining tool steel, per lb.	0 17
Black Diamond tool steel, per lb.	0 17
Spring steel	6 35
Single reeled machinery steel	6 35
Iron finish machinery steel	4 95
Harrow tooth steel	5 00
Black Diamond cast steel, lb.	0 17

Rope And Twine Decidedly Firm

Montreal.

ROPE AND TWINE.—While there have been no alterations since early in the month in the market prices of ropes, cordage etc., the whole tendency of the market for these products is towards greater strength. There will probably be duties imposed in the United States which will be reflected in the Canadian market, and further than this freight rates have shown tremendously strong advances between the Philippines and the States of late. This in itself is sufficient to keep the market tone trending towards further advances. Sisal, British Manila, and Italian hemp are all mentioned in the general story of firmness, and the jute fibre products will also become stronger in tone unless conditions alter unexpectedly. Cotton rope and twines are also firmer in tone, and likely to be higher priced.

Gasoline Firm And In More Demand

Montreal.

GASOLINE, ETC.—The market for gasoline is unchanged at the quotations of last week, but automobile demand is coming into its height rapidly, and industrial demand keeps good. From the primary sources of supply no especial

BOLTS AND NUTS ADVANCED

New discounts applying to standard list have been issued on Bolts and Nuts. The new discounts are now as follows:—

Carriage Bolts (\$1.00 list)	3-8 in. dia. and smaller	10%
"	7-16 in. dia. and larger	Net List
Machine Bolts	3-8 in. dia. and smaller	10%
"	7-16 in. dia. and larger	Net List
Sleigh Shoe Bolts, all sizes		
Coach and Lag Screws		25%
Skein Bolts		20%
Square Head Blank Bolts		Net List
Bolt Ends		"
Plow Bolts		"
Elevator Bolts		05%
Fancy Head Bolts		Net List
Shaft Bolts (\$3.00 list)		"
Step Bolts, large head (\$3.00 list)		"
Whiffletree Bolts		"
Nuts, square—Blank		add to List \$1.50
"	Tapped	" " 1.75
Nuts, hexagon—Blank		" " 1.75
"	Tapped	" " 2.00

Terms: 2 per cent. off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

factor of interest affecting quotations is reported, though the prospects of firmness in the crude oil remain in view of those in touch with the situation. Gasoline is quoted at 32½ cents per Imperial gallon, Royalite coal oil at 17 cents, and Palacine at 20 cents per Imperial gallon advent of summer will increase consumption of these oils for fuel for cooking purposes.

Shortage Of Sheet Metals For Stoves

Montreal.

RANGES, ENAMELLED WARE.—In spite of generally difficult conditions as to materials for the manufacture of stoves, ranges, and all manner of ironware, enamelled and galvanized, the price standards hold firm for the time being. There is in fact a dullness in the market for the finished product, though this is temporary and due to season as much as to any other factor. Stove pipe is certainly going to cost a good deal more in the coming fall as the shortage of Canada plates is phenomenal. Many lines depending upon sheet metal for their construction will also be in firmer market until some relief arrives for the already overtaxed rolling mills which turn out sheet metal.

Black Sheets Firmer And Much Scarcer

Montreal.

BLACK SHEETS.—There have been further advances in black sheets and though some may still be obtainable from wholesalers at prices as quoted last week, at least one large firm has advanced prices by fifteen cents per hundred pounds over the quotations as given last week, while firms selling to the jobbers have advanced their prices on black sheets very much more. It seems inevitable, therefore that black sheets will be much higher in price by

steady progression of quotations as stocks go shorter, and from some quarters is heard the warning that an absolute famine of sheets may be experienced. Quotations below show the range, the lower prices applying where wholesalers still have stocks, the higher being necessitated where new stock is required to fill orders. Canada plate is also advanced by fifty cents per 52 sheets this week and is scarce to famine point.

SHEETS, BLACK.

		Montreal Range
		100 lbs.
10 gauge	\$8 10	\$9 00
12 gauge	8 20	9 10
14 gauge	8 25	9 15
16 gauge	8 35	9 25
18-20 gauge	8 40	9 30
20-22 gauge	8 34	9 35
26 gauge	8 50	9 40
28 gauge	8 60	9 50

Galvanized Sheets Considerably Advanced

Montreal.

GALVANIZED SHEETS.—Advances have been made by one large firm of wholesalers in Montreal on galvanized sheets. The increase amounts to a cent a pound, \$1.00 per hundred pounds over prices as previously quoted in current quotations for Apollo, Queen's Head, Colborne Crown, and Fleur De Lis galvanized plates. It may be mentioned now that there are practically none of these plates in any but wholesalers' hands, and not very many even in wholesalers' hands. The mills have withdrawn from the market for the time being until their orders on hand can be overtaken. New prices are shown in current quotations.

Lead Sheets And Lead Wool Higher

Montreal.

LEAD AND ZINC GOODS.—The market for lead and zinc products is this week marked by advances in lead sheets and lead wool by a cent a pound.

The market for the metal has been steady and firmer of late, and the advances follow the natural course of things in this way. The solders are still as previously quoted with variations according to quality, their range being very wide indeed, and there being many preferences for particular brands by certain users who are ready to pay as a rule more for the special kind of solder they are accustomed to using. The main general lines however, keep in firm market, and zinc sheets are this week unchanged.

Lead pipe, lb.	\$ 0 17	....
Lead waste pipe, lb.	0 18	....
Lead traps and bends	Plus 15%	....
Lead wool, lb.	0 18	....
Lead sheets, 3½ lbs. sq. ft.	17 00	....
Lead sheets, 4 to 6 lbs. sq. ft.	16 75	....
Cut sheets, ¾ lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 34	....
Solder, strictly, lb.	0 32½	0 38
Solder, commercial, lb.	0 31¾	0 35
Solder, wiping, lb.	0 31½	0 32
Solder, wire, lb.	0 35	....
Zinc sheets, per lb.	0 23	....

Old Metals And

Materials Steady

Montreal.

OLD MATERIAL.—There have been no alterations in prices or market tendency of old metals and materials since last reporting. The prices then firmed up in keeping with the tone of the ingot metal market. Demand maintains average without any special feature of call for any particular metal at time of writing. Iron is perhaps the strongest amongst the old metals as to demand at present, and fair offerings of this material in its various forms are coming forward. Openings of navigation have helped release some country stocks of this making it possible to move them more profitably.

Tea lead	\$ 0 08½	....
Heavy lead pipe	0 09½	....
Yellow brass	0 15¼	0 15½
Red brass	0 22	....
Light brass	0 09½	....
Heavy zinc	0 09	....
Heavy copper	0 25	....
Ol cast iron, per gross ton....	24 00	....
Stove plate, per ton	16 00	17 00
Old rubber, boots and shoes....	0 08½	....
Over shoes, lumbermen's rubber boots	0 08½	....
Auto tires	0 05½	....
Bicycle tires	0 03	....

Ingot Metal Market

Strongest In Tin

Montreal.

TIN.—Tin is still causing the greatest market disturbance in the line of ingot metals, but without apparent reason. At New York on date of writing \$65.75 per hundred pounds was being quoted and in Montreal for hardware trade average sized orders from wholesale merchants \$70.00 to \$71.00 quoted. For larger business the New York price plus freight, duty, and war tax would be quoted from day to day.

Lead Firmer

LEAD.—From \$15.50 to \$15.75 were the quotations for lead for average small supplies at time of writing. For larger orders \$13.50 to \$14.00 would be quoted.

Copper Unchanged

COPPER.—The market for copper

was unaltered, and quotations ran from \$35.00 for large business to \$37.00 and \$37.50 for smaller orders.

Spelter Slightly Firmer

SPELTER.—Only a very slight firmness as compared with the past week was noted in spelter, and quotations were unaltered at time of writing \$12.00 to \$13.00 being quoted.

TORONTO MARKETS

TORONTO, May 23.—Price changes have been all in the upward direction during the week, and the number is quite large. Lines that have advanced include screen door and windows, rim locks, doorknobs, shot, padlocks, carpet felt, horse clippers, tackle blocks, posthole augers, alarm clocks, binder twine, range boilers. Freight shipments are being hampered by the strike of drivers for the cartage companies at Toronto. Railway companies are not accepting incoming freight to Toronto in less than carlots. Where wholesalers are able to make their own delivery in carlots this freight is being handled. This is interfering with the arrival of spring sorting goods for the wholesalers. Where wholesalers have their own delivery to the freight sheds they can make shipments of goods. Business has been very good in hardware lines during the week.

Advance Of 20%

On Screen Doors

Toronto.

SCREEN DOORS, WINDOWS.—Manufacturers have announced an advance of 20 per cent. on the opening price of screen doors and windows. A considerable shortage has arisen on these lines and nothing like normal requirements will be available this season. The output of the factories is uncertain owing to the labor situation. Following are the prices that now prevail on screen doors: No. 1, \$13.60 dozen; No. 2, \$16.80 dozen; No. 3, \$22.20; No. 6, \$23.20; No. 8, \$24.60; No. 9, \$25.15; No. 21, \$20.40; No. 21½, \$22.30.

Screen Window Prices

New prices that now prevail on screen windows are as follows, per dozen: No. 1, \$2.55; No. 2, \$2.90; No. 3, \$3.65; No. 4, \$3.90; No. 5, \$4.15; No. 6, \$4.60; No. 7, \$5; No. 8, \$5.35; No. 9, \$5.90; No. 10, \$7.20; No. 12, \$2.70; No. 12½, \$3.05; No. 13, \$2.90; No. 14, \$3.10; No. 14½, \$3.30; No. 15, \$3.55; No. 16, \$4.90.

Locks, Padlocks And

Shots Have Advanced

Toronto.

LOCKS, SHOT.—In shelf hardware lines there have been a number of advances during the week, included in the number being rim locks, doorknobs, shot, padlocks carpet felt. Ordinary rim locks are now quoted at \$2.25 per dozen. Porcelain doorknobs with japan-

Antimony Unchanged

ANTIMONY.—There was no alteration in antimony, and prices quoted were \$32.00 to \$33.00 per hundred pounds.

Aluminum Steady

ALUMINUM.—There is not much doing in aluminum at present in Montreal and the quotation \$70.00 represents what may be expected as to price per hundred pounds at time of writing.

ned mountings have been increased to \$2 per dozen.

All Padlocks Up

Another advance of 10 per cent. has been made on all makes of padlocks. This follows on the heels of an advance in these lines within recent weeks.

Shot Up 20 Per Cent.

A big increase in the price of shot has been announced, amounting to 20 per cent. It is now quoted at \$17.35 per hundred pounds as compared with the former price of \$14.50.

Carpet Felt Up 25c

Moth proof carpet felt has been increased 25c per hundred pounds and is now quoted at \$5.

Hay Tools Advance

Canadian manufacturers of hay tools have made a substantial increase in the price of their products, the discount now being 30 per cent. as compared with 35 per cent. formerly.

Bolts And Nuts

Have Advanced

Toronto.

BOLTS AND NUTS.—The advance in bolts and nuts which has been stated in these columns within recent weeks to be highly probable has been made effective and provides for an increase of 12½ per cent. on nuts and \$1.50 per hundred on bolts. New discounts will be found in panel form elsewhere in this issue.

Gasoline And Coal

Oil Hold Steady

Toronto.

GASOLINE, COAL OIL.—There was a steadiness in the market for gasoline during the week and prices remained unchanged at 31½c and 32c per gallon. In the United States there is continued talk of the strength of the gasoline and coal oil markets but as long as crude oil remains unchanged in price at present levels prices in all probability will hold steady. Consumption of gasoline is growing steadily but production in crude oil is not keeping pace. Benzine is quoted 1c per gallon less than gasoline.

Nails And Wire

In Very Firm Market

Toronto.

NAILS, WIRE.—There is a very strong situation in the market for nails owing to the inability of the manufacturers to get wire rods. In the United States rods are quoted at \$95 to \$100

per ton and in the face of this price local dealers can see nothing but higher prices in the not distant future. In the United States some manufacturers are asking \$4 per keg for wire nails. Wire products are in a firm position also. Locally standard steel wire nails are quoted at \$5.20 per hundred pounds base and cut nails at \$5.05 base.

Drills And Horse Clippers Higher

Toronto.

DRILLS, CLIPPERS.—Considerable advances are recorded by some of the wholesale houses on twist drills, jobbers' drills and bit stock drills. Twist drills, with taper shank, are now quoted in certain quarters at 40 per cent. off list, the former discount being 45 per cent. off list. Jobbers' drills are also quoted at 40 per cent. off list, the same amount of increase applying as in the case of twist drills. Bit stock drills are likewise quoted at 40 per cent. off list. Horse clippers have advanced approximately 10 per cent. on all lines. One of the well known lines, the Newmarket, is now quoted at \$2 each, the former price being \$1.85.

Tackle Blocks Are 10 Per Cent. Higher

Toronto.

TACKLE BLOCKS.—A 10 per cent. increase has been made effective on steel snatch tackle blocks and on loose hook blocks. On the single 6-inch size, where the price was formerly 90c each, they are now \$1. Other lines of steel blocks make proportionate advances. The higher cost is attributed to the condition in the steel market.

Posthole Augers Up

An increase of approximately 10 per cent. has been made in the price of Vaughan's posthole augers. On the 5-inch and 6-inch sizes the net price is now \$11; on the 7-inch size the price is \$11.35; 8-inch is \$12.65; 9-inch, \$12.85; and 10-inch, \$14.35.

Alarm Clocks Advance

An advance of 10c has been made in the price of American alarm clocks, which makes the selling price now \$1.15 each.

Crosscut Saws Will Go Up

Jobbers have announced in certain instances that prices on cross-cut saws have been withdrawn pending the announcement of new prices in the near future. This is taken as an index that higher prices are highly probable.

Black And Galv'd Sheets In Very Firm Market

Toronto.

SHEETS, PLATES.—The difficulty in the sheet market now is not to get the price, but to get the material. It is predicted that before many months black sheets will be quoted at \$10 and galvanized at \$12. Premier sheets have advanced to the following figures:

	Per 100 lbs.
10½ oz.	\$9 50
U.S. 28	9 20
U.S. 26	8 90

22 and 24	8 75
18 and 20	8 60
14 and 16	8 45

F.O.B. Hamilton, Toronto.

There is a heavy demand for black sheets, and higher prices are expected in the near future. The range at present follows:

	Per 100 lbs.	
10 gauge	\$7 50	\$7 90
12 gauge	7 55	8 00
14 gauge	7 45	7 90
16 gauge	7 50	8 00
18-20 gauge	7 30	7 90
22-24 gauge	7 35	7 95
26 gauge	7 40	8 00
28 gauge	7 50	8 10
29 gauge	7 60	.....
¼-inch boiler plate	8 00	9 00

Corrugated Sheets Hold In Firm Position

Toronto.

CORRUGATED SHEETS.—With the firm situation that has developed in black and galvanized sheets there is a sym-

SPADES AND SHOVELS HAVE AGAIN MOVED UP

SPADES AND SHOVELS.—While **HARDWARE AND METAL** was about to go on the press word was received that an advance has taken place in spades and shovels. The higher prices are occasioned by the condition in the steel market. New prices are f.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton with freight equalized thereon. Following are the new discounts

Shovels.—Unchanged at 35 per cent. off list for first grade, 20 and 10 off for second grade and 12½ off list for fourth grade.

Draining Tools.—Unchanged, 35 per cent. off list for both first and second grade.

Hollow Back Scoops.—First grade, 15 per cent. off list; fourth grade, 7½ per cent. off list.

Hollow Backs, Sand Shovels and Coal Shovels.—First grade, 33 per cent. off list; fourth grade, 2½ per cent. off list.

Riveted Back Scoops.—First grade, 12½ per cent. off list; fourth grade, 12½ per cent. off list.

Jones Miners' Spring Point Riveted Shovels, Lists Nos. 42 and 43.—First grade, 12½ per cent. off list.

Extras.—Full polished are now \$1 per dozen net extra.

pathetic condition in the market for corrugated sheets. Demand is reported fair for these sheets. Metal shingles and siding metal have also had a fair demand. Prices remain unchanged during the week.

	Galvanized	Painted
	Per 100 Sq. Feet	
No. 28 gauge	\$7.25-\$7.75	\$ 6 00
No. 26 gauge	8.00- 8.50	6 75
No. 24 gauge	12 00	9 00
No. 22 gauge	14 50	11 00
No. 20 gauge	17 00	13 50
No. 18 gauge	22 00	17 00

Iron And Steel Advances Confirmed

Toronto.

IRON AND STEEL.—The advance in iron and steel that was announced in last week's issue as about to be put into effect by some concerns has been confirmed. The demand for iron and steel of all kinds is very brisk. With the condition in the steel market in the United States dealers state they are anticipating still further advances. Common bar iron is

now quoted at \$5 base in certain quarters and angles at \$5.50 base. Following are the prices prevailing:

	Per 100 lbs.	
Common bar iron	\$ 4 75	\$ 5 00
Common bar steel	5 00	5 25
Refined iron	5 10	5 35
Angle base	5 25	5 50
Horseshoe iron	5 00	5 25
Norway iron	8 00	9 00
Mild steel	5 00	5 25
Tire steel	5 20	5 45
Toe chalk steel	5 75	6 00
Sleigh shoe steel	5 00	5 25
Band steel	5 25	5 50
Spring steel	6 50	.....
Mining tool steel	16 50	18 00
Sheet cast steel	26 00	35 00

Boiler Tubes Are In Unusual Demand

Toronto.

BOILER TUBES.—Dealers in boiler tubes state the demand for these goods is unusually good for this time of year. Prices are firmly held as a result of the condition with the manufacturers in the United States. The advance of 10 per cent. recorded last week is now quite generally in operation.

	Per 100 Feet	
	Cold Drawn	Lapweld
1-inch	\$27 00	\$
1¼-inch	33 00	.....
1½-inch	35 00	30 00
1¾-inch	38 00	30 00
2-inch	38 00	30 00
2¼-inch	40 00	35 00
2½-inch	46 00	36 00
3-inch	52 00	42 00
3¼-inch .....	.....	48 00
3½-inch	62 00	52 00
4-inch	76 00	65 00

Solder Holds Firm At Recent Advances

Toronto.

LEAD AND ZINC PRODUCTS.—Following the big advances that were recorded in solder last week, the market is holding steady and firm. In some quarters of the metal trade even higher prices are looked for. Lead sheets are also in very firm position as a result of the condition in the pig lead market, where advances were scored during the week in the primary market. Lead sheets are in fairly good demand.

Lead pipe, lb.	\$0.17	.....
Lead waste pipe, lb.	0.18	.....
Lead traps and bends	15% on list	.....
Lead wool, lb.	0.16	.....
Lead sheets, 3 lbs. sq. ft.	0.16½	.....
Lead sheets, 3½ lbs. sq. ft.	0.16¾	.....
Lead sheets, 4 to 6 lbs. sq. ft.	0.16½	.....
Cut sheets, ¾ c. lb. extra and cut sheets to size, 1c lb. extra.	.....	.....
Solder, guaranteed, lb.	0.42	.....
Solder, strictly, lb.	0.41½	.....
Solder, commercial, lb.	0.40	.....
Solder, wiping, lb.	0.40	.....
Solder, wire, lb.	0.45	.....
Zinc sheets, per lb.	0.26	.....

Old Brass And Lead Pipe Higher

Toronto.

OLD MATERIALS.—An advance of ½c per pound in the price being paid for tea lead was recorded during the week, and in heavy lead pipe ¾c. Red brass was advanced 2c per pound, and light brass increased ½c. Heavy copper went up again to 26½c, an advance of 1½c. In old rubbers, boots and shoes there was an advance of ¼c. The market for old materials is one of strength, as dealers report there is a good demand for

nearly all commodities. Following are the prices now prevailing:

Tea lead	\$ 0 07½	.....
Heavy lead pipe	0 10¾	.....
Yellow brass	0 15½	0 16
Red brass	0 22	.....
Light brass	0 11½	.....
Scrap zinc	0 09	.....
Heavy copper	0 26½	.....
Old cast iron, per ton	24 00	.....
Stove plate, per ton	18 00	.....
Old rubbers, boots and shoes	0 08½	.....
Overshoes, lumbermen's rubbers .....		.....
boots	0 06½	.....
Bicycle tires	0 03½	.....
Auto tires	0 05¾	.....

Binder Twine Advances With Some Dealers

Toronto.

CORDAGE, TWINE.—The International Harvester Company has announced that their prices on binder twine have been increased in Ontario 3½c per pound, which now makes their selling price on the 500-foot length 19½c, on 550-foot length 20c, on 600-foot length 20½c, and on the 650-foot length 21¼c. The Plymouth Cordage Company had not advanced their prices at the time of writing, as they stated they were booked to capacity, and were not taking any further orders. The market for all cordage lines is firm. There is a good demand for rope both in Canada and the United States. It is expected that the German boats taken over by the United States Government in the Philippine Islands will give considerable supplies of fibre when they reach American ports.

Stoves And Ranges In Firm Position

Toronto.

STOVES, ENAMELWARE.—Manufacturers in some instances report that they are unable to keep up with the demand for gas and electric ranges. This is due to the fact that there is a shortage of materials for their manufacture. Oil cooking stoves are pretty much in the same position, and the situation on ovens is one of more orders than they are able to fill. The situation in black sheets is the controlling factor in this market to a large extent. There is a firmness in the market for stoves and ranges following the advance of 5 per cent. announced in furnaces last week, and the opinion is expressed in the trade that stoves and ranges are likely to go higher also, judging from the condition in the raw material market. Enamelware prices remain unchanged during the week, and the demand is keeping up surprisingly well. The demand apparently is coming in a large measure from munition workers, who are earning good money and do not hesitate to spend it.

Washboards Go Up About 20 Per Cent.

Toronto.

WASHBOARDS.—An increase of approximately 20 per cent. on Newmarket lines of washboards has been announced. Pony are now quoted at \$2. Crown at \$4.05, Dandy at \$4.25, Improved Globe at \$4.35, Standard Globe at \$4.45, Original Globe at \$4.75, Newmarket King at \$4.75, Diamond King at \$5, Western King at \$5.25, and double-faced wooden at \$2.20

per dozen in each instance. Increases have been due to higher cost of materials and labor.

Metals Still Show A Firm Tone

Toronto.

PIG IRON.—Locally pig iron is unchanged and a quotation of \$50 is the only one obtainable. The tendency of the market is still upwards. Prices in the United States have advanced \$2 to \$3 ton.

TIN.—The market is firm but quiet, and the strength shown during the past two weeks is still evident. Prices here are little or no higher than prices quoted in New York. Locally the price is 65c-67c lb.

COPPER.—The market locally is firm and unchanged. In the U.S. the trade is anxiously awaiting the fixing of the price of copper to the government. There have been reports that the price will be around 24-25c lb. Locally prices are unchanged at 37½ to 38c lb.

LEAD.—The lead situation locally is unchanged. In the New York market trading has been temporarily suspended, as dealers do not appear to have stocks and producers are only taking care of

special customers who have contracts. The "Trust" price at New York is 10c, with independents asking 10½ to 11c. Sales are reported at 10.65 for June, and 10.50 for July. Quotation locally remains at 13½c lb.

SPELTER.—Since last report the zinc, ore market advanced and was followed by a decline. The market still shows strength. Locally quotations are unchanged at 11½c to 13½c lb.

ANTIMONY.—There is a quiet but firm tone to the market. Quotations range from 30 to 35c lb.

ALUMINUM.—There is no change in the situation. The market is firm at 68c lb.

Range Boilers Advance \$1 Each

Toronto.

RANGE BOILERS.—An advance of \$1 on range boilers was recorded during the week which makes the selling price of standard 30-gallon now \$12 and of extra heavy 30-gallon \$14.50. The advance follows on a firm and advancing market for galvanized sheets of all kinds. There is furthermore a scarcity of these materials.

LONDON MARKETS

LONDON, May 21.—General price advances of about 10 per cent. are recorded during the past week in rim locks and knobs. Mortar stain, lantern globes, washboards, belting, valves and asbestos paper have also advanced. Business has been good, and the warm weather has started a good sale for lawn mowers and screen doors. Steady prices have been maintained in nails, glass and rope. Linseed oil and turpentine are reported easier.

Cheap Rim Locks And Knobs Advance

London.

RIM LOCKS AND KNOBS.—An advance in prices on cheap rim locks and rim and mortise knobs has been recorded, and new prices quote rim locks at \$2.30 per dozen. Rim and mortise knobs in jet and porcelain are quoted at \$2.05 per dozen.

Clinton Mortar Stain Goes Higher

London.

CLINTON MORTAR STAIN.—A further increase of prices on Clinton mortar stain are recorded during the week, and new prices quote red stain at \$1.40 per 100 bbls., and black stain at \$2.50 per 100 bbls.

Higher Prices On Lantern Globes

London.

LANTERN GLOBES.—New prices on lantern globes indicate increased prices. New quotations are as follows for the cold blast and short style: Cold blast, in

1 doz. cases, \$1 per doz.; in 3 doz. cases, 90c per doz.; in 6 doz. cases, 85c per doz. Short style are quoted at \$1 per doz. in 1 doz. cases; in 3 doz. cases, 90c per doz.; in 6 doz. cases, at 85c per doz.

Washboard Prices Advance 10 Per Cent.

London.

WASHBOARDS.—An advance of 10 per cent. in washboards has been recorded in the past week, and new prices are quoted as follows: Tinned globe at \$3.15 per doz; improved globe at \$4.35 per doz.; glass at \$5 per doz.; and pony at \$1.75 per doz.

Higher Prices In Canvas Belting

London.

CANVAS BELTING.—A further advance in prices of canvas belting is quoted. New quotations show a discount of 45 per cent. off standard list.

Prices On Valves Advance Again

London.

VALVES.—A further advance in prices on valves is quoted, and new prices are as follows:—Globe, angle and check standard valves at 35 per cent. discount for standard; Jenkin pattern at 35 per cent. discount, and genuine Jenkin add 10 per cent. to standard list.

Bolts And Nuts Advance 10 Per Cent.

London.

BOLTS AND NUTS.—New discounts applying to standard list on bolts and nuts have been issued, and record an ad-

vance of about 10 per cent. in prices. New discounts are shown elsewhere in the market report in a panel.

Asbestos Paper Goes Higher

London.

ASBESTOS PAPER.—Further advanced prices on asbestos paper are in effect this week. New prices quote asbestos paper at \$12 per 100 lbs.

Screen Doors And Windows Up 10 Per Cent.

London.

SCREEN DOORS AND WINDOWS.—The warm weather has increased the demand for screen doors and windows, and prices have advanced about 10 per cent. New prices on doors are: No. 1 grained only at \$12.50 per doz.; No. 21 Naissen grained, filled and varnished, at \$18.70 per doz.; No. 8 panel doors at \$22.55 per doz.; and No. 9 panel, with oval doors, at \$26.50 per doz.

Nail Prices Hold Steady

London.

NAILS.—Prices on wire and cut nails are unchanged, and previous prices are maintained as follows: Wire nails at \$5.20 base; cut nails at \$5 base.

Lead In Oil Is Unchanged

London.

LEAD IN OIL.—Prices on lead in oil have been maintained during the week at previous quotations of \$16.50 per 100 lbs. for pure lead in ton lots, and \$16.80 for pure lead per 100 lbs. in less than ton lots.

Glass Quotations Are Unchanged

London.

GLASS.—Previous prices on glass have been maintained, and unchanged prices are quoted at 15 per cent. discount from standard list for single diamond, 15 per cent. discount for double diamond, and 50/5 per cent. discount for cut lights. A new list shown in HARDWARE AND METAL last week will go into effect here next week.

No Change In Rope Quotations

London.

ROPE.—Rope prices have been maintained firmly and unchanged quotations are as follows: Pure Manila rope at 33½c base; British Manila at 27½c base; New Zealand hemp at 27½c base; and sisal rope at 24½c base.

Screen Wire And Netting Are Steady

London.

SCREEN WIRE AND POULTRY NETTING.—Prices on screen wire were maintained in a steady market during the week, and prices are quoted as follows: In 100 ft. rolls, painted wire at \$2.75 per 100 sq. feet; painted wire, in 50 ft. rolls, at \$2.80 per 100 sq. feet; and bronze

screen wire at 14c per sq. feet. Discount of 30/10 per cent. on poultry netting, Canadian, is unchanged.

Tools, Mowers, Spades And Shovels Steady

London.

HARVEST TOOLS, LAWN MOWERS, SPADES AND SHOVELS.—In a steady market prices on these articles were well maintained. Harvest tool discounts show 33 1/3 per cent. off standard list. Lawn mowers show 40 per cent. off list, and spades and shovels are quoted as follows: Firsts at 35 per cent. discount; seconds at 20/10 per cent. discount; and fourths at 12½ per cent. discount from standard list.

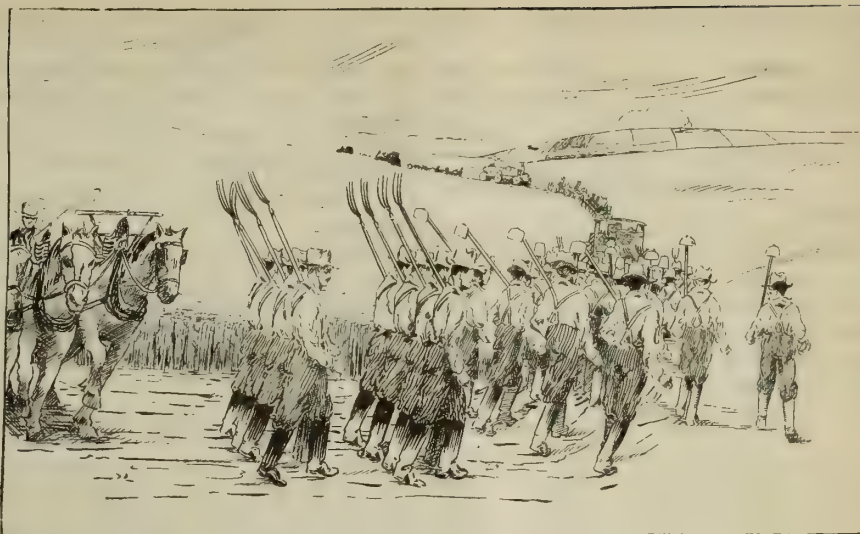
WINNIPEG MARKETS

WINNIPEG, Man, May 23.—Already the entry of the United States into the war is making itself felt in more ways than one, and this is in evidence with the rapid advances being made in the prices on some commodities. Prominent among these affecting the hardware trade will be seen black and galvanized sheets. In these lines, the mills already have more business than they can handle for the year so that no new orders will be accepted. This condition of affairs being predominant one can readily see sufficient cause for the manufacturers to boost prices.

Big Advance In Galvanized Sheets

Winnipeg.

Black and galvanized sheets have been especially affected by the entry of the U.S. into the war and prices have advanced another dollar per 100 lbs. A big percentage of the sheets being used in Canada to-day come from the U.S. and the general feeling seems to be that this coming fall will see this line and its products practically off the market as far as the hardware trade is con-



The Real Homeguard.

From Vertical Farming Magazine.

Linseed Oil And Turps Are Down

London.

LINSEED OIL AND TURPENTINE.—Easier prices on linseed oil and turpentine are reported during the week. Linseed oil down 10c per gal. shows present prices as follows:

	Raw. Per gal.	Boiled. Per gal.
1 to 2 bbls.	\$1.40	\$1.43
3 to 5 bbls.	1.39	1.42
6 to 9 bbls.	1.37	1.40

A decrease in price of turpentine of 2c per gal. quotes new prices as follows: In 1-bbl. lots at 76c per Imp. gal.; in 2 to 4-bbl. lots, at 75c per Imp. gal.; in 5-gal. lots, at 83c per Imp. gallon.

cerned. The following are the quotations available:—

Black Iron Sheets—28-gauge, \$9.00; 26, \$8.90; 24-22, \$8.85; 20-18, \$8.80; 16-14, \$9.00; 12-10, \$9.25 per 100 lbs.

Galvanized Sheets, Appolos or Premier—10% oz., \$11; per 100 lbs.; 28-gauge, \$10.70; 26, \$10.40; 24, \$10.25; 22, \$10.25; 20, \$10.10; 18, \$10.10; 16, \$9.95 per 100 lbs.

Terne Plate And Tin Plate Also Advance

Winnipeg.

Another line to undergo a big advance during the week is Terne plate and tin plate, the new figures on which are at least two dollars higher than those formerly ruling and in some cases considerably more. The new schedule of prices is given below:

Terne Plate, IC 20 x 28, \$20 per box.
Tin Plate, IC, 20 x 28, \$23; IC, 20 x 33, \$27.25; 1X, 20 x 28, \$25 per box.

Canada Plate Up \$1.50 Per Box

Winnipeg.

Another big advance is that made in the price on Canada plate, which goes up one dollar and fifty cents per box. It will be seen also that the new prices bring the three sizes all down to the same basis. Present quotations now

being made on the 6, 7 and 8 in. Sizes are:

Half polished \$10.00 per box
Full polished \$11.00 per box

Wrought Iron Pipe Again Goes Higher

Winnipeg.

Last week, a big advance was recorded in the price applying to wrought iron pipe and this line is prominent again this week with another jump in value. New prices shown below though not representing a very big boost reveal the tendency towards even higher quotations. To-days best prices are:

	Black	Galvanized
	Per 100 Feet.	
1/4 in.	\$ 5.90	\$ 8.24
3/8 in.	5.98	8.33
1/2 in.	7.65	9.45
3/4 in.	9.68	12.11
1 in.	14.31	17.90
1 1/4 in.	19.35	24.20
1 1/2 in.	23.13	28.94
2 in.	31.14	38.93
2 1/2 in.	49.91	62.19
3 in.	65.25	81.36
3 1/2 in.	80.64	99.90
4 in.	95.40	118.80
4 1/2 in.	112.50	.....
5 in.	131.40	.....
6 in.	170.10	.....

New List And Discount On Pipe Fittings

Winnipeg.

Revised prices are to be issued on pipe fittings and although net prices are not yet available, the new schedule has been arrived at, and future business will be taken at prices figured from the following advances on discounts from list.

Malleable Fittings—Class A—50%; Class B and C—30% on list. Unions—35%; Bushings—25%; Plugs—20% discount.

Miscellaneous Lines Figure In Changes

Winnipeg.

There have been other important changes during the week in the matter of price and it is notable that practically every item affected as shown throughout this report, has advanced a far greater percentage than has usually been evident during the period of abnormal conditions. Take for instance the lines enumerated herewith.

	Per Doz.
Clay Picks advance	\$1.75
Pick Mattocks advance	1.50
Cutter Mattocks advance	1.50
Crow Bars advance .....	.75

These bring figures to a much higher level than those formerly in force and reveals the following as to-day's best quotations:

	Per Doz.
Clay Picks, 6 to 7 lbs.	\$8.75
Pick Mattocks	9.25
Cutter Mattocks	9.25
	Per 100 lbs.
Crow Bars	\$7.00

Advances In Sad Irons And Lamp Chimneys

Winnipeg.

New prices have been issued on Mrs. Potts' sad irons, the No. 55 set advancing 30 cents and the No. 50 set advancing 35 cents per set, making the new quotations:

No. 55 \$1.50 per set; No. 50, \$1.60 per set.

Lamp chimneys have been revised to the following advanced figures:—A—per case 8 dozen, \$6.00; per dozen 85c; B—per case 6 dozen, \$5.30, per dozen, \$1.00.

Glass Lamps, Lantern Globes Again Boosted

Winnipeg.

Glass lamps are also being sold at new prices as will be noted in looking over the figures below. In sympathy with all other lines, the new prices represent increased valuation. The basis of this valuation now is:

No. 102 or 105 A—\$2.00; C—\$3.15; E—\$4.00 doz. 104 A—\$2.00; C—\$3.15 doz.

Lantern globes have also taken advanced figures, which will eliminate the "3 for 25 cents" sales, which many merchants have made for years past. The present prices are regular pattern, No. 2 cold blast, \$1.00 doz.; short pattern, \$1.10 doz.

Glass Situation Is Becoming Serious

Winnipeg.

The many revisions during the week on items manufactured of glass recall the situation in window glass which has been outlined in these columns on different occasions. No improvement in the present outlook seems possible and before many months, there will be a decided shortage in all stocks. Shipments from the manufacturers are practically nil and it would be impossible for them to supply the demand if their plants were running to full capacity, which condition unfortunately, does not exist. There has been no further change in price, the following basis still being adhered to:

	Single	Double
Up to 25 in.	\$ 8.75	\$12.75
26 to 40 in.	9.75	14.75
41 to 50 in.	12.50	16.50
51 to 60 in.	13.00	17.25
61 to 70 in.	14.00	18.50

Linseed Oil And Turps Maintain Steadiness

Winnipeg.

The local market on linseed oil and

turpentine remains steady for the week. Linseed oil has enjoyed some notoriety during the past couple of weeks and the extremely high level to which prices were sent has been maintained. No change is yet evident in quotations on turpentine, the prices of the past few weeks still holding firm. The present scale of prices are noted herewith for these two lines:

Linseed Oil—Raw—\$1.64; Boiled—\$1.67 per gal. bbl. lots.

Turpentine—85c per gal. bbl. lots; 88c per gal. 1/2-bbl. lots; 90c per gal. 5-gal and 1-gal. lots.

Miscellaneous Lines Undergo Revision

Winnipeg.

There have been numerous other lines to undergo revision during the week as will be seen from the list outlined herewith. The prices shown, in each case indicate advance over previous figures:

Shoe Polish—2-in-1—\$1.00 doz.; Hook and Strap Hinges—10c lb.; Hat and Coat Hooks, Coppered Wire, 3"—\$1.15 gross; Hay Rack Brackets No. 1—\$1.70 per set; No. 2—\$1.85 per set; Rawhide Halters—\$21.00 doz.; Standard Valves—Angle, Globe, Check, 25% discount; Gate—15% discount; Grub Hoes—\$7.25 doz.; Agricultural Wrenches—55% discount; Westcott Wrenches, 6—\$9 doz.; 8—\$11.25 doz.; 10—\$13.75 doz.; 12—\$17.50 doz.

VISITORS TO TORONTO

A. G. Snider, general merchant of Vandorf, Ont., was in the city the latter part of last week.

W. R. Groskurth, Laurel, Ont., general merchant, made a business trip to the city.

H. E. Moore, hardware merchant of Oakville, Ont., was in Toronto during the past week.

M. Chantlier, general merchant, of Newton Robinson, Ont., spent a day in the city on business.

J. D. Rowland, hardwareman of Mt. Albert, Ont., visited Toronto during the week.

H. S. McIntosh, of Locust Hill, Ont., general merchant, made a business trip to the city during the week.

George Beatty, Cedar Grove, Ont., general merchant of that place, made a short business trip to the city.



Making the Waste Places Productive.

From Vertical Farming Magazine.

WEEKLY PAINT DEPARTMENT

Prepared Paint or Hand Mixed?

Propounding the Merits of Prepared Paint Over Antiquated Hand-mixed Variety — Public Fail to Profit by Experts' Findings re the Complex Nature of Paint Manufacture

IT is a commonly accepted fact that the modern dealer in paints is not in the business for the purpose of making a collection of beautifully labelled cans, and in order that the contents of those cans may be spread where they belong, it must be recognized by him that he should be able to "sell" his goods; and one of the strongest arguments in his selling campaign must necessarily be in regard to a comparison of the merits of the old methods of mixing paint and the modern prepared paint.

To sell paint, one must know paint and be able to talk paint—to tell the whys and wherefores, and to convince the owner of the nimble dollar that the paint on his property will do him more good than the dollar in his pocket. A well-known paint manufacturer used to advertise that "good paint costs nothing, because it saves more than it costs." Here is a clearly demonstrable fact that should be fully impressed upon the paint purchaser, and the dealer is the only man in close enough touch with the consumer to get in the necessary "knocks." The first essential to increasing the paint business is to increase the demand for paint, and until the possibilities in this line are exhausted, squabbling over the business that comes begging to the store is foolish and expensive. An unpainted or ill-painted building in a community is a standing rebuke to the enterprise of the paint dealers in the vicinity, and if the owner can afford to paint and doesn't know that it will pay him to paint, the local paint dealer is a poor missionary of the gospel of paint. Thus far all interests can pull together, and when a conviction of delinquency has been impressed on the prospective consumer, it is then up to the dealer to convince him that the kind of paint he should select is scientifically machine-made paint, in preference to paste paints, mixed for use by hand. There is no doubt that the advocate of such paint has the better argument all the way through, if he knows how to use it.

What is Prepared Paint?

Prepared paint is, first of all, paint in its most modern form. It is as up-to-date as wireless telegraphy or the automobile, and the struggle against its advance is as futile as any other attempt to set back the hands of the clock of progress.

Paint is obtainable in three forms:

First, as dry pigments and thinners. All paints used to be made by the painter from such materials, laboriously grinding the dry pigments in oil; then laboriously mixing the product with more oil, turpentine, dryers, etc.

Second, as paste colors, oil, turpentine, Japan, etc. Painters of a later date found it more profitable and infinitely more satisfactory to allow the manufacturer to do the grinding of the dry pigments in oil by machinery. The custom is still common, and many painters of today insist as strongly upon the privilege of mixing, as their predecessors insisted upon their prerogative of grinding paints.

Thirdly, as paints in sealed packages, practically ready for use. Many painters who for ordinary purposes advocate and prefer paints hand-mixed in their shops,

when ordering paint in quantity for use on large operations, have the entire work of preparation done in the paint factory, thus testifying to the superiority of paints so made.

Don't "Push a Paint Paddle"

Elbert Hubbard said, "When a machine will do the work better than a man, we let the machine do it." Another writer has remarked that "Life is too short to spend in pushing a paint paddle."

Herein lies the kernel of the argument in favor of prepared paint. A machine will do mechanical work better than a man, will do more of it in a given time and at a lower cost. It is, therefore, evident that prepared paint is mechanical efficiency plus concerted intelligence; hand-mixed paint is human brawn plus individual luck.

Prepared paint is, in addition, the product of exceptional facilities and complete organization. Accuracy and duplication of results are assured at every stage of its production, while hand-mixed paint always involves a series of try-it-on, a little-more-of-this-and-a-little-more-of-that attempts before the re-



Display of paints by Christie Bros., Dundas St., Toronto. Note how firm's name and also paint manufacturer's name is made to stand out prominently, thus impressing both on the mind of the passer-by.

quired result is obtained. Prepared paint is made by formula from materials that have passed chemical investigation, and have been calculated to a standard. Assurance as to the character and quality of raw materials is of the utmost importance in the character of the paint produced, and such assurance is impossible without the aid of chemical and physical experts who are not available to the painter or contractor who buys and mixes his own materials by the gallon or the barrel.

Proved Formulas Should be Duplicated

When a formula has been proved by test or experience to be right, it is important that it shall be duplicated in order to duplicate results. Such duplication is impracticable in small quantities outside of the laboratory, hence every lot of paint prepared for use by hand in the paint shop varies from the accepted standard. In the paint factory duplication is, within narrow limits, absolute.

It is recognized that a power-mixer will tint to a uniform gray in eight or ten minutes one thousand gallons of white liquid paint, with lampblack. To obtain a uniform tint in one gallon of these materials by hand would require hours of constant stirring. The cost of the mechanical work on the thousand gallons would be very small per gallon, while the cost of hand labor is from 15 cents to 50 cents per hour. Lampblack is an extreme example of difficult mixing,

but the same relative ratio obtains throughout the entire list of tints and shades. Then, again, the machine-mixed paint is sold in packages of various convenient sizes, so that the buyer can have exactly as much as he needs and no more. Hand-mixed paint, on the other hand, cannot be made to the exact tint required without either excess or shortage.

Any painter will admit that he can make better paint by stirring his ingredients together half an hour than by stirring only fifteen minutes, but the mechanical efficiency of the paint machine, working a few minutes, is greater than that of a man working a whole day. It is evident, therefore, that prepared paints have all the advantages of uniformity, economy and convenience.

For the Painter

There is no counter-argument to the fact that the property-owner profits by the use of prepared paint. Some painters, however, still believe that whatever may be the case with the consumer, they lose if they use such products. They admit that prepared paint is much more economical than shop-mixed paint, and many of them will allow all the other contentions of the manufacturers—beauty, convenience, service, etc. They maintain, however, that paint in this form takes from them all the profit of preparation, leaving to them only the labor item of application—which is also

endangered by paint in too convenient a form. Still others argue with some reason that as paint should be modified for various purposes, and for the several coats, prepared paint is not technically practical.

To the first class it may be answered that the cost of the paint in any job is inconsiderable—about 10 per cent. to 20 per cent. of the whole—while the cost of labor makes up the bulk of the charges. Why, then, burden the cost of the material with additional charges for labor which can yield only an unsatisfactory product? At the same cost for the job will there not be more profit for the painter if the labor cost is reduced?

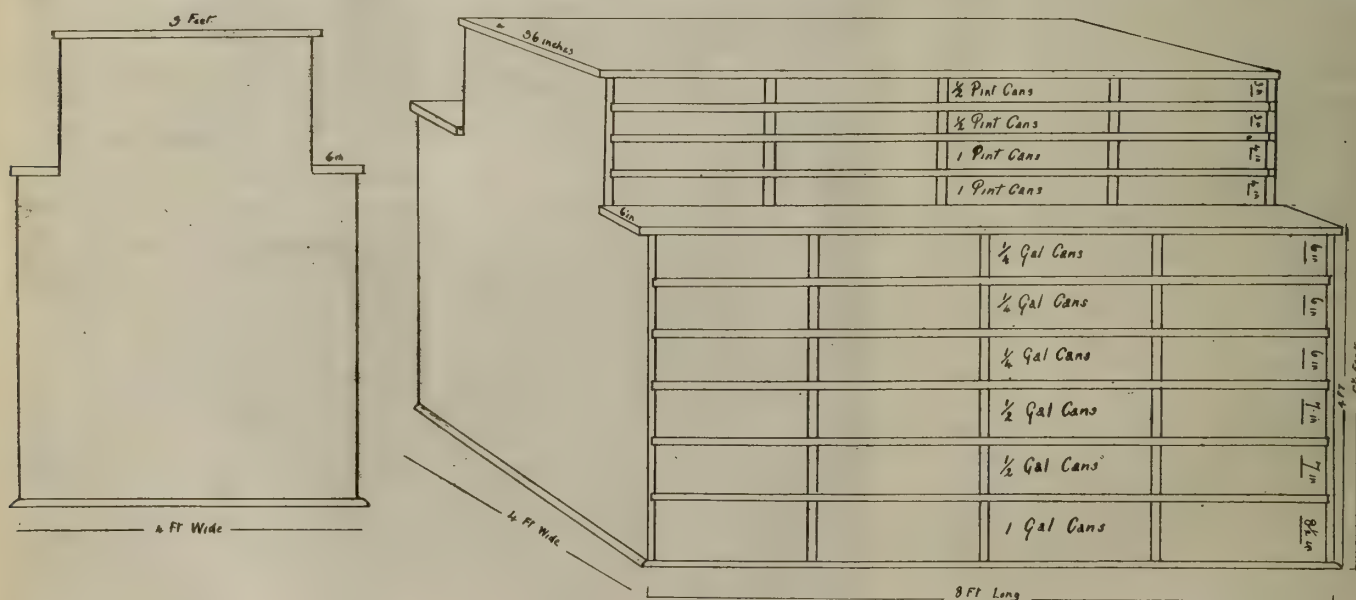
To the second class it may be answered that skilled artisans of this type are scarcely available now, and to-morrow will be no more. Why, then, cling to customs which are henceforth impracticable? As progress has forced the majority of us to adopt up-to-date methods in other branches, so it will eventually compel all of us to use prepared paints or go paintless.

Experts Recognize Paint is Complex Material

The fact that paint is a complex material which must be manufactured with a full knowledge of the properties of its constituents, and with due regard to specific service requirements, has been

(Continued on page 56.)

DETAILS OF PAINT DISPLAY STAND



The above drawing was made by S. W. Smith, manager Ontario division, Brandram-Henderson, Ltd. In commenting on the cabinet, at the request of HARDWARE AND METAL, Mr. Smith stated: "A great many dealers no doubt experience considerable difficulty in finding space on their shelves for the storage and display of their paints. The accom-

panying sketch shows a paint cabinet which can be adopted by most paint dealers, and it will do away with most of the difficulty they are now having.

"The cabinet is made to contain half-pints, pints, quarts, half-gallons and gallons. It is eight feet long, four feet wide, and five-and-a-half feet high over all, and has the following approximate

capacity:—Half-pints, 760; pints, 350; quarts, 660; half-gallons, 240; gallons, 80.

"A case of this capacity, of course, will not accommodate the stock of some dealers, and will probably be too large for the stock carried by others, but, at the same time, the idea will perhaps be useful to some dealers. The sketches show a side and an end view of the cabinet."

WHETHER you are planning to build a garage, or wish to improve the fittings on your present one, you will find in the advertisement of Stanley Garage Hardware, the most complete and reliable information available. It is a booklet which we are displaying this week.

Stanley Garage Hardware

is so different from the usual hardware store advertisement that it is sure to attract your attention. It is a booklet which we are displaying this week. It is a booklet which we are displaying this week.

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Newspaper Advertisements For Your Use

DO the people of your city who read advertisements of Stanley Garage Hardware in the National Magazines know that they can buy it at your store?

The easiest way for you to tell them that they can is to run a Stanley Garage Hardware advertisement occasionally in the principal newspaper of your city. Because of the liberal margin of profit you get for each sale of Stanley Garage Hardware, the line is well worth your advertising.

An attractive series of one, two and three-column newspaper advertisements has been prepared for you to select from. These are fully reproduced, and a blank for ordering them is enclosed with the booklet, "Selling More Stanley Garage Hardware." It will be sent you on receipt of the attached coupon.

For the advertisements you select, you will be sent electrotypes of the illustrations only. Suggested "copy" in proof form will accompany each electrotype, however, so that you can change or add to your advertisement as you wish before it is set in type by your newspaper.

If you have not yet received a copy of "Selling More Stanley Garage Hardware," cut out and fill in the attached coupon now and mail it to-day,

The Stanley Works

New Britain,

Conn., U.S.A.

New York, 100 Lafayette Street
Chicago, 73 East Lake Street

THE STANLEY WORKS, New Britain, Conn. Attention Service Dept.

Send me a copy of "Selling More Stanley Garage Hardware."

Name..... Firm..... Address.....

Jobber.....

If you do not stock Stanley Garage Hardware, mark a cross in the square below.

☐

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 23.—Steadiness with considerable firmness and strength of tone generally characterizes the paint and oil market of Montreal this week. Linseed oil is firmer, the passing falling off in prices of the past week having entirely vanished. Turpentine, though scarce, is not quoted quite as high as last week, but demand is not active. White lead in oil and putty are both very firm, dry white lead having advanced of late. Canadian red lead is firmer, due to the fact that no supplies of British red lead are now being imported, an embargo existing rigidly. Mixed paints are moving satisfactorily in response to sorting orders. Shellac is still firmer. Glass will without doubt be higher in price before long.

Montreal.

Linseed Oil Steady, But Firmer Tone

LINSEED OIL.—Last week there was a slight easing of tone in linseed oil, due to a weakening in flaxseed, which, however, proved only a very transient feature of the market. This week any traces of that easier tendency are entirely swept away, and the market has resumed strength. There may be more strength developing at the time of writing, for reports from crushers are towards firmness, though definite predictions were not being made. Amongst the large firms quoting to the retailer, the general report on the market was inclined to steadiness and firmness without any suggestion of any forthcoming unusual strength. Flaxseed quoted at time of writing about \$3.10 per bushel, gives the tone of strength to the market at primary sources, and the seed is arriving in Montreal in sufficient quantities to meet all immediate demand. Prices are quoted at time of writing from \$1.45 per Imperial gallon for raw linseed oil to \$1.55, and for boiled from \$1.47½ to \$1.58 per Imperial gallon in one-barrel lots. In larger quantities, which are not generally obtainable, the usual slightly more advantageous figures would be quoted.

Turpentine Scarce, But In Low Demand

Montreal.

TURPENTINE.—Although it is still felt that turpentine is not arriving at all freely enough upon the market, and the effect of freight difficulties is still troubling the trade, the price quotations of the week, at time of writing, were easier than those noted last week. For turpentine in one-barrel lots, from 72c to

as high as 78c per Imperial gallon was the range found. The lower figure was felt to be exceptionally low, considering the conditions of supply, but demand was reported only average, and without any special tendency towards activity. For turpentine in larger quantities than the one-barrel lot, 70-71c was quoted at one source of supply.

White Lead In Oil Maintains Strength

Montreal.

WHITE LEAD IN OIL.—White lead in oil is firm and steady at the recently advanced figures. At the time of writing there were hints of greater strength in this market, and dry white lead had scored another increase of 50c per 100 pounds, but the product in oil held steady. Owing to the general firmness in the metal market at present there might be further advances even above the present very high prices of white lead in oil, and no hint of lower prices is heard at all. Prices remain as quoted last week: In 5-ton lots, \$16 per 100 pounds; in 1-ton lots, \$16.30 per hundred; and in lots of less than a ton, \$16.60 per 100 pounds.

Putty Still Steady At Recent Advance

Montreal.

PUTTY.—Following the recent advance in prices, putty is still in strong market, and there are more likely to be further advances than reductions in quotations for putty as time goes on, unless the markets for the raw materials alter very markedly downwards. With linseed oil holding firm, and whitening so subject to risks and delays in arrival everything points to strength in the putty market. Standard putty is quoted this week at \$3.85 per 100 pounds in one-ton lots, and \$4.05 per 100 pounds in less than tons. Pure putty is worth a dollar per hundred more than standard, and the usual differentials for different quantities and forms of containers apply as before.

Mixed Paints Firm And Moving Well

Montreal.

MIXED PAINTS.—The market for mixed paints is unchanged except for the undoubted tendency to greater firmness that persists throughout all features of the present time. If anything, the note of firmness is stronger this week than last. Demand is good, and the manufacturers are sending out supplies as fast as improved transportation conditions will permit. Business in sorting orders

is being carried on to completion for the season. Good consumption of paint is reported from country points, and in view of almost certain advances yet to come in paints, unless raw materials get much less costly and more plentiful, the "paint-up" policy of the community at large is wisdom, since delayed painting usually means deterioration of paintable property out of proportion to any temporary saving effected.

Progress Reported With Color Making

Montreal.

COLORS.—While the situation as regards colors has been, and is still, very difficult, so that some colors are almost prohibitively high in price, there is heard this week a reassuring hint or two as to the progress being made (principally across the border) in the manufacture of colors. Reds are reported to be in a fair way to surpassing previous qualities and permanence. Blues also, formerly exceedingly hard to get in satisfactory shape, are coming along well, and the best scientific brains of America are bent to the task of production.

Still Firmer Goes Market For Shellac

Montreal.

SHELLAC.—The steady advances in the values of shellac gum continues, and the product in spirit maintains higher prices than ever except where vendors are fortunate in having made contracts of sufficiently long term with the importers in the United States. As high as \$4.25 for the orange shellac in gallons and \$4.50 for white were quotations on the Montreal markets at time of writing, and there was every likelihood of further advances.

Glass Market Is Exceedingly Firm

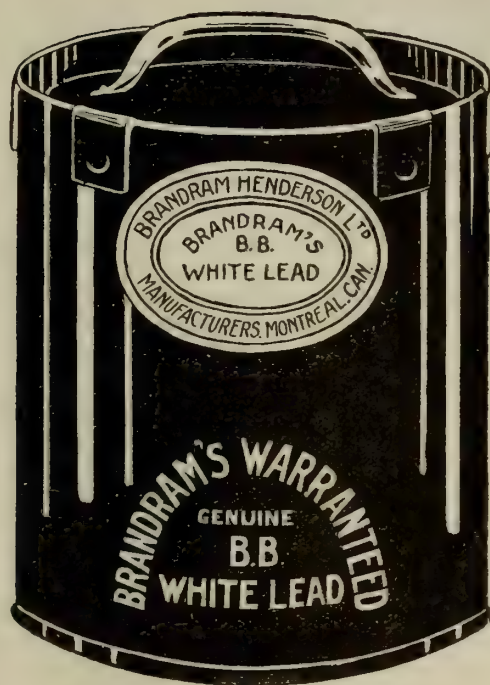
Montreal.

GLASS.—The strength of the glass market, reported last week, maintains in Montreal this week, but without so far any changes in price up to the time of writing. Alterations in price upwards are certain before long. Conditions of manufacture warrant these. Prices are shown in current quotations.

TORONTO

TORONTO, May 23.—There is a continued good business reported by paint manufacturers in sorting orders; some, in fact, are having to work overtime to keep up with the trade. There

Brandram's Genuine B. B. White Lead



IT IS THE WORLD'S STANDARD

For over a century it has been so regarded, each succeeding year adding to its reputation while confirming it.

Absolutely pure, uniform and non-crystalline it unites perfectly with pure linseed oil, producing a paint that is durable, protective, and of maximum covering capacity.

Our reputation is behind every pound, our guarantee, which you can pass on to the consumer.

Write for current quotations.

BRANDRAM-HENDERSON

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY LIMITED

If interested, tear out this page and keep with letters to be answered.

is a firmness in all paint lines. Mixed paints are due to advance in the not distant future, according to the opinion of men closely identified with the trade. Linseed oil during the week took on a firmer tone and higher prices were quoted in some quarters. Turpentine held steady, with light arrivals of stock reported. Glass dealers are positive in the expression of the opinion that the price of this commodity will have to go higher before the summer is over.

Linseed Oil Takes On Firmer Tone Again

Toronto.

LINSEED OIL.—There was a firmer tone to the linseed oil market during the week owing to the increase in the price of flaxseed. For three days the market for the seed was steady at \$3, but on Monday of this week it went up to \$3.09, and on Tuesday the cash flaxseed at Winnipeg closed at \$3.08. There is considerable uncertainty in the market, but the general feeling is that the recent setback was but a temporary phase of the situation. There has been a good demand for oil from the crushers, as May and June are usually their heaviest months. Fairly good supplies of seed have been coming forward, and others are on the way, so that the crushers anticipate there will not be any difficulty in getting sufficient quantities of seed in the immediate future. Inspections of flaxseed at Winnipeg were heavy during the week, which indicates that there is a good movement; no less than 201 cars have been passed at that point in the five days ending with Tuesday night. This is the heaviest delivery of seed for some time. Demand for oil cake still keeps up in spite of the approach of the grass feeding season. Prices on single-barrel lots range from \$1.40 to \$1.45 per gallon for raw oil.

	Raw, Per gal.	Boiled, Per gal.
1 to 2 bbls.	\$1.40-\$1.45	\$1.43-\$1.48
3 to 5 bbls.	1.39- 1.44	1.42- 1.47
6 to 9 bbls.	1.37- 1.42	1.40- 1.45

Turpentine Down In Primary Market

Toronto.

TURPENTINE.—In the primary market at Savannah the price of turpentine during the week showed an easier tendency, the high point reached being 3¼c above the close on Tuesday of this week. Locally the prices held steady and quotations ranged from 72c to 76c per gallon in single-barrel lots. Arrivals of turpentine during the week were light, and there is still a comparative scarcity on this market.

	Per Imp. Gal.
1 barrel lots	\$0.72-\$0.76
2 to 4 barrels	0.71- 0.75
5-gallon lots	0.80- 0.83

Mixed Paints Continue In Very Firm Market

Toronto.

MIXED PAINTS.—Manufacturers report the volume of trade in sorting orders is still running heavy; in some cases office staffs have had to work overtime to keep pace with their work. In the op-

inion of some closely in touch with the situation mixed paints are in a very firm position, and they would not be surprised to see a further advance. They point out that while there was a temporary weakness in linseed oil, that is only a passing phase of the situation. White lead in oil and tin cans are other factors that have a strong bearing on the situation.

Glass May Be Higher Before Summer Is Over

Toronto.

GLASS AND PUTTY.—Owing to the fact that the American glass factories, who rely on hand work to manufacture glass, will close on May 25, to stay closed until October 25, there is a strong situation developing both in the United States and Canada. It is pointed out that stocks of glass in the hands of manufacturers in the United States were never lower than at present. There will still be some machine window glass manufacturers continue their operations during the summer, but there will not be enough in this trade to satisfy the demand. Operators find the work in the hand factories too hot to continue throughout the summer months. Locally the stocks of glass are fair, but dealers assert that they are low in Montreal and Winnipeg. There is a fairly good demand for glass from the Western part of Ontario and in Saskatchewan. These indications to some men well versed in the trade point to higher prices for glass before the summer is over. Jobbers are quoting according to the new list at 50 and 10 per cent. off. Putty continued in a firm position during the week. Bulk in casks is now quoted at \$3.90 per 100 pounds and \$4.35 for 100-lb. drums.

WEEKLY PAINT DEPARTMENT

(Continued from page 52.)

realized by technical consumers. Railroad experts, who are numbered among the largest paint consumers, have spent considerable time on the perfecting of formulas for their particular needs; and yet the general paint-consuming public are the last to profit by this knowledge except through the efforts of paint manufacturers to produce the best possible paint at the lowest possible price.

The results of large tests recently made confirm the conclusions of experts and prove that the manufacturers of prepared paint are correct in using two or more pigments in their formulas. The consumer who allows himself to be persuaded to use other materials when good modern prepared paint is obtainable, acts to his own detriment. He has, of course, a personal right to use tallow candles for light or a sickle for reaping, if he so chooses, since only he pays the cost and suffers the inconvenience, but he ought at least to have the opportunity to know that all these practices, including the practice of using hand-mixed paints, have become antiquated in modern times.

WHERE MAIL ORDER HOUSES THRIVE

(Continued from page 38.)

forts, which have proved to be unavailing, no attempt at organization to offset the impending evil has been made, and things, it is said, in the town, are going from bad to worse.

Some years ago, when the fields looked a great deal more promising than they do to-day, a local organization known as a branch of the Retail Merchants Association existed, and was instrumental in bringing about many reforms in the interests of the merchants. Among these reforms was the early closing law, and the one afternoon closing a week. After these reforms were instituted the value of an association did not appeal to the merchants to demand any further time or energy and, while the name still exists, the popular theory is that the association so far as this town is concerned, has been buried, cremated, and everything else which accompanies the death of an organization which shows no sign of resurrection at any cost.

And to-day it is like the proverbial search for a needle in the haystack to locate any of the officials, and such a thing as a meeting—well, that is absolutely out of the question, for, in the words of the merchants themselves, they are quite satisfied to earn their little living and let everyone alone.

"We haven't been bothered with mail order competition," say some merchants of the town with a look of absolute equanimity, and they are therefore unable to say whether the efforts of the local newspaper have been of any avail or not.

Whether the merchants of the town realize the situation is hard to say, but no efforts are being made to realize and remedy any situations which might affect them as a body. That the large city emporiums through the medium of mail order catalogues are doing their utmost to increase this branch of their trade is evident on every hand, and the little eastern town mentioned is no exception in this respect, for **HARDWARE AND METAL** learned that the last shipment received by the local post office contained five tons of mail order house catalogues from one firm alone, for distribution in the district.

AN IDEA OTTAWA MIGHT EMULATE.

From *Canadian Grocer*.

In the United States, a number of firms were requested to tender for large contracts to the American Government. The tenderers, no doubt, chuckled to themselves as they counted the handsome little fortune represented by the, not too modest, difference between their purchase price and their tender. Mr. Wilson, however, had slipped a Joker into the pack, quite contrary to Hoyle of course, at least, to the Hoyle the government profiteers swear by. The way the little game was worked was this. Those goods offered by tender were taken over with the terse information that "Mr. Wilson will set the price." Now, the inference not unnaturally is that Mr. Wilson will make some few inquiries before he pays for these goods. It looks as though the gentlemen will have to put their cards on the table.



BOECKH'S

Steel Grip—Rubber Set

Painters Brushes



*The
Bristles
Can't
Come
Out*



*Every Brush
Guaranteed
Absolutely
Perfect*

The features above stated combine to make Boeckh's Brushes the easiest selling and most satisfactory Brushes on the market. Sell Boeckh's guaranteed Brushes; they will enhance your reputation as all dependable lines do. You know that there is no article that will cause your customer more dissatisfaction than a bristle-shedding brush.

Put our reputation behind your reputation, and give your customers absolutely satisfactory service.

**The BOECKH BROS. Company
Ltd.**

TORONTO

CANADA



**The Straight Line
To
Satisfaction**



Berry Brothers' Varnishes always satisfy the user

For nearly sixty years the high quality and complete dependability of every product bearing the Berry label have been recognized by architects, painters, contractors and house owners.

There is no surer way to build up a bigger varnish business than by pushing Berry Brothers' brands. They make customers and retain them.

LUXEBERRY ENAMELS—in pure white, ivory and three shades of gray. Dull or gloss effects, durable, washable

LIQUID GRANITE—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof! also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY WALL FINISH—produces artistic color effects on walls. Makes a soft velvety finish in twenty-one attractive colors and shades.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

Write for descriptive price list and interesting dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville

Ontario

(496)

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle, smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, \$32.75 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½, \$3.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (230 in box), \$3.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80.

Shot, standard, 100 lbs., Toronto, \$17.35; Montreal, \$18; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.		
3/16.....	\$ 6.00	18 16.....\$12.00
4/16.....	5.00	19/16..... 14.00
5/16.....	5.00	20/16..... 14.00
6/16.....	5.00	21/16..... 16.00
7/16.....	5.00	22/16..... 16.00
8/16.....	5.00	23/16..... 18.00
9/16.....	6.00	24/16..... 18.00
10/16.....	6.00	25/16..... 21.00
11/16.....	7.00	26/16..... 21.00
12/16.....	7.00	27/16..... 24.00
13/16.....	8.25	28/16..... 24.00
14/16.....	8.25	29/16..... 27.00
15/16.....	9.50	30/16..... 27.00
16/16.....	9.50	31/16..... 30.00
17/16.....	12.00	32/16..... 30.00

Discounts from Standard List prices:

Common, 65%.
Fild's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz.	10 00	12 00
Double Bit	13 00	15 00
Boys' Axes	7 50	8 50
Hunters' Axes	6 25	7 25
Bench—No. 2, doz.....	9 40	
No. 3, doz.....	10 20	
No. 4, doz.....	10 90	

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb....\$1.35-\$1.60

Cut Lace Leather, lb....\$1.50-\$1.85

F.O.B. Montreal, Toronto.

BELLS (FARM)

C x 40 lb. 3 00

B x 50 lb. 3 60

A x 75 lb. 4 75

F.O.B. Montreal, Toronto.

BOLTS AND NUTS.

Carriage Bolts (\$1 list), ¾ in. dia. and smaller, 10%.

Carriage Bolts (\$1 list), 7-16 dia. and larger, net list.

Machine Bolts, ¾ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Flow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts (\$3 list), net list.

Step Bolts, large head (\$3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list \$1.50.

Nuts, square, tapped, add to list \$1.75.

Nuts, hexagon, blank, add to list \$1.75.

Nuts, hexagon, tapped, add to list \$2.

Terms: 2½ off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb., 12¼-12½

F.O.B. Montreal, London, Toronto.

BRASS

Per lb.

Spring sheets, 8 in. wide, up to 20 gauge

Rods, base ½ to 1 in. round.. 0 55

Tubing, seamless base

Tubing, iron pipe size, 1 in. base

Copper I.P.S. 0 58

F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz..... 5 00

3 sections, 5 ft., doz..... 6 30

3 sections, 6 ft., doz..... 7 50

F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy

30-gal. Standard

F.O.B. Montreal and Toronto.

BAKE BOARDS

Per doz.

No. 1—18 in. x 24 in. 7 00

No. 2—18 in. x 28 in. 7 60

No. 3—20 in. x 30 in. 8 00

Ironing Boards.

Size 12 x 60 ins., doz..... 8 00

Size 14 x 60 ins., doz..... 9 00

Folding, 14 x 58 ins., doz.... 18 00

Cork covered, doz..... 24 00

Sleeve Boards.

Basswood, stationary, doz.... 2 25

Folding, per doz..... 3 60

BOARDS, STOVE

See list under Wares.

Tin

BOARDS (Wash) Plate Zinc

PonyDozen \$2 00

Crown 4 05

Dandy 4 25

Improved Globe 3 15 4 35

Standard Globe 3 25 4 45

Original Globe 3 50 4 75

Newmarket King 4 75

Diamond King (Glass) 5 00

Western King (Enamel).... 5 25

Wood, double faced 2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840 17½%

No. 800 15 %

No. 838 17½%

No. 808 17½%

No. 804 20 and 10%

No. 802, 842, 844 25 %

Nos. 810 and 814 12½%

Nos. 820 and 910 25 %

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Held Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—¼ in., \$14.70 per 100 lbs.; 3-16 in., \$10.20;

¼ in., \$7.80; 5-16 in., \$6.90; ¾ in., \$6; 7-16 in., \$7.65; ½ in., \$7.45; 5/8 in., \$7.25; ¾ in., \$7.15; 7/8 in., \$7; 1 in., \$6.85.

B.B.B. Chain is priced as follows:

¼ in., \$13; 5-16 in., \$11.10; ¾ in., \$10.30; 7-16 in., \$10.05; ½ in., \$9.85; 5/8 in., \$9.65; ¾ in., \$9.50;

¾ in., \$9.35; 1 in., \$9.20.

Fire Welded—7-16 in., \$6; ½ in., \$6; ¾ in., \$6; 7/8 in., \$6.

B.B.B. Crane Chain—¼ in., \$9 per 100 lbs.; 5-16 in., \$8; ¾ in., \$7.20; 7-16 in., \$7.20; ½ in., \$7.20;

5/8 in., \$7.20; ¾ in., \$7.20. F.O.B. Montreal.

Cow ties, 12½%; trace chains, 12½%; dog chains, 32½%; halter chains, 32½%; tie-out chains, 60%;

stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

Canadian coil chain, 50% off list.

CEMENT

Cement, per bbl., \$2.25.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

List prices power churns:—No. 0, \$11; No. 1, \$11; No. 2, \$12; No. 3, \$13; No. 4, \$17; No. 5, \$20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25% out of stock.

CHOPPERS, FOOD

Universal (doz.)— Montreal Toronto

No. 0 \$14 00 \$13 50

1 17 40 16 30

2 20 40 19 00

3 25 80 24 50

CLOTHES LINE (Galvanized)

No. Per 1000 ft.

17—7-strand, 100 ft. lengths...\$6 40

17—7-strand, 50 ft. lengths... 6 60

18—6-strand, 100 ft. lengths... 4 95

18—6-strand, 50 ft. lengths... 5 15

19—6-strand, 100 ft. lengths... 4 35

19—6-strand, 50 ft. lengths... 4 60

F.O.B. Montreal, Toronto, London.

COPPER

Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.\$55 00 \$52 00

Plain sheets, 14 oz., 14x28 in., 14x60 in. 52 00 54 00

Copper sheet, tinned, 16x60 in., 14 oz.... 47 00 56 00

Copper sheet, planished, 14x60 base.. 61 00 60 00

Braziers' in sheets, 6x4 base 52 00 55 00

COMBS

Curry combs, list, plus 25%.

F.O.B. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb. 0 48½

No. 7, lb. 0 47½

Nos. 8, 9, 10, 12..... 0 47

F.O.B. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal.

Montreal Toronto

Ordinary, 52 sheets... 9 00 8 50

Galvanized

Apollo Crown Gorbals

18x24x52 ...6 25 7 50 9 75

60 ...6 50 7 75 10 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box

IC, 20x28 base\$24 00

IX, 20x28 base 28 00

IXX, 20x28 base 32 00

IXXX, 20x28 base 36 00

F.O.B. Toronto.

Raven and Murex Grades—

IC, 20x28 base, 112 sheets... 26 00

IX, 20x28 base, 112 sheets... 28 50

IXX, 20x28 base, 56 sheets... 15 00

IXXX, 20x28 base, 56 sheets... 16 00

F.O.B. Montreal.

TERNE PLATES

I C, 20 x 28, 112 sheets.... 20 00

F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base 11 50</

Paint With Business-Building Qualities and Big Profits



Over half a century of high quality paint-making has gained the full confidence of the consumer for RELIABILITY of our lines. They bring a steady patronage.

JAMIESON'S PURE PREPARED PAINTS

A WORD ABOUT PROFITS—Even though a product is a good seller it is not of much account to the dealer unless it pays a fair profit—our paints pay HANDSOME PROFITS.

Link up with us without delay. Write for our proposition—sure to interest you.

R. C. JAMIESON & CO., Ltd., Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

People are Doing Their Own Painting In Keeping With War-Time Economy

There are more amateur painters at work now than ever before. Sell them a paint that is all ready for use, a paint that is easy to spread, a paint that will give a hundred per cent. finish to a job, even though done by an amateur—*Sell Them Benjamin Moore's House Colors*—the economy servers.



Secure Agency Without Delay

There's no better than the present to prove the value of our agency. Drop a line to-day for proposition.

There never was a time like this to work up a good, steady paint trade. Sell a paint of *Exceptional Quality* and *Exceptional Price* and repeat orders are yours—*Benjamin Moore's Paints* will fill the bill for pulling *Repeat Orders* as no other paints. Sells at low price but gives a good profit to dealer.

BENJAMIN MOORE & COMPANY
WEST TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, net list; class B and C, net list. Cast iron fittings, 30% off list. Malleable and cast bushings, 37½% off list; unions, 45% off list; plugs, 35% off list. F.o.b. Toronto.

GRINDSTONES

Per 100 lbs.

Over 40 lbs. and 2 in. thick. 2 15
Under 40 lbs. 2 45
Mounted No. 115, each 7 00
Bi-Treadle, each 6 75

F.o.b. Toronto.

HALTERS (SNAP AND RING)

Doz.

Russet rope shank, 1 in. \$ 7 75
Russet rope shank, 1½ in. 9 25
Black rope shank, 1 in. 8 00
Black rope shank, 1½ in. 9 40
Hand sewn, no shank, 1 in. 14 50
Hand sewn, no shank, 1½ in. 16 50
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1½ in. 16 25

Halters (Sisal).

7-16 in. gross, \$21.60; 9-16 in., \$32.50. F.o.b. Toronto.

HAMMERS, S'EDGE

Can., 5 lbs. and over, cwt. 11 00
Masons, 5 lbs. and over, per cwt. 13 00
Napping, up to 2 lbs. 0 13½
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles, 35%; all ash axe handles, 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles, 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees, 25%; ash carriage neckyokes, 25%; ash and hickory carriage, buggy and democrat whiffletrees, 35%; twin neckyokes, 40%; chisel and file handles, 40%; chisel and file handles, 40%; Pearson horse pokes, 35%; dictator, Champion and Climax horse pokes, 30%; wood bow rake, 25%; wire bow rake, 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

Atlas, No. 0 6 05
Atlas, No. 1 8 05
Steelall, No. 50 7 20
Steelall, No. 51 7 80
Atlas, No. 2 8 50
Stearns, 4 in. 6 70
Stearns, 5 in. 9 25
Perfect, No. 1 10 45
Perfect, No. 1½ 12 00
Perfect, No. 2 10 00
Storm King and safety hangers, doz. 7 00
Steel track, 1½ in. 7 00-8 50

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

	Strap	Tee
Heavy 4-inch	\$3 00	\$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch		14 40

Subject to discount of 20 and 10% off list.

Light**Strap****Tee**

3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—
Under 12 in., per 100 lbs. 7 25
Over 14 in., per 100 lbs. 6 75
Extra hooks for above ½ in., per lb. 7¼
Extra hooks for above ¾ in., per lb. 7
F.o.b. Toronto, London, Hamilton and Montreal.

HOOKS, GRASS.**English**

	Canadian	Fox
No. 2, per doz.	\$2 65	\$3 25
No. 3, per doz.	2 75	3 70
No. 4, per doz.	2 85	4 00
Little Giant	4 65	

F.o.b. Montreal, Toronto.

HORSESHOES**Price per keg**

	No. 2	No. 1
Light iron 0-7	\$5 25	\$5 50
Long heel light iron 3-7	5 25	
Medium iron 1-8	5 25	5 50
Heavy iron 6-8	5 25	
Snow 1-6	5 50	5 75
New light "XL" steel 1-6	5 70	5 95

Featherweight "XL" steel. 0-4 7 10*
Special counter-sunk 0-4 7 60*
Toe weight (front only) 1-4 8 10*
*All sizes.

Packing Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

Patterns made larger smaller

Light iron 0-7 \$5 25 \$5 50

Long heel light iron 3-7 5 25

Medium iron 1-8 5 25 5 50

Heavy iron 6-8 5 25

Snow 1-6 5 50 5 75

New light "XL" steel 1-6 5 70 5 95

Featherweight "XL" steel. 0-4 7 10*

Special counter-sunk 0-4 7 60*

Toe weight (front only) 1-4 8 10*

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Terms—Cash in thirty days, less 2% discount.

Patterns made larger smaller

Light iron 0-7 \$5 25 \$5 50

LADDERS, ETC.

	Per ft.
Shelf-lock	15c ft.
Ontario	20c ft.
Faultless	23c ft.
Mechanic	29c ft.
Hercules	26c ft.
Perfect	25c ft.
Faultless, extra heavy	28c ft.
Hercules, extra heavy	31c ft.
Mechanic, extra heavy	34c ft.
B.T. Standard	19c ft.
B.T. Economy	15c ft.
B.T. Iron Bound, 4-8 ft.	27c ft.
B.T. Iron Bound, 16 ft.	42c ft.
B.T. Iron Bound, 18 and 20 ft.	52c ft.
Crescent	18c ft.
Household	14c ft.
Standard, 4-12 ft.	20c ft.
Electrician	26c ft.
Heavy duty	47c ft.
Extension	25c ft.

Common and Roped Extension.

Up to 32 ft.	18c ft.
34 to 44 ft.	20c ft.
46 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	14c ft.
18 ft. to 22 ft.	15c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

Per doz.

Short Globe, doz.	8 50
Jumbo, doz.	10 00
Jap'd Dash, doz.	11 25
Search Dash, doz.	11 75
Searchlight, No. 20, doz.	19 50
All brass	24 75
Little Bobs	1 75 2 35
Copper, well japanned, doz.	14 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	0 90	1 20
Cold blast		0 35
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	3 00

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 45
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

List Each

Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00

Connor ball-bearing, with rack 18 50
I X L 18 50
Gem 16 50
Winner, plain 13 50
Connor Improved 9 00
Jubilee 8 50
Canada First 19 00

Discount, 45, 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	13 50
B.T. Ideal Power	15 00
B.T. Ideal Water Motor	25 40
B.T. Cyclone	12 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	92 00

Discount on B.T. Goods 45%..
F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

Per doz.

Tinsmiths, 2½ x 5½ in.	1 75
Carpenters', round hickory	2 05

F.o.b. Montreal, Toronto, Hamilton, London.

MOPS

Mops, O-Cedar, doz. net.	\$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1½ inch	\$1	3 inch	10c
1½ inch	\$1	3½ inch	10c
1½ inch	.65c	3½ inch	10c
1½ inch	.40c	4 inch	5c
1½ inch	.40c	4½ inch	5c
2 inch	.30c	5 inch base.	
2½ inch	.30c	5½ inch base.	
2½ inch	.15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, \$5.20 base.

Freight equalized on above points. F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, \$5.25 base.

Freight equalized on above points. Windsor, Walkerville, f.o.b. factory points, carload freight allowed, \$5.02½.

Sault Ste. Marie, Port Arthur, Fort William, \$4.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slatting, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, \$5 base; Toronto, \$5.05 base; London, \$5; Hamilton, \$5.05. No equalization of freights.

Roofing Nails — American, large head, keg, \$8.20.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

	C Brand	Per box of 25 lbs.
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No. 3	\$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

The Artistic Wall Finish

The Finish that is easily applied, easily cleaned and gives real tone to the home is the finish your customers will want this spring. If your paint stock embraces

Flat-Tone

in its full range of tints then you are sure to carry the wall finish your customers will demand.

Flat-Tone is the ideal application for the walls after spring cleaning time. It is as easily applied as whitewash—does not “streak” under the brush—and, once dry, is easily kept clean.

Advanced prices in wall papers make this the economical wall covering for your customers.

These and other features are enough to assure your sales if you carry Flat-Tone.

There are scores of other SHERWIN-WILLIAMS FINISHES—a paint for every purpose. Get the full line and be sure of bigger paint profits. If you are not already a Sherwin-Williams agent ask us about our proposition.



THE SHERWIN-WILLIAMS Co.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.



If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton, London

"M.R.M." BRAND

Net Price List

No.	Lengths	of 25 lbs.
3	1 1/2"	\$18 75
4	1 3/4"	8 75
5	1 15-16"	3 75
6	2 1/2"	3 50
7	2 5-16"	3 25
8	2 1/2"	3 25
9	2 11-16"	3 00
10	2 7/8"	3 00
11	3 1-16"	3 00
12	3 1/4"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$2; No. 2 and larger, \$1.90; "Sharp," No. 2 and larger, \$2.10; "Sharp" No. 1 and smaller, \$1. Put up in 25-lb. boxes.

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.	
12 inch...	\$1 80
18 inch...	2 65
24 inch...	3 40
30 inch...	4 00
36 inch...	1 75
42 inch...	5 50

1 1/2 inch mesh and 19 ga. wire.	
12 inch...	\$3 50
18 inch...	5 00
24 inch...	6 30
30 inch...	7 75
36 inch...	9 00

1 inch mesh and 20 ga. wire	
12 inch...	\$4 00
18 inch...	5 50
24 inch...	7 00
30 inch...	8 50

3/4-inch mesh and 20 ga. wire)	
24 inch...	\$10 50
30 inch...	12 75

1/2-inch mesh and 22 ga. wire)	
24 inch...	\$16 50
30 inch...	20 10

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30 10% off list.

Montreal, 30% off list.

American netting, 30% off list.

Per rod	
Invincible—1640	\$ 0 68
1548	0 73
2060	0 83

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American).....	\$20 75
U.S. Navy (American).....	20 00
Clipper, U.S.	20 00
U.S. Navy (Eng.).....	18 50
Plumbers	\$8 50 9 00

F.o.b. Montreal, Toronto

OIL

Montreal Toronto

Can. prime white petrol		\$0 17	\$0 16
Royalite	0 17	0 16	
Palatine	0 20	0 19	
Lampoline	0 17	0 16	
Electroline	0 20	0 19	
Castor oil, per lb.....	0 30	27-30	
Black oil (Summer) ..	0 14	0 13	
Black oil (Winter) ..	0 14 1/2	0 13 1/2	
Cylinder Green	0 38	\$ 37 1/2	
Paraffine	0 21 1/2	0 20 1/2	
XXX Machine	0 24	0 23	
Fuel oil, bbls.	0 12	0 11	
Fuel oil, tank cars. ..	0 10 1/2	0 09 1/2	

OLD MATERIALS

See weekly report.

PACKING		Per lb.
Fine jute	\$0 12	
Coarse jute	0 09 1/2	
Square braided hemp.....	0 30	
No. 1 Italian	0 38	
No. 2 Italian	0 30	

F.o.b. Montreal and Toronto.

PAPER

Per 400-ft. roll

Dry Fibre, No. 1 roll.....	0 20
Dry Fibre, No. 2 roll.....	0 66
Resin sized, per roll.....	1 00
Tarred fibre, No. 1 roll.....	1 25
Tarred Fibre, No. 2 roll.....	0 79
Surprise Fibre	0 73
Tarred felt, per cwt.....	3 35
Asbestos sheeting, (per 100 lbs.)	\$9 00 \$12 00
Carpet Felt, 16 oz., per 100	\$4 25 \$4 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS (CLAY)

Rock Clay

5 to 6 lbs. doz.....	\$8 15
6 to 7 lbs. doz.....	8 45
7 to 8 lbs.	8 75
8 lbs. only	9 00
7 lbs.	9 25
8 lbs.	9 50

F.o.b. Montreal and Toronto

PINS, CLOTHES

Per case

5 pins, 4-in. (loose).....	\$0 00
4 doz. (cartons) 4 1/2 in.....	0 95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective May 14, 1917:

Black Galvanized		Per 100 feet
Standard Butt weld		
1/2 in.	\$ 4 50	\$6 00
3/4 in.	4 50	\$6 00
1 in.	4 96	7 00
1 1/4 in.	6 29	7 86
1 1/2 in.	7 94	10 06
1 3/4 in.	11 73	14 83
2 in.	15 87	20 13
2 1/2 in.	18 98	24 06
3 in.	25 53	32 38
3 1/2 in.	40 95	51 77
4 in.	53 55	67 70
4 1/2 in.	66 24	83 26
5 in.	78 48	98 65
Standard Lap weld		
2 in.	28 40	34 97
2 1/2 in.	42 71	52 94
3 in.	55 85	69 23
3 1/2 in.	68 08	86 02
4 in.	80 66	101 90
4 1/2 in.	93 98	118 70
5 in.	109 50	138 40
6 in.	142 10	179 50
7 in.	185 60	232 05
8 in.	195 00	243 75
8 L in.	224 60	280 80
9 in.	269 10	336 38
10 L in.	249 60	312 00
10 in.	321 40	401 70

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 50%.
4 1/2" and larger, 45%.
4" and under, running thread 30%.

Standard couplings, 4" and under, 40%.

4 1/2" and larger, 20%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain List

2 in., in 10-ft. lengths, list ..	\$8 00
3 in., in 10-ft. lengths, list ..	9 70
4 in., in 10-ft. lengths, list ..	12 80
5 in., in 10-ft. lengths, list ..	17 50
6 in., in 10-ft. lengths, list ..	21 30

Above subject to 25% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Montreal Toronto

	%	%
Medium and extra heavy, 6" and under ..	47 1/2	50
8" soil pipe	40	40
Medium and extra heavy fittings, 6" and under ..	52 1/2	50 & 10

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.....	4 75
Pine, green, per bbl.....	5 25

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	\$ 2 00
12-oz. bottles, doz.	4 00
1-qt. can, doz.	10 00
1/2-gal. cans, doz.	16 00
1-gal. cans, doz.	24 00

Liquid Veneer—

4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., doz.	1 20
128 oz., doz.	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, b lacked and tinned.

17 1/2%; Iron Burrs, 17 1/2%.

Copper rivets, usual proportion

of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, 1/2-lb. pkgs., 1c per lb.; 3/4-lb. pkgs., 2c per lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square

Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 55
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 05
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 32
Coal Tar, bbl.	\$4.50-55
Roofing Pitch, 75 to 85c per cwt.	

F.o.b. Toronto, London, Montreal.

ROPE

Lb.

Pure Manila basis	33 1/2
British Manila basis	27 1/2
New Zealand hemp basis	27 1/2
Sisal basis	24 1/2

Above quotations are basis prices 1/4" and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than 5/8" and down to 7/16 dia.—1/8c above basis; 3/8 dia., 1c above basis; 1/2 and 5/16 dia. 1 1/2c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	24 1/2
Double lath yarn	25
Yacht marine, tarred	54
White polished halyards	30
Hemp, deep sea line basis	44
Hemp, tarred ratline basis	40
Hemp, tarred boll rope basis	42
Marline and Houseline	42
Jute rope basis	16-17 1/2
Italian rope basis	44
Cotton, 1/4 in.	0 44 1/2 0 49 1/2
5-32 in.	0 43 1/2 0 46
3-16 in.	0 41 0 43 1/4
1/4 in. and up.....	0 40 0 42

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% on list. B. & A. emery cloth, 5% on list. B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

Scale	Stamping
Champion—	List extra
4 lb.	\$ 4 00 \$0 20
10 lb.	6 60 0 30
240 lb.	10 00 0 50
600 lb.	25 00 1 00
1200 lb.	30 00 1 00

2000 lb.	39 00	1 00
2000 lb. Drop lever ..	46 00	1 00
10 lb. Household..	4 00	0 10
25 lb. Household..	5 20	0 30

Above list prices subject to a discount of 15%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72 1/2
Wood, R. H., bright	67 1/2
Wood, O. H., bright	67 1/2
Wood, F. H., brass	37 1/2
Wood, R. H., brass	32 1/2
Wood, O. H., brass	32 1/2
Wood, F. H., bronze	27 1/2
Wood, R. H., bronze	25
Wood, O. H., bronze	25

Square cap

Hexagon cap

F.o.b. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10 1/2 oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10 1/2 oz.	\$ 9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 75
18 and 20	8 60
14 and 16	8 45

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, \$10.05; 22-24 gauge, \$10.25; 26 gauge, \$10.50; 28 gauge, \$10.75. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand Montreal Toronto

14 gauge	8 40	7 85
16 gauge	8 40	7 95
18-20 gauge	8 60	8 10
22-24 gauge	8 80	8 25
26 gauge	9 00	8 40
28 gauge	9 40	8 70
10 1/2 ozs.	9 85	9 00

Add 20c for less than ton lots.

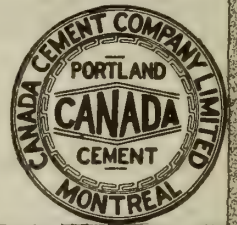
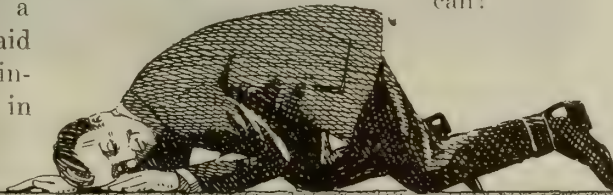
B.W.	Queen's	Fleur-	Gorbais
gauge	Head	de-Lis	"best-best"
16	.....	....	9 20
18-20	10 70	10 70	9 40
22-24	11 00	11 00	9 60
26	11 25	11 25	9 80
28	11 50	11 50	10 50
10 ³ / ₄ oz.	.....	....	10 80

"Keep an ear to the Ground"

THE large quantities of cement that go into the making of roads, should be an incentive to everyone selling Canada Cement to interest himself in the "Good Roads" movement.

"Keep an ear to the ground" for the planning of new highways in your locality. The dealer who informs us of a new pavement to be laid—or, indeed, of any intended public works in

which concrete plays a part—may feel assured of having our full co-operation. Remember, there is big money for you in quantity orders for concrete work in your locality. We are advertising heavily to increase the use of concrete—are *you* doing all *you* can?



CANADA CEMENT COMPANY, LIMITED
3 HERALD BUILDING, MONTREAL

Yacht and Marine Paints



Now is the time to feature the Ramsay Lines. They interest the yacht, motorboat and canoe enthusiasts who demand Quality—That's Ramsay's.

A. Ramsay & Son Co., Montreal Branches, Toronto and Vancouver

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur),
Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35%	20 and 10%	12½%
Draining Tools	35%	35%	
Hollow Back Scoops	15½		7½%
Hollow Backs, Sand Shovels and Coal Shovels	33%		2½%
Riveted Back Scoops	12½%		12½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43....	12½%		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	1st Grade	2nd Grade	4th Grade
No. 2, black	\$19.00	\$16.50	\$12.00
Draining Tools, No. 2, black.....	19.00	18.00	
Hollow Back Scoops, No. 2, black.....	16.80		13.80
Sand Shovels, No. 3, black.....	16.00		11.50
Hollow Back Shovels, No. 2, black.....	18.00		10.50
Coal Shovels, No. 2, black.....	17.50		12.00
Riveted Scoops, No. 2, black.....	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished\$1.00 per dozen net

Half polished50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	\$12 55
Perfection 4-burner	16 00
No. 22G oven for above stoves	3 30
F.o.b. Sarnia, London, Toronto, Ottawa	

Oil Burning Heaters	
No. 520 (120), each.....	\$3 85
No. 525 (125), each.....	3 80
No. 530 (130), each.....	4 25
No. 560 (160), each.....	6 55
No. 630 (230), each.....	5 65
No. 660 (260), each.....	7 95
F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.	

SWEEPERS, CARPET	Bissell's
Boudoir	Doz. \$31 00
Champion Nic	25 00
Champion Jap	23 00
Univ. japd., cyco bearing.....	26 00
Univ. N.P., cyco bearing.....	29 00
Grand Rapid, japd., ball-bearing	

ing	28 00
Grand Rapid, N.P., ball-bearing	
ing	31 00
Princess, N.P., ball-bearing.....	32 00
Elite, ball-bearing	36 00
Am. Queen N.P., ball-bearing	34 00
Parlor Queen	37 00
F.o.b. Toronto, London, Hamilton, Montreal.	

SWEEPERS (Vacuum)	
Grand Rapids Vac., ....doz	\$77 00
Household Vac.	63 00
Superba Vac.	92 00
F.o.b. Toronto, Hamilton, London and Montreal.	

SWINGS, LAWN	
Ontario, 4-passenger, each..	\$6 50
Ontario, 2-passenger, each..	5 50
Baby, each	3 50
F.o.b. Stratford	
"Quebec," 4-passenger, each..	6 50
"Quebec," 2-passenger, each..	5 50
F.o.b. Montreal	

TACKS	Discount
Wire Tacks .....	.65 and 5%
Revised Hardware Tack	
List adopted Jan. 1,	
1916 .....	.65 and 12½%
Double pointed tacks.....	.60 10%
Shoe findings list adopted	
April 23, 1917—Net list.	
List of Capped Goods	
adopted Jan. 1, 1916.....	.65 12½%
F.o.b. Toronto, Hamilton, Montreal, London.	

TINNERS' TRIMMINGS	
See prices under head of Wares.	
TOOLS, HARVEST	
Ordinary brands, 33 1-3%.	
Samson, 25 and 5%.	
F.o.b. Montreal, Toronto, Hamilton, London.	

TROUGH (EAVE)	
O. G. Square head and half round.	
Size in girth	Per 100 ft.
8 in.	\$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00
Discount, 25%.	
F.o.b. Toronto, Oshawa, Ottawa	

TRAPS (GAME)

Victor No. 1	Doz. \$1 65
Jump, No. 1	2 15
Hawley & Norton, No. 1....	2 89
Newhouse, No. 1	3 45
F.o.b. Toronto, London, Hamilton, Montreal.	

TWINE (Binder)	Per lb.
500 ft.	\$ 0 15½
550 ft.	0 16½
600 ft.	0 17
650 ft.	0 17½
In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.	
F.o.b. Montreal, Toronto, Hamilton, London.	

TWINE (COTTON)	
3-ply wrapping	38½-48½
4-ply wrapping	44 -52
F.o.b. Toronto, Hamilton	

WOOD TUBS	
No. 0, per doz.	\$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75
F.o.b. Newmarket	

VALVES	%
Ground work	35-53
Compression work, standard..	55
High grade	48
Cushion work	49
Fuller work, standard.....	54
High grade	47
Basin cocks, No. 0 standard..	49-53
High grade	49
Nos. 1 and 2, standard	49-53
Bath cocks	55
Standard	53
High grade	50
Roundway Stop and Waste	

Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	10
Radiator valves, standard....	15
High grade	15
Globe, angle and check valves, standard	15
Do., high grade	10
Patent quick opening valves..	55
F.o.b. Toronto	

WARES, ETC.	
Scotch Grey Ware, 60%.	
Colonial, 30, 20%.	
Imperial Ware, 30 and 20%.	
Premier, 25%.	
Canada Ware, 25%.	
White Ware, 50, 17½%.	
Japanned Ware, list.	
Japanned Ware, White, list, plus 10%.	
Plain and Jap Sprinklers, list plus 5%.	
Stamped Ware, plain, 50, 15%.	
Stamped Ware, retinned, 50, 10%.	
Copper Bottoms, list, plus 10%.	
Tinners' Trimmings, plain, 50, 15%.	
Tinners' Trimmings, retinned, 50 and 10%.	
Tinners' Trimmings, general, 5%.	
Milk Can Trimmings, list, plus 30%.	
Cream Cans, Railroad, 5%.	
Factory Milk Cans, list, plus 10%.	
Railroad Delivery Milk Cans, 12½%.	

Pieced Ware, C.B., list, plus 30%.

Sheet Iron Ware, 7½%.

Pieced Ware, ordinary, list, plus
12½%.

Fry Pans, 50 and 10%.

Spiders, 30 and 10%.

Fire Shovels, 10%.

Steel Sinks, painted, 10%.

Steel Sinks, galvanized, 5%.

Light Galv. Pails and Tubs, list plus
10%.

Heavy Galv. Pails & Tubs, list.

Garbage Pails, list.

Balance Galv. Goods, list, plus 10%.

Jap. Coal Hods, list, plus 7½%.

Galv. Coal Hods, list, plus.

Paper Lined Boards, 50, 5%.

Wood Lined Boards, 40, 12½%.

Elboks, 2½%.

Elbows, Galv., list, plus 12½%.

Elbows, Light, 5" and 6", \$1.70.

Elbows, Light, 7", \$1.85.

Stove and other Pipes, list, plus
10%.

Stove Pipe Thimbles, 50, 10%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list.

Copper Tea and Coffee Pots, list,
plus 10%.

Copper Tea and Coffee Pots, in 3
doz. lots, list.

F.o.b. Montreal, Toronto, London

WASHERS, IRON

Full box, 10%. Price less 50 lbs.

add 1c lb.; less 25 lbs., 2 lb.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

Tor'to Lond'n Mont'l

Sectional, 1 lb.

per 100 lbs. \$4 25 \$4 25 \$4 00

Sectional, ½ lb.

per 100 lbs. 4 25 4 50 4 00

Solid 3 to 30

lbs. per cwt 2 55 3 50 2 50

WHEELBARROWS

Navy, steel wheel, doz.....\$45 40

Garden, steel wheel, doz.....48 00

Light garden, doz.....33 00

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton,
Montreal

Cut Hay Baling Wire

Per 100 lbs.

No. 9

No. 10

No. 11

No. 12

No. 13

No. 13½

No. 14

No. 15

Stovepipe Wire

No. 18

No. 19

Hay Wire in Coils

No. 13

No. 14

No. 15

Smooth Steel Wire.

Nos. 0-9 gauge, base

Extras over base sizes on smaller
gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No.

12, 30c; No. 13, 30c; No. 14, 40c;

No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire,

10c; spring wire, \$2.50; bright, soft

drawn, 15c; charcoal (extra quality,

\$1.25; packed in casks or cases,

15c; bagging and paperings, 10c;

50 and 100-lb. coils, in 25-lb. coils,

15c; in 5 and 10-lb. coils, 25c; in

1-lb. coils, 50c; in ½-lb. coils, 75c;

in ¼-lb. coils, \$1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17.....\$5 00 No. 26.....\$ 9 50

No. 18.....5 50 No. 27.....10 00

No. 19.....6 00 No. 28.....11 00

No. 20.....6 65 No. 29.....12 00

No. 21.....7 00 No. 30.....13 00

No. 22.....7 30 No. 31.....14 00

No. 23.....7 65 No. 32.....15 00

No. 24.....8 00 No. 33.....16 00

No. 25.....9 00 No. 34.....17 00

For prices of fine steel wire add
30% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25

Nos. 26-31

Nos. 32-34

Connered

Oiling

In 25-lb. bundles

In 5 and 10-lb. bundles.....

In 1-lb. hanks

In ½-lb. hanks

In ¼-lb. hanks

Packed in casks or cases.....

Bagging or papering.....

Oiled and Annealed Wire

No. 10

No. 11

No. 12

Wire Bale Ties

No. 12

No. 13

No. 13½

No. 14

No. 15

No. 16

Fence Wire Toronto London

Barb

No. 9 pl. galv.

No. 12 pl. galv.

No. 13 pl. galv.

No. 9 coil sp.

No. 12 coil sp.

Quotations are at times made on
wire at lower figures than the general
market by jobbers having large
stocks to dispose of.

Fence Staples

Fence staples, bright.....

Fence staples, galvanized....

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, gal-

vanized, list

Less discount of 12½%.

Bright poultry netting staples are
\$1.10 less than galvanized after dis-

count has been made.

Copper and Brass Wire

Copper wire list, plus.....

Brass wire, 3 to 24 gauge, add, 40%

25 to 36 gauge, add

Wire Cloth

Black Fly Screen Cloth, per

100 sq. ft. in 100-ft. rolls..

In 50-ft. rolls

Bronze, sq. ft.

London Black Fly Screen

100 ft.

50 ft. rolls

Wire Goods

Discounts apply to list adopted

Nov. 20, 1916.

Bright Screw Eyes Suits,

A.B.C.M.



**Barns like this
mean money for
YOU as well as
adding to the
appearance of
your community**

You can increase your paint sales and at the same time benefit your community by showing your customers the economy of painting their barns and out-buildings. Paint will preserve lumber and add to the appearance and value of any property. Recommend

CROWN DIAMOND BARN PAINT

A paint made specially to protect and wear. Spreads easily and covers well. Is durable, economical and will not crack, peel or blister.



Made in seven colors — Bright Red, Black Graphite, Red Oxide, Dark Slate, Light Slate, Bronze Green and Yellow.

Distributors:

**W. B. DALTON & SONS
LIMITED**

Kingston - Ontario

CROWELL BROS.

Halifax - N.S.

McARTHUR, IRWIN, LIMITED
MONTREAL ESTABLISHED 1842 TORONTO



Distributors of Glidden's Green Label Varnishes and Jap-a-Lac for the Province of Quebec

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, \$7.40
per 100 lbs.; 5 lb. packages, \$7.20
per 100 lbs.; white, 2½ lbs., \$6.80
per 100 lbs.; 5 lbs., \$6.60 per 100
lbs. F.O.B. Montreal, Toronto,
London.

BEE SWAX

Per lb.
Small quantities, ...\$0 40 \$0 45
Larger quantities ...0 38 0 40

BLUE STONE

Montreal Toronto
Per lb. 14-16 13½
London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1.....\$1 50
Banana oil, gal. 3 50
F.O.B. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., doz.....\$1 35
Weighted, 20 lbs., doz..... 1 60
F.O.B. Montreal, Toronto, London.

COATING

Cement Coating\$2 25 3 38
F.O.B. Montreal, Toronto.

COLORS (DRY)

Per lb.

Raw Umber, 100 lb. keg... 5-12c
Burnt Umber, 100 lbs..... 5-12c
Raw Sienna, 100 lb. kegs... 5-12c
Burnt Sienna, 100 lb. kegs 5-12c
Imp. green, 100-lb. kegs... 0 23
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs... 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright... 0 04
Venetian red, No. 1 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02½
Spruce ochre, 100-lb. kegs. 0 04
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02
F.O.B. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins... 0 15
pure 20-26
Chrome yellow, pure 36-45
Golden ochre, pure 20-22
French spruce ochre, pure... 16-18
Chrome green, pure 18-26
French permanent green,
pure 0 26
Signwriters' black, pure... 27-36
Marine black, 5-lb. irons... 0 17
Lampblack 0 25
F.O.B. Montreal, Toronto.

FILLER

Gal.

Luxeberry Enamel\$6 00
Screen Enamel, BB. 1 70

FORMALDEHYDE

Per lb.

Demi-johns, 50 lbs.\$0 29½
\$1.10 for demi-john extra.

GLUE

Per lb.

French medal (prices withdrawn)
English common sheet ...30-35
English prima 0 38
White pigfoot 0 40
Cake bone, 112-lb. bags... 0 35
Hide, 112-lb. bags 35-38
Gelatin, 112 lb. bags...45-60
Ground glues, 112 lb. bags—
No. 1 30-32

GLASS

Single Double
Thick Thick

Montreal Prices.
(Under 25)\$7 80 \$11 90
26 to 34 8 15 12 85
35 to 40 8 50 13 60
41 to 5011 75 15 50
51 to 6012 25 15 85

61 to 7013 10 16 80
71 to 8014 75 18 35
81 to 84 22 75
85 to 90 24 35
91 to 94 25 00
95 to 100 29 00
101 to 105 32 00
106 to 110 37 00

Montreal:—Single or Double
Thick, 10%; 35 cases and over,
open.

Ontario Prices.

	B.S.	B.D.
Up to 25	\$17 00	\$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84		49 00
85 to 90		53 00
91 to 94		54 00
95 to 100		65 00
101 to 105		68 50
106 to 110		79 00

Discount 50 and 10%. Cash 2%.

F.O.B. Toronto, London, Hamilton

GLASS, PLATE

Discounts below apply to plate
glass list.

Montreal city price 25 and 5
per cent. off list; country, 20 and
5%.

Toronto, Hamilton and London,
city price, 20% off; country dis-
count, 20 and 5% off.

F.O.B. warehouse on orders up
to \$75 gross list value. Orders
over \$75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.
F.O.B. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots.
Less than ton lots are 30c per
100 lbs. higher than quoted be-
low.

Montreal Toronto

C.P. Lily Pure	\$16 30	\$16 50
Anchor, Pure	16 30	16 50
Crown Diamond	16 30	16 50
Green Seal	16 30	16 50
Tiger Pure	16 30	16 50
Ramsay's Pure	16 30	16 50
Moore's Pure	16 30	16 50
O.P.W. Dec. Pure	16 30	16 50
Red Seal	16 30	16 50
Decorator's Pure	16 30	16 50
O.P.W. English	16 50	16 70
Elephant Genuine	16 90	17 10

B.B. Genuine Lead, less than
tons, \$18.35 Toronto; \$18.15 Mont-
real. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound
casks, per cwt.. 13 50 13 50
Genuine, 100-pound
kegs, per cwt..13 87½ 15 00

Less quantity 0 16
F.O.B. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry	Paste
1-lb. tins	\$31 50	\$22 75
2-lb. tins		21 75
5-lb. tins	29 50	17 50
10-lb. tins	28 50	
25-lb. casks	28 00	16 25
50-lb. casks	27 50	15 75
100-lb. casks	27 00	15 25
300-lb. casks		15 00
600-lb. casks		14 75

F.o.b. Toronto, Montreal and
Hamilton.

MURESCO

Tints in 5 lb. packages, per 100
lbs., \$6.60. White in lb. pkgs.,
per 100 lbs., \$6.

F.O.B. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

Elephant White	\$3 20
Elephant Colors	2 80
B.H. English white	\$3 30
B.H. English, colors	3 05
Minerva White	3 10
Minerva Colors	2 30
Crown Diamond, white	3 05
Crown Diamond, colors	2 80
Fresco Tone, white	2 95
Fresco Tone, colors	2 75
Moore's House Colors	2 75
Moore's Floor Paint	2 45
Moore's Egyptian Paint	2 20
Moore's Sani-Flat	2 35
C.P.C. Pure, white	3 30
C.P.C. Pure, colors	3 05
O.P.W. Can. Brand, white	3 05
O.P.W. Can. Brand, colors	2 85
O.P.W. Can. Brand, floor	2 85
O.P.W. Flat Wall, white	2 95
O.P.W. Flat Wall, colors	2 75
Ramsay's Pure, white	3 15
Ramsay's Pure, colors	2 85
Martin-Senour, 100% white	3 30
Martin-Senour, 100% colors	3 05
Martin-Senour Porch Paint	3 05
Martin-Senour New-Tone, white	2 85
Martin-Senour New-Tone, colors	2 65
Senour's Floor Paint	2 65
Sherwin-Williams, white	3 30
Sherwin-Williams, colors	2 65
Flat Tone, white	2 80
Flat Tone, colors	2 65
Low Bros. H.S., white	3 30
Low Bros. H.S., colors	3 05
Mellotone, white	2 95
Mellotone, colors	2 75
Sanitone, White	2 65

F.O.B. Montreal, Toronto.

	Per 100 lbs.	Per 100 lbs.
PARIS GREEN	Mun- ro's	C.P. Ber- gers
600-lb. bbls.	\$53 75	\$54 50
250-lb. kegs.	53 75	54 00 54 75
100-lb. drums.	54 75	55 00 55 75
50-lb. drums.	54 75	55 00 55 75
25-lb. drums.	55 00	55 25 56 00
1-lb. 100s, pks	57 00	57 25 58 00
½-lb. 100s	59 00	59 25 60 00
1-lb. 100s, tins	58 00	58 25 59 00

Prices f.o.b. Toronto, Hamilton
London and ¼c less in Montreal.

PARIS, PLASTER

	Toronto	London
Per lb.	\$2.45-\$3.40	\$2.35

PASTE WOOD FILLER

	Pound
1 lb. cans	0 14
2 lb. cans	0 14
5 lb. cans	0 14
12½ lb. cans	0 10
25 lb. cans	0 09

F.O.B. Montreal, Toronto.

	Standard	Less than tons
PUTTY	Montreal Toronto	
Bulk, in casks	3 80	3 90
Bulk, 100-lb. drums	4 25	4 35
Bulk, 25-lb. drums	4 35	4 45
Bulk, 12½-lb. irons	4 60	4 70
Bladders, in bbls.	4 50	4 60

Ton lots standard are 20c per
hundred pounds less.

Pure Putty, \$1 cwt. advance.
London and Hamilton prices
same as Toronto.

SHELLAC

Pure White, gal..\$4.00 to \$4.50
Pure Orange, gal..\$3.50-\$4.25.
Gum Shellac, TN., 62-80c lb.;
finest orange, \$70-85c; finest white,
70-88c.

PAINT AND VARNISH

REMOVER	
Taxite, 1 gal. cans	2 40
Cumoff	2 40
O.P.W. Presto	2 50
Lingerwett	2 90

F.O.B. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in
this issue for prices.

SLATING

Gal

Liquid Slating, B.B.\$ 8 20

VARNISHES

Per gal cans

No. 1 Furniture, extra,
barrels, \$1.10 gal; gal.
tins\$ 1 35
Gold Medal 2 05
Maritime Spar 4 25
B.H. Stovepipe Varnish,
½ pints, per gross..... 10 20
Sun Varnish 2 40
Sun Spar 4 18
Sun Waterproof Floor... 2 75
Jasperite Interior and
Exterior 2 25
Jasperite Pale Hard Oil. 1 00
Jasperite Floor Finish... 2 25
M-S Marble-It Floor 2 77
M-S Wood-Var 2 77
M-S Finest Interior 3 25
M-S Durable Spar 3 90
Elastic Interior 2 40
Quick Action House 2 25
Mar-not 3 20
Rexspar 4 20
Scar-Not 3 03
Kyanize Spar 4 50
Kyanize Cabinet Rubbing 3 50
Kyanize Interior 3 50
Luxeberry light 3 00
Luxeberry granite 3 15
Luxeberry spar 4 6c
Ramsay's Universal 2 40
F.O.B. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls 0 14
Opalite, 100 lb. kegs 0 15
1 gal. package, per pkg... 0 75
½ gal. package, per pkg.. 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06
F.O.B. Montreal, Toronto.

WASTE

Extra Quality XXX..... 0 18½
F.o.b. Toronto.

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORING WIPING

XX Quality	0 16½
XA Quality	0 15
X Quality	0 14
Quality I.	0 14
Quality II.	0 10
Quality III.	0 09
Quality IV.	0 08½

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	16
Dark Colored	9

This line subject to trade dis-
count for quantity.

WAX

Per lb.

C. P. Floor Wax	0 35
Ronuk Floor Wax, lb.	0 32
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	44-46
Johnsons	44-46
Gold Medal	0 30
Ramsay's	0 30

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	2 50
Gilders, bolted, in bbls.	2 65

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

Per gal

In gallons	\$1 75 2 00
Barrels	1 65 1 90

\$4 extra for barrels

F.O.B. Montreal, Toronto, London.

For a Beautiful Finish On Interior Woodwork

Dougall Transparent Interior Varnish

is the dependable line that will give perfect satisfaction. For use upon interior finish of natural wood or over grained or painted surfaces it is unexcelled. It has great covering power and gives a long, lasting finish of beautiful appearance.

This is one of the complete Dougall line of Quality Varnishes.

Drop us a line for complete details.

THE DOUGALL VARNISH CO., LTD., MONTREAL

RED

S

**BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.00;
chilled, \$18.50; buckshot, \$17.80;
ball, \$18.20.

ANVILS

Peter Wright, 80 lbs. and up,
20c per lb.; clip horn, 21c lb.
Norris, 80 lbs. and over, 15c.

AXES

Single Bit\$ 9 00 \$14 00
Double Bit14 50 16 50
Broad axes28 00 31 00

BARS, CROW. \$7 per 100 lbs.

BAR IRON

Bar iron, \$4.25; Swedish iron,
\$5; sleigh shoe, steel, \$5; spring
steel, \$6; machinery steel, \$6;
tool steel, octagon, 100 lbs.,
\$12.50.

BELTING

Rubber, 6 in. and under, 40%;
over 6 in., 30 and 5%.
Agricultural or No. 1 leather
belting, 47½% off list.
Standard, 30, 10 and 5% off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.30 per lb.;
cut, \$1.45 per lb.; rawhide, sides,
\$1.25; cut, \$1.40.
Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ½ and smaller,
15%; 7-16 and larger, net list;
machine, ¾ and under, 15%; 7-16
and over, 5%; machine set
screws, 25%; plough bolts, 5%;
nuts, small lots, 3c advance
over list; case lots, 2c advance
over list; stove bolts, 50%; shaft
bolts, 5%; tire bolts, 30%;
sleigh shoe bolts to ¾, 5%; 7-16
and up, net list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, \$1.05 to \$1.65 per roll,
according to quality; plain, 80c to
\$1.50.

CHAIN

Coll, 3-16 in., \$12.50; ¼, \$9.75;
5-16, \$8.85; ¾, \$8; 7-16, \$7.75; ½,
\$7.50; 9-16, \$7.50; ¾, \$7.40; ¾,
\$7.25; Logging, 5-16, 9¼c.; ¾,
8¾c.; tie-out, 57½.

CHURNS

Barrel, No. 0, \$6.75; No. 1,
\$6.75; No. 2, \$7.50; No. 3, \$8.25;
No. 4, \$9.75 each.

CLEAVISES, MALL. 13c. per lb.

COPPER.

Sheet and planished copper,
75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½
in. round shank, 30%.

EAVETROUGH

Eavetrough, 8 in., per 100 ft.,
\$5.40; 10 in., \$6; 12 in., \$7.05.
Conductor pipe, 2 in., per 100 ft.,
ft., \$6.30; 3 in., \$7.60; 4 in., \$10.05.

ENAMELWARE

Canada, 20; Imperial, 30, 12½;
Premier, 20; Colonial, 30, 12½;
white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,
18c lb.; 10-lb. jugs, \$2.15 each; 24-
oz. bottles, \$4.35 doz.; 12-oz. bot-
tles, \$2.25 doz.

GALVANIZED WARE.

17½% advance on net list, ex-
cept heavy tubs and heavy pails,
which are 7½% advance on list.

GLASS, WINDOW Single Double
Up to 25 in. 8 75 12 75
26 to 40 9 75 14 75
41 to 50 12 50 16 50
51 to 60 13 00 17 25
61 to 70 14 00 18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., \$2.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 15%.
Corrugated Strap Hinges — 4,
\$1.25; 5, \$1.90; 6, \$2.65; 8, \$4.30;
10, \$6.35; 12, \$9.70.
Corrugated Tee Hinges — 4,
\$1.70; 5, \$2.60; 6, \$3.15; 8, \$5.50;
10, \$7.85; 12, \$11.10.

HORSESHOES

Iron, No. 0 to 1, \$6.25; No. 2
and larger, \$6.00; snowshoes, No.
0 to No. 1, \$6.50; No. 2 and
larger, \$6.25; steel, No. 0 to 1,
\$6.70; No. 2 and larger, \$6.45;
featherweight, \$7.85.

JACKSCREWS

20 per cent. off list.

IRON BAND.

½ in., \$5.30; 1¼ in., \$5.30; 1
in., \$5.40.

Apollo and
IRON GALVANIZED "Fleur
Premier de l'Etat"

10¼ oz. or 28 Eng. 11 00 11 00
28 Am. or 26 Eng. 10 70 10 70
26 Am. or 26 spec. 10 40 10 40
24 10 25 10 25
22 10 25 10 25
18 and 20 10 10 10 10
16 Am. 9 95 9 95

IRONS, SAD

Common Sad Irons, 8 lbs.,
8c per lb.; 4 lbs., 10c per lb.
Mrs. Pott's No. 55, set 1 50
Mrs. Pott's No. 50, set 1 60
Mrs. Pott's common sad iron
handles, \$1.15 dozen. Mrs. Pott's
improved, \$1.50 a dozen.

LAMP CHIMNEYS

A. per case 8 doz., \$6; per doz.,
85c; B. per case 6 doz., \$5.30; per
doz., \$1.

LANTERNS

No. 2, plain 8 75
No. 20, X-ray 12 50
No. 22, Dash-board 11 25
Short Globe, doz. 8 75

LEAD PIPE, \$17.40.

LEAD WASTE, \$18.40.

LINSEED OIL

See weekly report.

MATCOCKS

Pick, \$9.25; cutter, \$9.25.

NAILS

Wire, f.o.b. Fort William, \$5.20
base; Winnipeg, \$5.60 base. Cut
f.o.b., Winnipeg, \$6

NETTING. Poultry, 37½%.

Banner Netting, 24 in., \$3.50;
36 in., \$4.50; 48 in., \$5.25; 60 in.,
\$6.25; 72 in., \$7.

NUTS

Square, small lots, 3c advance
over list; case lots, 2c advance
over list; Hexagon, small lots,
3c advance over list; case lots,
2c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher,
37c; "B" Castor machine oil,
24½c; Buffalo Engine gasoline,
35c; Buffalo "A" gas engine oil,
48c; Royal gasoline, 35c; Family

Safety coal oil, 20c; "Engoline"
engine coal oil, 16c; Summer
Black oil, 21c; Kelso engine oil,
45c; Electro oil, 45c; Royalite
oil, 16½c; Standard gas engine
oil, 44c; Prairie Harvester oil,
46c.

PAINTS

Stephens' Out White, \$3.35;
Stephens' House, \$3.10; Stephens'
Floor, \$2.70; Silkstone, \$2.65.

DRY COLORS

Yellow ochre, in bbl. lots, 3c;
less than barrel lots, 4c; golden
ochre, barrels, 4c; less than
barrels, 5c; Venetian red, barrels,
\$2.50; less than barrels, \$3.50;
American vermilion, 20c; Eng-
lish vermilion, \$3 per lb.; Can-
adian metallic oxides, barrel lots,
3½c; English purple oxide, in
casks, 3½c; less quantities, 4c
per lb. Red lead, kegs, \$14; less
quantities, 16c.

PICKS, Clay, 6-7, \$8.75 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	\$ 5 90	\$ 8 24
½ inch	5 98	8 33
¾ inch	7 65	9 45
1 inch	9 68	12 11
1 ¼ inch	14 31	17 90
1 ½ inch	19 35	24 20
2 inch	23 13	28 94
2 ½ inch	31 14	38 93
3 inch	49 91	62 19
3 ½ inch	65 25	81 36
4 inch	80 64	.....
4 ½ inch	95 40	.....
5 inch	112 50	.....
6 inch	131 40	.....
6 inch	170 10	.....

PLASTER, Paris, per bbl., \$3.75.

PLATES, CANADA

18 x 21 per box, half poliah
\$10; full polished, \$11; 18 x 24
half polished, \$10; full polished,
\$11; 20 x 28, half polished, \$10;
full polished, \$11.

PLOW SHARES, 10c per lb.

POINTS

Landslide plow, 1¼ x 1¼ in.,
\$1.75 per dozen.

PULLY

100-lb. irons 4 50
25-lb. irons, per cwt. 4 80
1¼-lb. tins 0 08

RIVETS AND BURRS

Iron rivets, 10 per cent.; cop-
per, No. 7, 65c lb.; No. 8, 66c;
No. 9, 69c; No. 10, 71c; No. 12,
76c.

Five-lb. assorted boxes, No. 8
8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No.
8, 66c; No. 9, 69c; No. 10, 71c;
No. 12, 76c.

ROPE

Sisal, 24½c base; pure Manila,
34c base; British Manila, 27½c
base; lath varn. 24½c base; Afri-
can hemp, 26½c base; cotton rope,
¼ and over 46c.

Tarred Marine Hanks, per
lb., 31c.

SASH BALANCES (Caldwell.)
Net list.

SAWS, BUCK

Happy Medium, \$7.50; Watch
Spring, \$7.75; Lance Tooth or
Lightning Blades, \$8.25; New
Century, \$9.75.

SCREWS

Bright iron round head, 60%;
flat head, 65%; round head, brass,
25%; flat head, brass, 30%;
coach, 25%.

STEEL SHEETS, BLACK

10 gauge	\$9 25
12 gauge	9 25
14 gauge	9 00
16 gauge	9 00
18-20 gauge	8 80

22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H.,
Sqr. Pt., \$11.25 per doz.; D.H.,
Rd. Pt., \$11.25; L.H., Sqr. Pt.,
\$11.25; D.H., Rd. Pt., \$11.25;
Bulldog and Jones, D.H., Rd. Pt.,
\$12.35; D.H. Sqr. Pt., \$12.35;
L.H., Rd. Pt., \$12.35; L.H., Sqr.
Pt., \$12.35; Black Cat and Cres-
cent Scoops—No. 4, \$12.30 doz.;
No. 6, \$13.15; No. 8, \$13.95; No.
10, \$14.80; Moose and Jones
Scoops, No. 4, \$13.60; No. 6,
\$14.40; No. 8, \$15.25; No. 10,
\$15.90 per dozen.

SOLDER. Per pound, 39 to 40c.

SPIKES

Pressed, ¼ in., \$7.05; 5-16,
\$6.70; ¾, \$6.50; ½, \$6.30.

STAPLES

Bright wire, per cwt., \$5.30 at
Fort William, \$5.70 Winnipeg;
galvanized staples, \$6.10 Fort
William, \$6.50 Winnipeg.

STEEL

Sleighshoe, \$5 base per cwt.;
plow, common, \$6; crucible
plow, \$7; angle, \$5.10; harrow,
\$5 base; cast, octagon tool steel,
12½c base; square tool, 13½c
base; spring \$6; machine, \$6
base; tire, \$5.10. Mild, 3-16, ¼,
5-16, \$6.50 base; other sizes, \$5
base.

STEEL HOOPS

½ in., \$7; ¾ in., \$6.75; ¾ in.,
\$6.00; 1 in., \$5.75; 1 in., \$5.75;
1¼ in., \$5.75; 1½ in., \$5.25.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% off list.

TIES. Cow, 5%.

TIN AND TIN PLATE

20 x 28 I.C.	\$23 00
20 x 28 I.X.	\$23 00
20 x 33 I.C.	27 25
20 x 33 I.X.	29 50
Terne Plates	20 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Lumnette, gal... \$2 20
Stephens Exallite, gal. 3 00

WASHERS

Iron, small lots, 5% + 75c; full
boxes, iron, 10% + 75c.

WHITE LEAD

Decorators' pure, ton lots
\$17.05; less than ton lots, \$17.40.

WIRE, BARB

Lyman, 4-point, \$4.20 f.o.b. Ft.
William, \$4.50 Winnipeg; Glid-
den Cattle, 2-pt., \$4.05 Ft. Wil-
liam, \$4.35 Winnipeg; Baker 2-
pt., \$4 Ft. William, \$4.30 Win-
nipeg; plain twist, cwt., Ft. Wil-
liam, \$4.25; Winnipeg, \$4.75;
plain galvanized, Ft. William,
No. 9, \$4.85; No. 12, \$5.10; Win-
nipeg, No. 9, \$5.25; No. 12, \$5.50;
coil spring, Ft. William, No. 9,
\$5; No. 12, \$5.25; Winnipeg, No.
9, \$5.30; No. 12, \$5.55.

Patented screen in 100-ft. rolls,
\$3 per hundred sq. ft.; in 50-
ft. rolls, \$3.10 per 100 sq. ft.

WIRE, PLAIN

Rale ties, 14 gauge, single loop,
\$7.20 Winnipeg; \$6.80 Fort Wil-
lia.

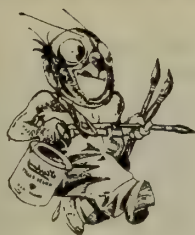
Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, \$6.70; 10, \$6.75; 12, \$6.90;
14, \$7.10; 15, \$7.25; 16, \$7.40 per
100 lbs.

WRINGERS

Royal Canadian, \$47.65 per doz.;
Eze, \$51.50 per doz.; Bicycle,
\$57.80 per doz.; Ajax, \$115.40 doz.



Your Leader for 1917

The Popular Paint

Let Stephens' Paint dominate your paint department this year for a successful season of paint selling.

STEPHENS' HOUSE PAINT

has gained great popularity in the West. Its exceptional covering capacity and reliability quickly makes friends. Undoubtedly the best all-round paint for every purpose. Made with Manitoba Linseed Oil.

There should be no delay. Investigate our agency proposition. Many dealers will be glad to give you their verdict as to the reliability of Stephens' House Paint. Write to-day.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG AND CALGARY



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How Many Valspar Buyers in YOUR Town?

Count the number of houses—then you'll know.

Valspar isn't like automobiles. There is no home so small that it doesn't need—or can't afford—Valspar.

And Valspar advertising goes into the great majority of these homes.

It tells the people dozens of ways of using Valspar, for their floors, woodwork, furniture, porches, bathrooms and kitchens.

It sells Valspar to thousands of homes, where they never bought varnish before. Because Valspar is waterproof, even boiling water won't hurt it.

Valspar buyers pass your door every day.

They will come in and buy if you let them

know you have Valspar. Or they will buy Valspar at some other store. They will buy it somewhere.

We know what we are talking about. Valspar sales for 1916 in Canada were nearly double those of 1915 and this year there're bigger still.



Valspar sales are clean and quick. There are no "dead stock" losses. No messy measuring out of small quantities. Nothing to do but hand over

a regular sized package.

Let us tell you some more reasons why you should sell Valspar.

Write for our full proposition.

VALENTINE & COMPANY, 109 George Street, Toronto

ESTABLISHED 1832

Largest Manufacturers of High-grade Varnishes in the World

New York

Boston

Chicago

TRADE **VALENTINE'S** MARK
VARNISHES

Paris

London

Amsterdam

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J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
- Box Hinges and Locks**
The Stanley Works, New Britain, Conn.
- Brass Castings**
Kinzinger, Bruce & Co., Niagara Falls, Ont.
- Breeding Cages**
Andrew B. Hendryx Co., New Haven, Conn.
- Bread and Cake Makers**
Thos. Davidson Mfg Co., Ltd. Montreal.
Landers, Frary & Clark, New Britain, Conn.
- Breast Drills**
Goodell-Pratt Co., Greenfield, Mass.
- Brooms**
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.
- Brooms, Stable**
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
- Brushes**
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.
- Brushes, Saddlery**
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
- Brushes, Household**
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
- Brushes, Paint**
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
- Brushes, Stable**
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
- Builders' Thimbles**
Collins Mfg. Co., Toronto.
- Builders' Tools and Supplies**
Cleveland Stone Co., Cleveland, Ohio.
- Buckles**
Parmenter & Bullock, Gananoque.
- Builders' Hardware**
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, England.
The Stanley Works, New Britain, Conn.
- Burrs**
The Stanley Works, New Britain, Conn.
- Builders, Tools**
L. S. Starrett Co., Athol, Mass.
- Burring Reamers**
Wells Bros. of Canada, Galt.
- Burners, Natural Gas**
Aylmer Pump & Scale Co., Aylmer, Ont.
- Brushes, Artists'**
T. S. Simms & Co., Ltd., St. John, N.B.
- Brushes, Varnish**
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John, N.B.
- Building Papers**
J. H. McComb, Ltd., Montreal, Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal.
- Butter Boxes**
Walter Woods & Co., Hamilton.
- Butter Molds**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
- Butter Tubs**
Walter Woods & Co., Hamilton.
- Butter Workers**
Beatty Bros., Ltd., Fergus.
- Burrs**
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.
Wrought Washer Mfg. Co., Milwaukee, Wis.
- Butts**
Canada Steel Goods Co., Hamilton.
The Stanley Wks., New Britain, Conn.
Jas. Smart Mfg. Co., Brockville.
- Butts and Hinges**
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.
- Cable Cash Carriers**
Gipe-Hazard Store Service Co., Toronto.
- Cake Tins**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Calipers and Dividers**
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. C. Starrett Co., Athol, Mass.
- Calipers, Vernier**
L. S. Starrett Co., Athol, Mass.
- Calks**
D. Ackland & Son, Winnipeg.
- Calks, Boot**
Lufkin Rule Co., Windsor, Ont.
- Camp Cots and Chairs**
Stratford Mfg. Co., Stratford.
- Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Cans, Gasoline, Oil**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Canada Plate**
Dominion Sheet Metal Co., Ltd., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Cant Hooks**
Lachute Shuttle Co., Ltd., Lachute Mills, Que.
- Cards, Playing**
Walter Woods & Co., Hamilton.
- Carborundum Paper and Cloth**
The Carborundum Co., Niagara Falls, N.Y.
- Camp Stools and Cots**
Stratford Mfg. Co., Ltd., Stratford.
- Carpenters' Tools**
Goodell-Pratt Co., Greenfield, Mass.
- Carriers, Cash and Parcel**
Gipe-Hazard Store Service Co., Toronto.
- Cartridges**
Dominion Cartridge Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.
- Carpet Sweepers**
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.
- Carriage Painters' Supplies**
D. Ackland & Son, Winnipeg.
- Carriage Tops and Trimmings**
D. Ackland & Son, Winnipeg.
- Carriage Tires**
Gutta Percha & Rubber, Limited, Toronto.
- Cartridges, Metallic**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
- Cartridges, .22 Calibre, Big Game, Sporting**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
- Cartridges, Pistol**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
- Carving Sets**
Landers, Frary & Clark, New Britain, Conn.
- Cash Carriers**
Gipe-Hazard Store Service Co., Toronto.
- Casseroles, Ramequins, Etc.**
Canadian Wm. A. Rogers, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
- Casters**
Faultless Caster Co., Evansville, Ind.
- Ceilings, Metallic**
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Cellar Drainers**
Jas. Morrison Brass Mfg. Co., Toronto.
- Centre Reamers**
Wells Bros. of Canada, Galt.
- Chafing Dishes**
Landers, Frary & Clark, New Britain, Conn.
- Chains**
B. J. Coghlin & Co., Montreal.
Andrew B. Hendryx Co., New Haven, Conn.
- Chain Drills**
Goodell-Pratt Co., Greenfield, Mass.
- Chairs**
Walter Woods & Co., Hamilton.
- Chamois Skins**
Evans & Co., Montreal.
- Chasers**
Pratt & Whitney Co., Ltd., Dundas.
- Cheese Cutters**
Walter Woods & Co., Hamilton.
- Chisels, Cape, Cold, etc.**
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
- Goodell-Pratt Co., Greenfield, Mass.**
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.
- Chimneys, Lamp**
Walter Woods & Co., Hamilton.
- Chucks, Tap**
Wells Bros. of Canada, Galt.
- Churns, Hand and Power**
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Cummer-Dowswell, Ltd., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.
- Clamps, Steel**
Goodell-Pratt Co., Greenfield, Mass.
- Clamp, Steel Bar**
National Machinery & Supply Co., Hamilton.
- Clippers, Horse and Sheep**
American Shearer Mfg. Co., Nashau, N.H.
- Clippers, Toilet**
American Shearer Mfg. Co., Nashau, N.H.
- Closets**
Wakye Mfg. Co., Winnipeg.
- Clothes Dryers**
Cummer-Dowswell, Ltd., Hamilton.
Stratford Mfg. Co., Ltd., Stratford.
- Clothes Lines**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.
- Clothes Pins**
Wm. Cane & Sons Co., Newmarket, Ont.
Walter Woods & Co., Hamilton.
- Clothes Reels**
Cummer-Dowswell, Ltd., Hamilton.
- Clothes Racks**
Walter Woods & Co., Hamilton.
- Coal Chutes**
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Coal Hods**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Coal Tar and Pitch**
J. H. McComb, Ltd., Montreal, Que.
- Coal Oil**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
- Cocks, Basin**
Jas. Morrison Brass Mfg. Co., Toronto.
- Cocks, Bath**
Jas. Morrison Brass Mfg. Co., Toronto.
- Cocks, Brass and Iron**
Jas. Morrison Brass Mfg. Co., Toronto.
- Coffee Mills**
Landers, Frary & Clark, New Britain, Conn.
- Cobblers' Sets**
Jas. Smart Mfg. Co., Brockville.
- Coffee Percolators**
Thos. Davidson Mfg. Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
- Coffee Urns**
Wrought Iron Range Co., Toronto.
- Coils, Brass, Iron and Copper**
Jas. Morrison Brass Mfg. Co., Toronto.
- Concrete Reinforcings**
McGregor, Banwell Fence Co., Ltd., Walkerville.
Pedlar People, Limited, Oshawa.
- Commutator Stones**
Cleveland Stone Co., Cleveland, Ohio.
- Compasses**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Conductor Heads, Ornamental**
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

CLASSIFIED LISTS OF ADVERTISEMENTS

Conductor Hooks

Wheeler & Bain, Toronto.

Conductor Hooks, All Steel

Metallic Roofing Co., Toronto and Winnipeg.

Conductor PipeMetallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.**Coping Saws**

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Copper Ingots

Tallman Brass & Metal Co., Hamilton.

Copper Sheets

Tallman Brass & Metal Co., Hamilton.

Corner Bead, Metallic

Metallic Roofing Co., Toronto and Winnipeg.

Cornices, MetallicMetallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.**Corrugated Fasteners**Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.**Cold Rolled Strip Steel**

The Stanley Works, New Britain, Conn.

Corn Brooms

T. S. Simms & Co., St. John, N.B.

Corn Planters

Eureka Planter Co., Woodstock.

Cotton Waste

Prairie City Oil Co., Winnipeg.

Corrugated IronsMetallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.**Counters**

Cameron & Campbell, Toronto.

Countersinks

Goodell-Pratt Co., Greenfield, Mass.

Couplings, Wrought

Canadian Tube & Iron Co., Ltd., Montreal.

Cultivators, Garden, Hand and WheelEureka Planter Co., Woodstock.
C. S. Norcross & Sons, Bushnell, Ill.**Cuspidors**

Thos. Davidson Mfg. Co., Ltd., Montreal.

Crowbars

B. J. Coghlin & Co., Montreal.

Cut NippersBrown, Boggs Co., Ltd., Hamilton.
L. S. Starrett Co., Athol, Mass.**Cutlery**Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
McGlashan-Clarke Co., Niagara Falls, Ont.
Lewis Bros., Ltd., Montreal.
Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.**Cutlery, Non-stain**Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.**Cutlery, Pearl Handle and Silver**

Landers, Frary & Clark, New Britain, Conn.

Cutters, Paper

Walter Woods & Co., Hamilton.

Cutter Pins

Wilkinson & Kompass, Hamilton

Culverts, Corrugated Metal

Winnipeg Ceiling & Roofing Co., Winnipeg.

Crimped Iron Sheets

Wheeler & Bain, Toronto.

Cut Nippers

L. S. Starrett & Co., Athol,

Cylinder OilsImperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.**Dairy Pails**

Thos. Davidson Mfg. Co., Ltd., Montreal.

Depth Gauges

Goodell-Pratt Co., Greenfield, Mass.

DiesButterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas.**Display Racks and Stands**

Cameron & Campbell, Toronto.

Dividers, Angle

Stanley Rule & Level Co., New Britain, Conn.

Door BoltsRichards-Wilcox Canadian Co., Ltd., London.
The Stanley Works, New Britain, Conn.**Door Checks**

Wm. Newman & Sons., Birmingham, Eng.

Doors, Fireproof

Metallic Roofing Co., Toronto and Winnipeg.

Door Hangers

Canada Steel Goods Co., Hamilton, Ont.

Doors, Kalameined

Metallic Roofing Co., Toronto and Winnipeg.

Doors, MetalMetallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.**Door Pulls**

The Stanley Wks., New Britain, Conn.

Door SpringsJas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons., Birmingham, Eng.**Driers**Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg**Drills**Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain.
Wilkinson & Kompass, Hamilton**Dies, Threading**

Wells Bros. Co. of Canada, Galt.

Disinfectant, Liquid

Wakyte Mfg. Co., Winnipeg.

Disinfectant, Powder

Wakyte Mfg. Co., Winnipeg.

Die Stocks

Wells Bros. Co. of Canada, Galt.

Domestic Water Systems

Aylmer Pump & Scale Co., Aylmer, Ont.

Dowel Pins, Brass, PatternMakers'
Canadian Winkley Co., Windsor.**Drills, Breast**Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.**Drill Chucks**

Goodell-Pratt Co., Greenfield, Mass.

Dusters, Feather

Walter Woods & Co., Hamilton.

Dusters

Channel Chemical Co., Toronto.

Dry ColorsBrandram-Henderson, Ltd., Halifax, N.S.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.**Dry Cells**Canada Dry Cells Ltd., Winnipeg
Canadian H. M. Johns-Manville Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Line Hansen & Kimball, Moose Jaw.
Great West Electric Co., Ltd., Winnipeg.
Maytag Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago, Ill.**Eave Trough**Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.**Egg Cases**

Walter Woods & Co., Hamilton

Ejectors and Syphons

Jas. Morrison Brass Mfg. Co., Toronto.

ElbowsThos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Limited, Oshawa.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.**Electric Bells**

Northern Electric Co., Ltd., Montreal.

Electric Lighting Fixtures

Barton-Netting Co., Windsor.

Electric FansNorthern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.**Dynamos**

Northern Electric Co., Montreal.

Egg Beaters

Collette Mfg. Co., Collingwood.

Electric Flashlights

Northern Electric Co., Ltd., Montreal.

Electric FixturesNorthern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.**Electric Heating Specialties**

Northern Electric Co., Ltd., Montreal.

Electric SpecialtiesA. C. Gilbert Co., New Haven, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.**Electrical Tools**

Northern Electric Co., Ltd., Montreal.

Electrical Supplies

Northern Electric Co., Ltd., Montreal.

Electrical Household Specialties

Landers, Frary & Clark, New Britain, Conn.

Electro Plated Ware

McGlashan, Clarke Co., Niagara Falls, Ont.

Electric Irons

Landers, Frary & Clark, New Britain, Conn.

Electric Toasters

Landers, Frary & Clark, New Britain, Conn.

End Cutting Tools

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery

John Oakey & Sons, London, Eng.

Emery Glass and Papers

John Oakey & Sons, London, Eng.

Emery Wheels

Carborundum Co., Niagara Falls, N.Y.

Emery Stones

Carborundum Co., Niagara Falls, N.Y.

EnamelsR. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.**Enamels, High Gloss**

Benjamin Moore & Co., Ltd., Toronto.

Enamels, Waggon and Carriage

Benjamin Moore & Co., Ltd., Toronto.

Enamelled Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.

Electrical Toys

A. C. Gilbert Co., New Haven, Conn.

Engine OilsImperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.**Engineers' Supplies, Rubber**Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.**Envelopes**

Walter Woods & Co., Hamilton.

Extension Ladders

Stratford Mfg. Co., Ltd., Stratford.

Fanlight Openers

Jas. Bartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen

The Stanley Works, New Britain, Conn.

Faucets

Jas. Morrison Brass Mfg. Co., Toronto.

CLASSIFIED LISTS OF ADVERTISEMENTS

Feed Cookers

Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felt, Tarred

J. H. McComb Ltd., Montreal,
Que.

Fencing and Gates

Banwell-Hoxie Wire Fence Co.,
Hamilton.
McGregor-Banwell Fence Co.,
Ltd., Walkerville.
Standard Tube & Fence Co.,
Woodstock.
Steel Co. of Canada, Ltd., Ham-
ilton.

Fencing, Farm

McGregor-Banwell Fence Co.,
Ltd., Walkerville.
Standard Tube & Fence Co.,
Woodstock.

Fencing, Lawn

Banwell-Hoxie Wire Co., Ltd.,
Hamilton.
Caverhill, Leamont & Co.,
Montreal.
McGregor-Banwell Fence Co.,
Ltd., Walkerville.
Lewis Bros., Ltd., Montreal.
Standard Tube & Fence Co.,
Woodstock.

Fencing, Poultry

McGregor-Banwell Fence Co.,
Ltd., Walkerville.
Standard Tube & Fence Co.,
Woodstock.

Files

G. & H. Barnett Co., Philadel-
phia, Pa.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd.,
Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co.,
Montreal.
Wilkinson & Kompass, Hamilton

Finials, Metallic

Metallic Roofing Co., Toronto
and Winnipeg.

Fillers

Benjamin Moore Co., Ltd., To-
ronto.

Filters

Thos. Davidson Mfg. Co., Mont-
real.

Extinguishers, Fire

Northern Electric Co., Montreal.
Gutta Percha & Rubber, Toronto

Fire Department Supplies

Jas. Morrison Brass Mfg. Co.,
Toronto.
Gutta Percha & Rubber, Ltd.,
Toronto.

Fire Extinguishers

Gutta Percha & Rubber, Ltd.,
Toronto.

Fireplace Furnishings

Barton Netting Co., Windsor.

Fireproof Doors

Metallic Roofing Co., Toronto
and Winnipeg.

Fireproof Metal Windows

Metallic Roofing Co., Toronto
and Winnipeg.

Flashlights, Electric

Canada Dry Cells, Ltd., Winni-
peg.
Interstate Electric Novelty Co.,
Toronto.
Great West Electric Co., Ltd.,
Winnipeg.
Metal Specialties Mfg. Co.,
Chicago.
Northern Electric Co., Montreal.

Flint Cloths

John Oakey & Sons, London,
Eng.

Flashings, Metallic

Metallic Roofing Co., Toronto
and Winnipeg.

Floor Paints

Benjamin Moore & Co., Ltd.,
Toronto.

Fly Catchers

Walter Woods & Co., Hamilton.

Flush Tanks

Jas. Morrison Brass Mfg. Co.,
Toronto.

Folding Chairs and Tables

Stratford Mfg. Co., Ltd., Strat-
ford.

Food Choppers

F. W. Lamplough & Co., Mont-
real.
Zanders, Frary & Clark, New
Britain, Conn.

Foot Powers

Goodell-Pratt Co., Greenfield,
Mass.

Fire Alarm Apparatus

Northern Electric Co., Montreal.

Farm Lighting Outfits

Northern Electric Co., Montreal.

Floor Oil

Prairie City Oil Co., Winnipeg.

Force Cups

Canadian Consolidated Rubber
Co., Toronto.

Gutta Percha & Rubber, Ltd.,
Toronto.

Fore Planes

National Machinery & Supply
Co., Hamilton.

Forged Tire Tools

Bridgeport Hdwe. Mfg. Corp.,
Bridgeport, Conn.

Forgings

Steel Co., of Canada, Ltd., Ham-
ilton.

Fruit Jars

Walter Woods & Co., Hamilton.

Friction Taps

Northern Electric Co., Ltd.,
Montreal.

Forstner Bits

Progressive Mfg. Co., Torrington,
Conn.

Funnels

Thos. Davidson Mfg. Co., Ltd.,
Montreal.

Furniture Polish

Buffalo Specialty Co., Bridge-
burg.

Channel Chemical Co., Toronto.

Gages

L. S. Starrett Co., Athol, Mass.
Wells Bros. Co. of Canada, Galt.

Gages, Cylindrical Limit

Wells Bros. Co. of Canada, Galt.

Gages, Plug and Templet

Wells Bros. Co. of Canada, Galt.

Gages, Thread Turret

Wells Bros. Co. of Canada, Galt.

Gages, Screw Pitch

Wells Bros. Co. of Canada, Galt.

Galvanized Iron Cornices

Metallic Roofing Co., Toronto
and Winnipeg.

Galvanized Ware

Thos. Davidson Mfg. Co., Ltd.,
Montreal.

Galvanized Iron

Thos. Davidson Mfg. Co., Ltd.,
Montreal.

Galvanized Steel Tanks

Pedlar People Limited, Oshawa.

Galvanized Steel Sheets

Dominion Sheet Metal Co., Ltd.,
Hamilton.

Gas Water Heaters

Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Gasoline

Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasoline Drums

Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Gauges and Recording

Stanley Rule & Level Co., New
Britain, Conn.

Garden Cultivators and Weeders

C. S. Norcross & Sons, Bushnell,
Ill.

Gasoline

Eureka Planter Co., Woodstock,
Ont.

Garage Hardware

Schoener Mfg. Co., St. Cloud,
Minn.

Garbage Cans

The Stanley Works, New Bri-
tain, Conn.

Garbage Paper

Thos. Davidson Mfg. Co., Ltd.,
Montreal.

Garbage Paper

J. Samuels, Toronto.
The Carborundum Co., Niagara
Falls, N.Y.

Garages, Portable

Winnipeg Ceiling & Roofing Co.,
Winnipeg.

The Pedlar People, Oshawa.

McGregor-Banwell Fence Co.,
Ltd., Walkerville.

Gates, Stock

McGregor-Banwell Fence Co.,
Ltd., Walkerville.

Glass

A. Ramsay & Son Co., Montreal.

G. F. Stephens & Co., Ltd., Win-
nipeg.

Toronto Plate Glass Imp. Co.,
Toronto.

Glass, Plate

Toronto Plate Glass Imp. Co.,
Toronto.

Glass, Beaded

Toronto Plate Glass Imp. Co.,
Toronto.

Glass, Ornamental

Toronto Plate Glass Imp. Co.,
Toronto.

Glass, Stained

Toronto Plate Glass Imp. Co.,
Toronto.

Glass, Cutters

Goodell-Pratt Co., Greenfield,
Mass.

Glass, Benders

Toronto Plate Glass Imp. Co.,
Toronto.

Glaziers' Diamonds

Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Glues

R. C. Jamieson & Co., Ltd.,
Montreal.

Grain Scoops

Wakye Mfg. Co., Winnipeg.

Granaries, Portable Metallic

Pedlar People Limited, Oshawa.

Metallic Roofing Co., Toronto
and Winnipeg.

Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Gravary Lining

Metallic Roofing Co., Toronto
and Winnipeg.

Grease Cups, Pressed Steel

Canadian Wrinkley Co., Windsor

Grinders, Hand and Power

The Carborundum Co., Niagara
Falls, N.Y.

Grindstones

Carborundum Co., Niagara Falls,
N.Y.

Cleveland Stone Co., Cleveland.

Grinding Wheels

The Carborundum Co., Niagara
Falls, N.Y.

Generators

Northern Electric Co., Montreal.

Glass, Art

Saskatchewan Glass & Supply
Co., Moose Jaw, Sask.

Glass, Polished, Wired

Saskatchewan Glass & Supply
Co., Moose Jaw, Sask.

Glass, Beveled

Saskatchewan Glass & Supply
Co., Moose Jaw, Sask.

Glass, Window

Excelsior Plate Glass Co., To-
ronto.

Toronto Plate Glass Imp. Co.,
Toronto.

Glass, Windshield

Saskatchewan Glass & Supply
Co., Moose Jaw, Sask.

Greases, Transmission

Prairie City Oil Co., Winnipeg.

Gloves, Rubber

Northern Electric Co., Montreal.

Gunsights

Marble Arms & Mfg. Co., Glad-
stone, Mich.

Guns

Remington Arms-Union Metallic
Cartridge Co., Windsor.

Caverhill, Leamont & Co., Mon-
treal.

Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms
Co., Worcester, Mass.

Hack Saws

Goodell-Pratt Co., Greenfield,
Mass.

L. S. Starrett Co., Athol, Mass.

National Machinery & Supply
Co., Hamilton.

Victor Saw Works Ltd., Hamil-
ton, Ont.

Hack Saw Blades

Goodell-Pratt Co., Greenfield,
Mass.

Victor Saw Works Ltd., Hamil-
ton, Ont.

Hack Saw Frames

Bridgeport Hdwe. Mfg. Corp.,
Bridgeport, Conn.

Goodell-Pratt Co., Greenfield,
Mass.

National Machinery & Supply
Co., Hamilton.

L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Goodell-Pratt Co., Greenfield,
Mass.

Hammers

Stanley Rule & Level Co., New
Britain, Conn.

Hand Drills

Goodell-Pratt Co., Greenfield,
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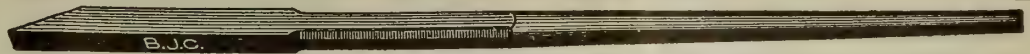
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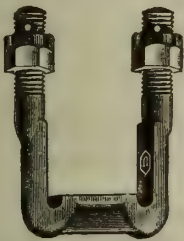
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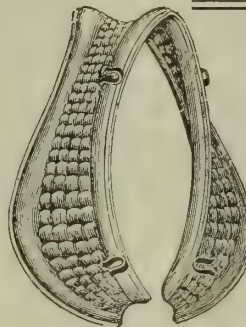
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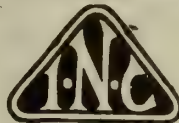
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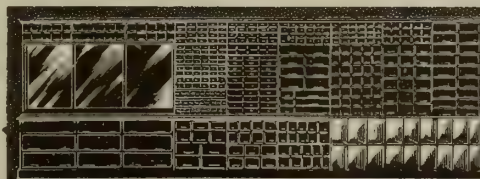
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Martin-Senour Co., Ltd., Montreal.

Benj. Moore & Co., Toronto.

The Ottawa Paint Wks., Toronto.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

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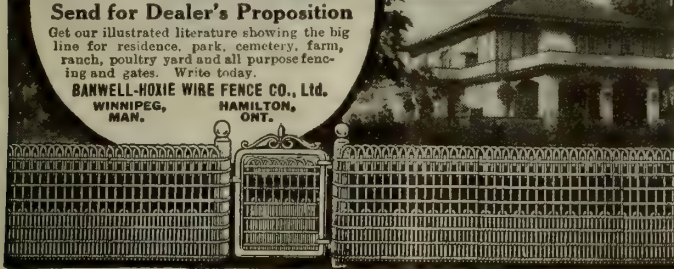
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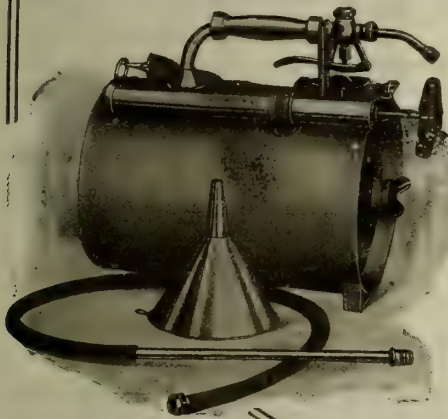
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Fountain Compressed Air Sprayer

The Quality Sprayer

This sprayer saves its own cost in the great saving of time and labor. It is operated easily with one finger by controlling lever. One pumping will empty the entire contents of tank. A good Seller. Get Catalogue.

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Manufacturers of all kinds wiping, polishing and packing waste.

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Look for the full name Russell Jennings stamped on the round of our Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

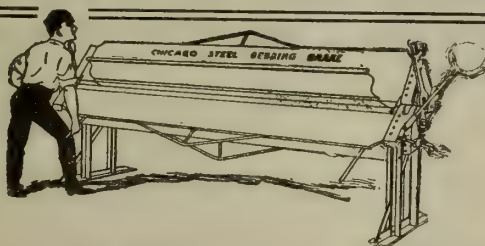
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Corn and Bean Planters



The old and reliable King of the Field is the one asked for—also made with pumpkin seed attachment or with fertilizer attachment.

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Used by over ten thousand Sheet Metal Workers in U. S.

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Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.

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Stanley Rule & Level Co., New Britain, Conn.
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Northern Machinery Supply Co., Hamilton.
- Plasterer's Corner Bead**
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Eureka Planter Co., Woodstock.
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Goodell-Pratt Co., Greenfield, Mass.
- Plowshares**
D. Ackland & Son, Winnipeg.
- Plugs, Rubber**
Canadian Consolidated Rubber Co., Montreal.
- Plumb Bob**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
- Plumbers' Supplies, Rubber**
Gutta Percha & Rubber, Ltd., Toronto.
- Poles, Electric Light and Telegraph and Telephone**
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- Pole Line Material**
Northern Electric Co., Montreal.
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Channel Chemical Co., Toronto.
- Polish, Furniture**
Channel Chemical Co., Toronto.
Buffalo Specialty Co., Bridgeburg.
Wakye Mfg. Co., Winnipeg.
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Whites, Limited, Collingwood.
- Powder**
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Goodell-Pratt Co., Greenfield, Mass.
- Precision Tools**
Goodell-Pratt Co., Greenfield, Mass.
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Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon, Man.
R. McDougall Co., Ltd., Galt.
F. E. Myer & Bro., Ashland, O.
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Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon, Man.
R. McDougall Co., Ltd., Galt.
- Pump Jacks**
Manitoba Engines, Brandon, Man.
- Punches, Centre Drive, etc.**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
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Northwestern Chemical Co., Marietta, Ohio.
- Rain Water Pipe**
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Jas. Morrison Brass Mfg. Co., Toronto.
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Ward & Payne, Sheffield, Eng.
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- Rasps**
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Nicholson File Co., Port Hope.
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- Reciprocating Drills**
Goodell-Pratt Co., Greenfield, Mass.
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- Razor Stroops**
The Carborundum Co., Niagara Falls, N.Y.
- Razors**
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J. Wiss & Son, New York.
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Gillette Safety Razor Co., Ltd., Montreal.
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Dominion Linseed Oil Co., Montreal.
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Thos. Davidson Mfg. Co., Ltd., Montreal.
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Pease Foundry Co., Toronto.
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Wells Bros Co. of Canada, Ltd., Galt.
- Reamers, Pipe**
Wells Bros Co. of Canada, Ltd., Galt.
- Rectifiers**
Northern Electric Co., Montreal.
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Jonathan Crookes & Son, Ltd., Sheffield, Eng.
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- Rifles**
Harrington & Richardson Arms Co., Worcester, Mass.
Remington Arms-Union Metallic Cartridge Co., Windsor.
- Rifles, Big Game**
Remington Arms-Union Metallic Cartridge Co., Windsor.
- Rifles, Boy Scout**
Remington Arms-Union Metallic Cartridge Co., Windsor.
- Rifles, High Power**
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- Rifles, Sporting**
Remington Arms-Union Metallic Cartridge Co., Windsor.
- Ridge Cap**
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Wilkinson & Kompass, Hamilton.
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Manitoba Engines, Brandon, Man.
- Rollers, Lawn**
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- Roller Bearing Plate Slides**
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Metallic Roofing Co., Toronto and Winnipeg.
- Roofing**
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Gutta Percha & Rubber, Ltd., Toronto.
- Rubber Tubing**
Gutta Percha & Rubber, Ltd., Toronto.
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Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
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Lufkin Rule Co., Ltd., Windsor, Ont.
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Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
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Lufkin Rule Co., Ltd., Windsor, Ont.
- Rules, Wooden**
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
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Simonds Canada Saw Co., Montreal.
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Simonds Canada Saw Co., Montreal.
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Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
Simmonds Canada Saw Co., Montreal.
Victor Saw Works, Ltd., Hamilton, Ont.
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Burrow Stewart & Milne Co., Hamilton.
John Chatillon & Sons, New York, N.Y.
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Aylmer Pump & Scale Co., Aylmer, Ont.
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- School Heaters**
Kir-Ben Ltd., Almonte, Ont.
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Wilkinson & Kompass, Hamilton.
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Wells Bros. Co. of Canada, Galt.
- Screw Drivers**
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National Machinery & Supply Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
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The Stanley Works, New Britain, Conn.
- Screw Drivers**
Goodell-Pratt Co., Greenfield, Mass.
National Machinery Supply Co., Hamilton.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.
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Stanley Rule & Level Co., New Britain, Conn.
- Scythe Stones**
Cleveland Stove Co., Cleveland, Ohio.
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Your wholesaler sells it.

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The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

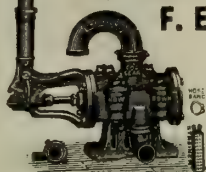
The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.

F. E. Myers & Bro.

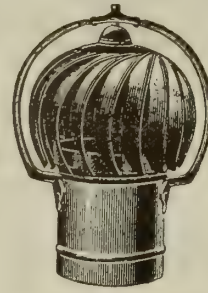
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We're Headquarters for



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Large Stocks of
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The Costliness of Man-time

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You must employ the method of influence and persuasion known as Modern Advertising. By this means you can make known what you have to sell to all farmers everywhere, simultaneously.

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This should impress you: The Farmer's Magazine is the best produced farm paper in Canada—3-color covers, fine illustrations, good paper, good typography and printing, and most important of all, the best edited. A sample copy will convince you.

If the farmer is your customer, use The Farmer's Magazine.

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Published by

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We also have a large stock of Building Paper, Ready Roofing, and other lines of building materials.

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Genuine Preparation
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Winnipeg Ceiling & Roofing Co., Winnipeg.
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Ward & Payne, Sheffield, Eng.
- Shears and Scissors**
Landers, Frary & Clark, New Britain, Conn.
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Wakye Mfg. Co., Winnipeg.
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- Shells, Loaded**
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Ltd., Montreal.
- Shells, Shot**
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- Shellac**
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Berry Bros., Walkerville.
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Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
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- Single Guns**
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- Silo Roofs**
Metallic Roofing Co., Toronto and Winnipeg.
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Metallic Roofing Co., Toronto.
Pedlar People, Oshawa.
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Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
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- Solderall**
Thos. Davidson Mfg. Co., Ltd., Montreal.
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- Snow Shovels**
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Collins Mfg. Co., Toronto.
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- Spring Hinges**
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Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
- The Ottawa Paint Works, Toronto.**
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Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
- Stains, Wood**
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
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T. S. Simms & Co., St. John, N.B.
- Staples**
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- Steel Granaries**
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Canadian Tube & Iron Co., Ltd., Montreal.
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Steel Co. of Canada, Hamilton.
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- Step-Ladder Chairs**
Schutz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.
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- Stock Specifiers**
W. A. Jenkins Mfg. Co., London, Ont.
- Store Ladders**
McFarlane Ladder Works, Toronto.
- Stoves**
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Enterprise Foundry Co., Sackville, N.B.
Clare Bros. & Co., Preston.
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Gurney Foundry Co., Toronto.
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D. Moore Co., Hamilton, Ont.
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Northern Electric Co., Ltd., Montreal.
- Stove Pipe**
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Starters, Induction, Motor**
Northern Electric Co., Montreal.
- Suction Pumps**
Wheeler & Bain, Toronto.
- Suction Pump Valves**
Wheeler & Bain, Toronto.
- Street Lighting Equipment**
Northern Electric Co., Montreal.
- Switches**
Northern Electric Co., Montreal.
- Stretchers, Wire**
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
Richards-Wilcox Canadian Co., Ltd., London.
- Sweat Pads**
Burlington Windsor Blanket Co., Toronto.
- Switchboard and Equipment**
Northern Electric Co., Montreal.
- Swivel Base Vises**
National Machinery & Supply Co., Hamilton.
- Tacks**
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.
- Tanks, Galvanized Steel**
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Taps**
Butterfield & Co., Rock Island, Que.
- Tap Holders**
Goodell-Pratt Co., Greenfield, Mass.
- Tanks**
Beatty Bros., Ltd., Fergus.
Pease Foundry Co., Toronto.
Wheeler & Bain, Toronto.
- Tapping Attachments**
Pratt & Whitney Co., Ltd., Dundas.
Wells Bros. of Canada, Galt.
- Tapes, Measuring**
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
- Tapes, Steel**
Lufkin Drill Co., Windsor.
L. S. Starrett Co., Athol, Mass.
- Terne Plates**
M. & L. Samuel, Benjamin & Co., Toronto.
- Thickness Gauges**
Goodell-Pratt Co., Greenfield, Mass.
- Tea Pots and Urns, Tea Ball**
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto.
- Tiling, Rubber**
Gutta Percha & Rubber, Ltd., Toronto.
- Tin Plates**
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Thimbles, Builders'**
Collins Mfg. Co., Toronto.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

STEEL LETTERS

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS
36 James St. South, Hamilton, Ontario.



Trulite

The Original
Short Globe
Lantern.

Made only by
Ontario Lantern & Lamp Co.,
HAMILTON, CANADA Limited

BEAR BRAND LAMP BLACKS

A Germantown of quality
that gets big business

WILCKES-MARTIN, WILCKES CO.
135 WILLIAM ST NEWYORK

FOOD CHOPPERS



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W. Lamplough & Co., Unity Bldg., Montreal

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

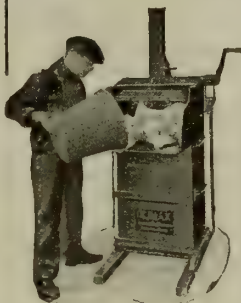
Waste Paper Balers

"CLIMAX"
ALL STEEL

Turn your waste
paper into money.
12 sizes, \$22.50 up

Climax Baler
Company

Emerald St.
Hamilton, Ont.



The Spraying Season is Here—Are You Ready?

There will be a big demand this season for spraying outfits. The Government is stimulating the idea of greater production, and people are turning to gardening and chicken raising. Be ready for the annual demand for sprays and the regular spring business for spraying chicken coops, etc.



We are makers of several kinds of Sprayers—Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

THE COLLINS MFG. CO.
415 Symington Ave., Toronto



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to
James Bros. Foundry
PERTH, ONT.

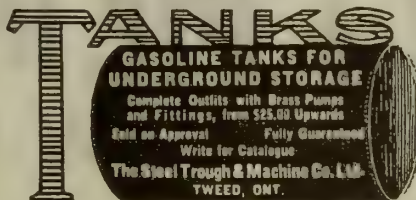
BATH ROOM FITTINGS



KINZINGER, BRUCE
& CO., LIMITED

NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES



BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite



Quick
Service

Northern Bolt, Screw & Wire
Co., Ltd., Owen Sound, Ont.

The PARMENTER, BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Over-shoe Buckles, Felloe Plates.

This space would cost
you only \$1.00 per issue
for one year.



CLOTHES LINE

Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

INDEX TO ADVERTISERS

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HOYT METALS

MEMO

May 26th

for your Babbitt Metal file

The sun never sets on our distributing points. This world-wide business was built upon merit. Forty years' experience in metal mixing has ensured our metals meeting the most exacting modern demands perfectly.

HOYT'S NICKEL GENUINE, HOYT'S TROJAN, HOYT'S FROST KING

We make a full line of solders made with the same care as our babbitt metal to ensure supreme quality. If you are not acquainted by experience with our lines send for trial order.



HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Wanted

SITUATIONS VACANT

WANTED—AN EXPERIENCED HARDWARE clerk for town in Southern Saskatchewan. One with some knowledge of tinsmithing preferred. Good wages to right man. Can commence at once if desired. Box 463, Hardware and Metal.

WANTED — SALESMEN CALLING UPON hardware trade, to sell babbitt metals as side line. Good commission. Give full particulars in confidence as to firms represented and territory covered. Box 458, Hardware and Metal.

SITUATIONS WANTED

EXPERIENCED HARDWARE CLERK DESIRES position with retail or wholesale firm; central or Western Ontario preferred. First-class references. Box 459, Hardware and Metal, Toronto.

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

The Cost of Selling

SCARCELY necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?

Are you spending the money?

Let's look at the cost of close-up work in

The FARMER'S MAGAZINE

A half-page 12 times will cost you \$367.20 (\$30.60 per insertion). A full page, \$714.00 (\$59.60 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

You should—and can, at so low a price.

Write in about it.

2 cents

per word for the first insertion is the rate charged for an advertisement on this page. Each figure is counted as a word, and a charge of 5c extra is made when a box number is required.

When more than one insertion is ordered the cost is one cent per word for each subsequent insertion, providing the copy is not changed.

Write your message legibly and state the number of times you wish it to appear.

HARDWARE AND METAL
"Wanted" ads get results.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACTURERS' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal under this heading.

LONG ESTABLISHED FIRM, CONNECTED throughout the Dominion of Canada, would like to communicate with reliable manufacturers (domestic or foreign), who are desirous of being represented. Write P.O. Box 3265, Montreal.

A condensed ad. in this paper will bring replies from all parts of Canada.

FOR SALE

UNDERWOOD TYPEWRITERS.—Modern visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

FOR SALE BY TENDER—RETAIL HARD- ware business in Dundas; established fourteen years. Good stock. May be inspected any week day. Tenders close June 4th. Apply H. J. Baine, Bank of Hamilton Building, Hamilton, Ont.

HARDWARE, BOOT AND SHOE BUSINESS for sale. Clean stock. Good surrounding country. Doing good business. Owner retiring from business. Robert Neilly, Bradford, Ont.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIX- tures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY IN- stallng an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Ask us for an estimate for your next sign.

W. H. STEVENSON
Stevenson Building, Toronto

Ask Us For
**Wrapping
Papers**

10,000 Rolls and Reams
and

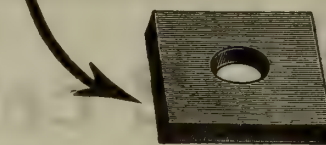
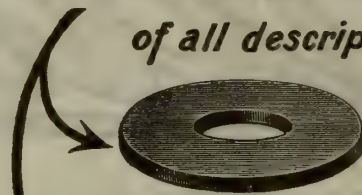
Twines

Very large assortment.

Walter Woods & Co.
Hamilton and Winnipeg

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square
Plain or
Galvanized

Annealed
Rivet Burrs.
Felloe Plates.
Sheared and
Punched Plates.

Malleable Washers
and Cast Iron Washers.

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand,
Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware
Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

THE TINSMITH'S HELPER AND PATTERN BOOK

By H. K. Vosburgh

Revised by William Neubecker

This is a book of 135 pages, 54 plates. Epitome of mensuration. Mensuration of surfaces.
Tables, Rules and Recipes. Practical Receipts, on the making of all kinds of solder.

The Most Practical "Helper" Ever Introduced Into The Tinshop.

PRICE \$1.00, Postage Prepaid.

Technical Book Department

MACLEAN PUBLISHING COMPANY, LIMITED

143-153 University Avenue, Toronto

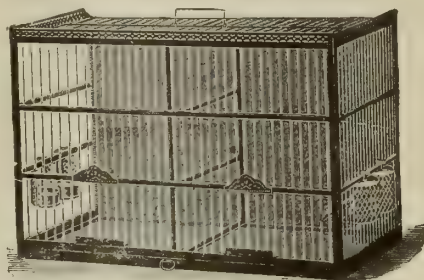
"HENDRYX" BREEDING CAGES

A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and blue trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.

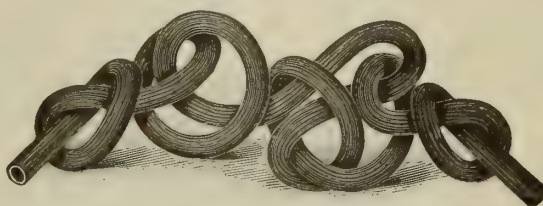
No. 86S Japanned, 17½ in. long, 8¾ in. wide, 13¼ in. high.
No. 86 Japanned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¼ in. high.
No. 22 Japanned, 24½ in. long, 12¼ in. wide, 16¼ in. high.
No. 113 Japanned, 26¾ in. long, 10 in. wide, 13¾ in. high.



The Andrew B. Hendryx Company
NEW HAVEN, CONN.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules

MADE IN CANADA

The Best Rules

The Quickest Service

Ask about our New Folding Hook Attachment on such rules.

Measuring Tapes and Rules of all kinds.



SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Stocked by the Jobbers

TINKERTOM'S TALKS.

Talk Number One Hundred and One

Everybody uses Corrugated Sheets—Town, city and country alike. Ten established concerns make them in Canada. Any of them will gladly furnish these made of "PREMIER" GALVANIZED SHEETS, thus helping increase business in Canada. Deliveries will be slow. Buy ahead.

TINKER TOM.

Look for Talk No. 102 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA



ONEIDA COMMUNITY RELIANCE PLATE



WHAT are you doing with Reliance Plate, the *medium-priced* line of the Oneida Community? Here is a line that enjoys a long-established popularity all over the country. Beautifully designed—for example, the Exeter pattern, illustrated above. Selling at the same price everywhere. Your profit generous and assured.

ONEIDA COMMUNITY, LTD., NIAGARA FALLS, ONTARIO

HARDWARE^{AND} METAL

Vol. XXIX

PUBLISHED EVERY SATURDAY SINCE 1888

June 2

No. 22

THE MACLEAN PUBLISHING COMPANY, LIMITED

1917

PUBLICATION OFFICE: TORONTO, CANADA



The Livest Issue of the Day in Arms and Ammunition is Remington UMC

Good shots and good sports everywhere insist on Remington UMC as a matter of course. Just one reason: **QUALITY.**

Which, of course, has a good effect on your sales, and so has the fact that you can fill *any* arms and ammunition need from your stock of Remington UMC.

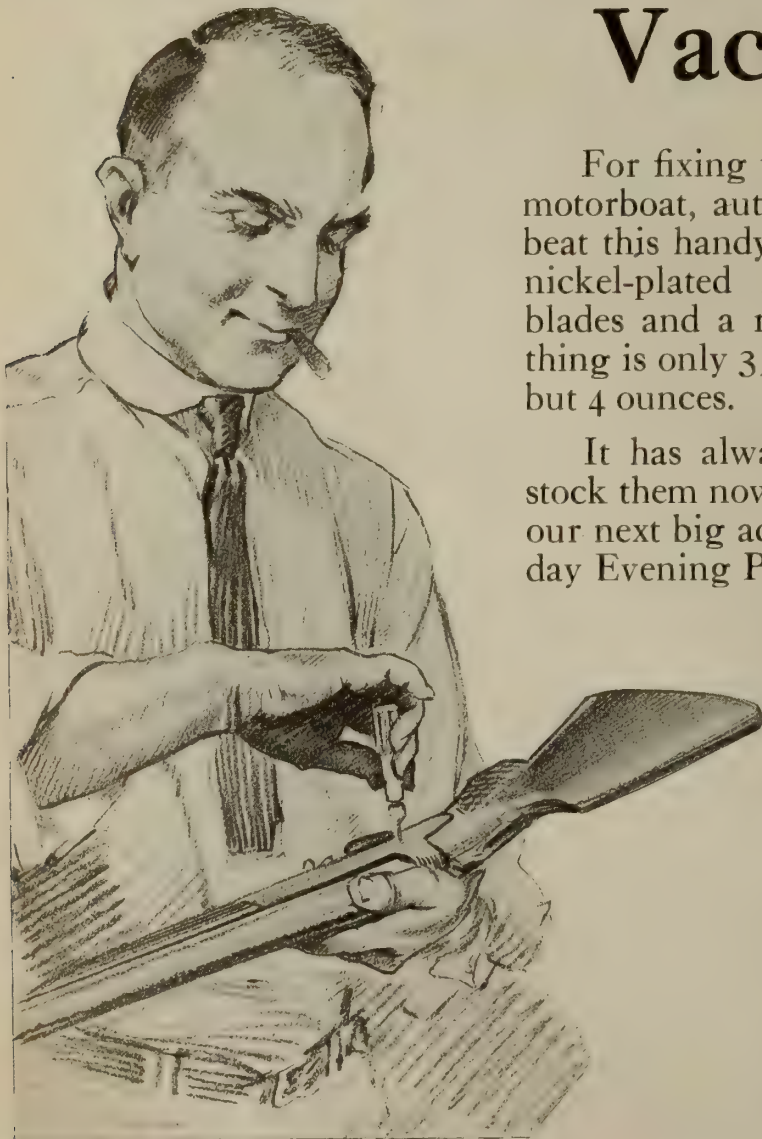
Let us send you a few "Sportsmen's Headquarters" signs.

Remington UMC of Canada, Limited
WINDSOR, CANADA

GOODELL PRATT

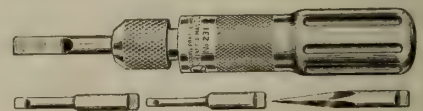
1500 GOOD TOOLS

It's a Great Little Tool For Vacation Time



For fixing up a reel or gun, anything around the motorboat, automobile or summer cottage you can't beat this handy little Screw Driver Set. The hollow nickel-plated handle contains three screw driver blades and a reamer, when not in use. The whole thing is only $3\frac{1}{4}$ inches long when closed and weighs but 4 ounces.

It has always been a ready seller; if you don't stock them now, order half a dozen right away before our next big advertisement of it appears in the Saturday Evening Post of July 7th.



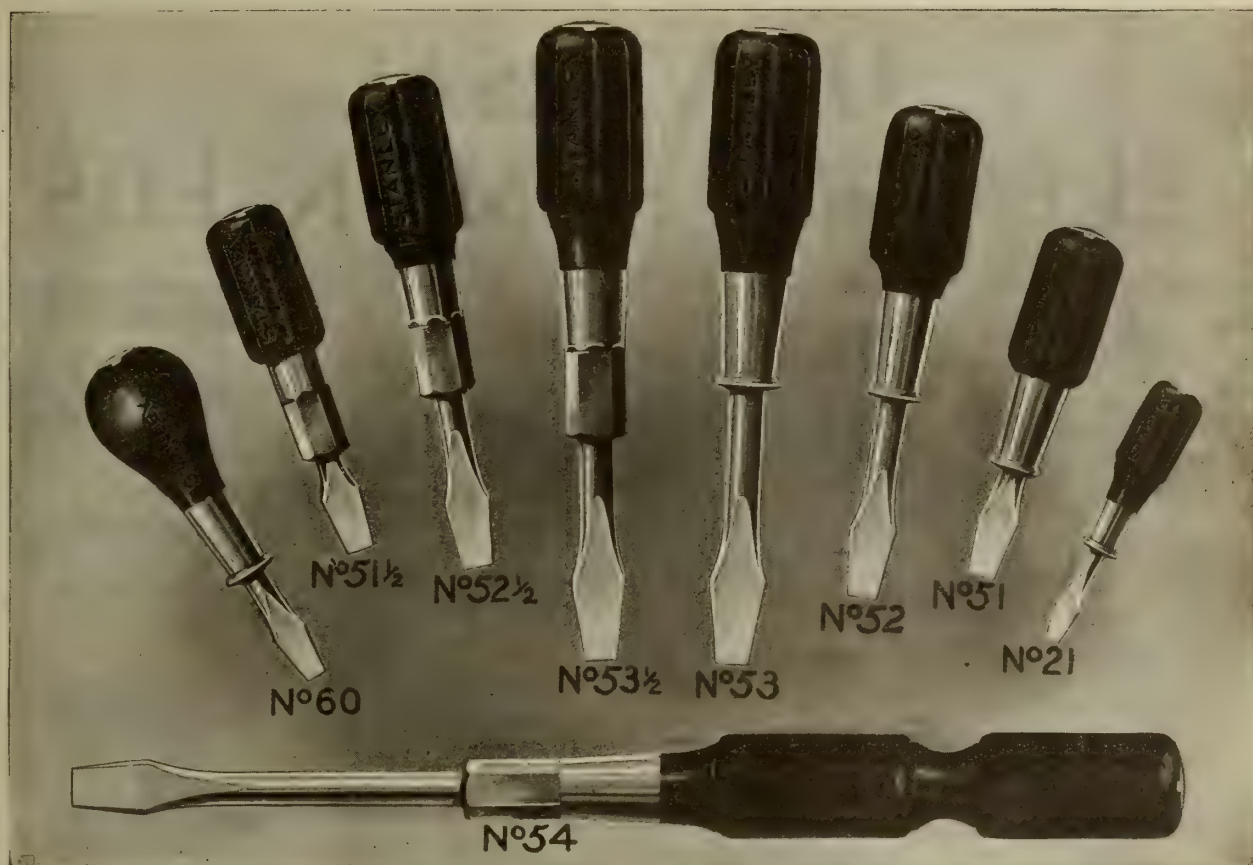
No. 231. Screw Driver Set.

List Price each - \$.80

Goodell-Pratt Company
Toolsmiths

GREENFIELD

MASS., U.S.A.



Stanley Tools

Made in Canada

The illustration above shows a line of Screw Drivers which should be in the store of every dealer who prides himself upon carrying a complete stock of tools.

It is an assortment of SPECIALS that will appeal to many of your customers.

For instance—No. 21 shown at the extreme right of the picture—blade only 1½ inches long, just fits the vest pocket, a strong little Driver and very handy.

Also No. 60—shown at the left—only 1⅝-inch blade but with a big sure grip handle. For heavy work into close corners it cannot be beaten. Used by Plumbers, Machinists, Millwrights, etc.

Nos. 51, 52 and 53—Called MACHINISTS' DRIVERS—Big, broad tips for large screws and extra large shanks for heavy work.

Nos. 51½, 52½ and 53½—also Machinists' Drivers, have hexagon nut on shank for use with a wrench.

No. 54—Note the DOUBLE GRIP, also the hexagon feature for wrench. With this latter Driver one can turn anything.

We make other drivers. See Catalogue.

Address all communications to the

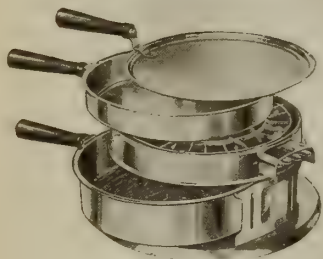


STANLEY RULE & LEVEL Co.
NEW BRITAIN. CONN. U.S.A.



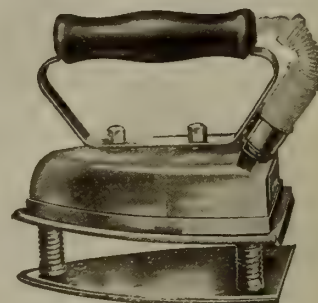
If interested, tear out this page and keep with letters to be answered.

UNIVERSAL ELECTRIC HOME NEEDS



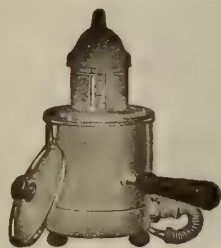
UNIVERSAL
Four-Heat Electric Grill.

The line that never
fails to increase
Summer Sales.



UNIVERSAL Electric Iron

The biggest line of best
known superiorities.

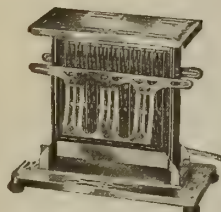


UNIVERSAL
Milk
Warmer

The line that you can guar-
antee to the limit with
certainty that we'll back
you up.



UNIVERSAL
Electric Heating
Pad



UNIVERSAL
Electric Toaster

THE WELL KNOWN TRADE-MARK

UNIVERSAL



UNIVERSAL
Electric Chafer



UNIVERSAL
Electric Perculator



UNIVERSAL Electric Range (Single)



UNIVERSAL
Electric Tea Samovar

LANDERS, FRARY & CLARK

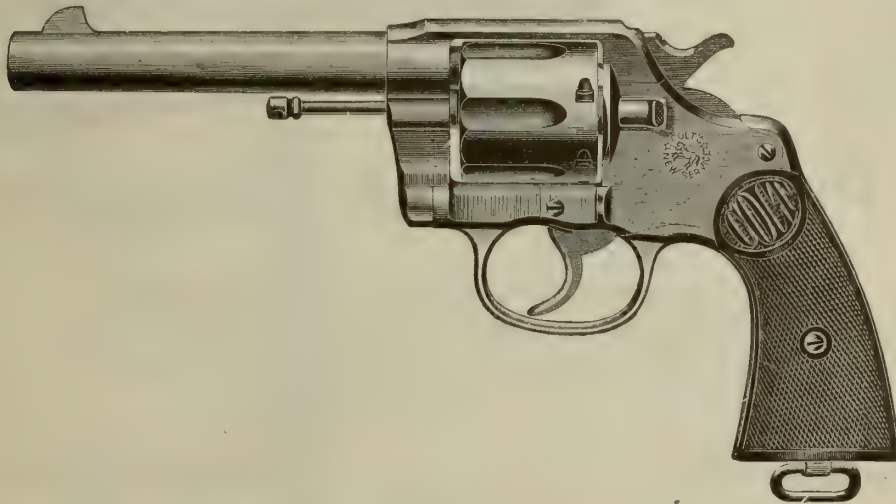
New Britain, Conn., U.S.A.

A. MacFarlane & Company, Montreal, Canadian Representatives.

If interested, tear out this page and keep with letters to be answered.

Colt's New Service Revolvers

CALIBRE .455



For Home Defence
and Overseas Service

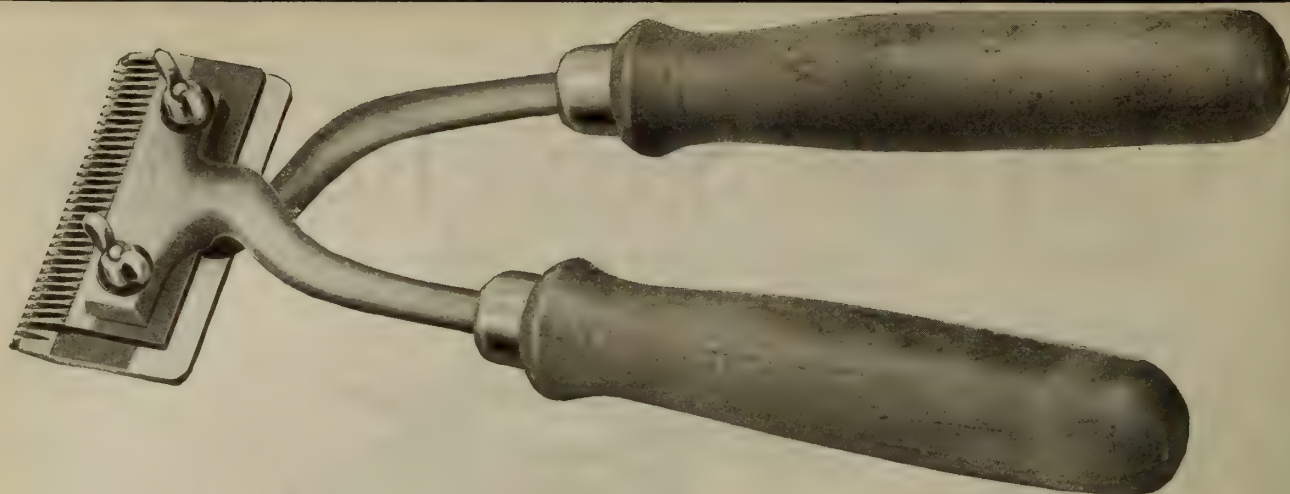
LEWIS BROS.
LIMITED
MONTREAL



Holsters and Ammunition



If interested, tear out this page and keep with letters to be answered.



Priest's Horse Clippers

Long experience and a careful and close study of this line has enabled us to build up an assortment of styles and models that will surely interest you.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

Davidson's Japanned Water Coolers



THE Season is approaching when your customer will be looking for a Water Cooler. Japanned and Handsomely decorated. Fitted with Nickel-Plated Faucets.

These Coolers are made in six sizes as follows: Gallons 2 - 3 - 4 - 6 - 10 - 15

The Thos. Davidson Manufacturing Company, Limited
TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.



HERE is the most useful measuring instrument which machinists need in laying out their work. It is an easy tool to sell because of the complicated layouts which are constantly arising nowadays in metal manufacturing.

Because of its variety of uses, most tool-makers and machinists want the

Starrett Surface Gage

for scribing lines on the work. This gage may be used on all kinds of surfaces. Starrett surface gages are made in many different styles and sizes.

Ask your tool clerk to study the uses of this surface gage. It is fully described on pages 236 to 241 of the Starrett catalog No. 21MA.

42-666



The L. S. Starrett Co.

*The World's Greatest
Toolmakers*

Athol, Mass.



If interested, tear out this page and keep with letters to be answered.



THE HATCH GARAGE- DOOR OUTFIT

The Set Complete!

* * *

INCLUDING:—

- 3—Special Swivel Hangers.
- 3—Floor Guides.
- 3—Pair Special Garage Door Hinges.
- 2—Heavy Garage Door Handles.
- 1—Safety Hasp.
- 1—Hook and Eye.
- 22—Feet Track.
- And—

Every one of these articles is highly finished in Baked Japan!

Screws and Bolts for everything are included!

Our EXTENSIVE ADVERTISING is already attracting attention. GET READY!

Re-sale price to consumer, \$8.00 per set, and a splendid profit for the dealer.

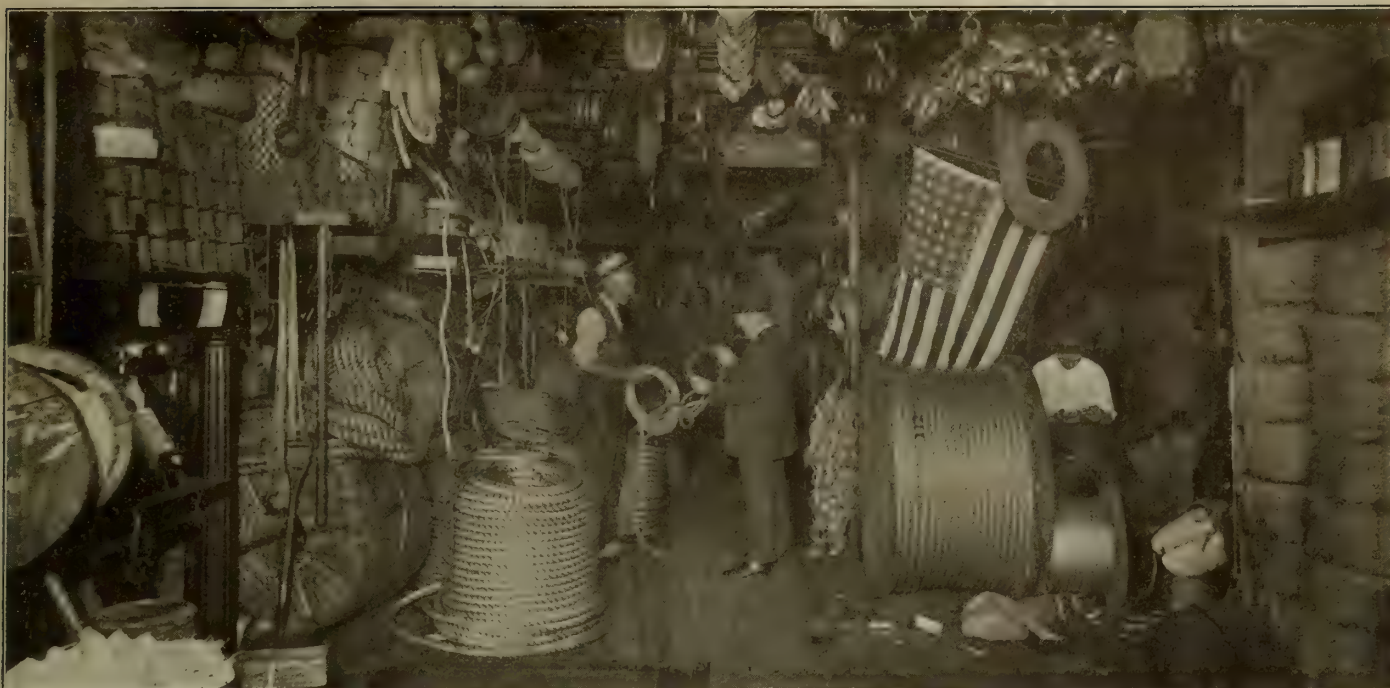
Place your orders NOW!

PRICE SUBJECT TO CHANGE WITHOUT NOTICE

MANUFACTURED BY

Canada Steel Goods Co., Limited, Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.



Headquarters for Plymouth Rope

Is your place of business known as headquarters for Plymouth Rope? Jobbers and dealers who handle Plymouth **know** they have a superior line—their rope account is a real asset—they are proud to be known as headquarters for Plymouth.

Plymouth Rope distributors enjoy the highest class of retail and consuming trade—contractors, yachtsmen and marine workers, mines, quarries, collieries, and representative industries everywhere require first quality cordage—their rope trade is desirable and their purchasing power for other lines of your merchandise is appreciable.

Likewise the retailer finds it easy to sell Plymouth Rope—to the farmer, contractor, the painter, fisherman, livery man and the rope-consuming public. All are quick to appreciate the superior qualities of Plymouth Rope. Their business with you is permanent for rope and many of their other requirements.

Make your establishment known as headquarters for Plymouth Rope by occasional rope window displays. We will furnish you with store and window display material on request.

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS.

WELLAND, CANADA

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA

CANADIAN SALES AGENTS



If interested, tear out this page and keep with letters to be answered.



White

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use — often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife — it sells itself and is a good profit-maker.

**White Mop
Wringer Co.
FULTONVILLE
N.Y.**

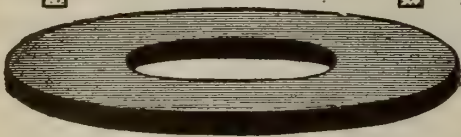


Wrought and Steel Plate WASHERS

OF ALL
DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED

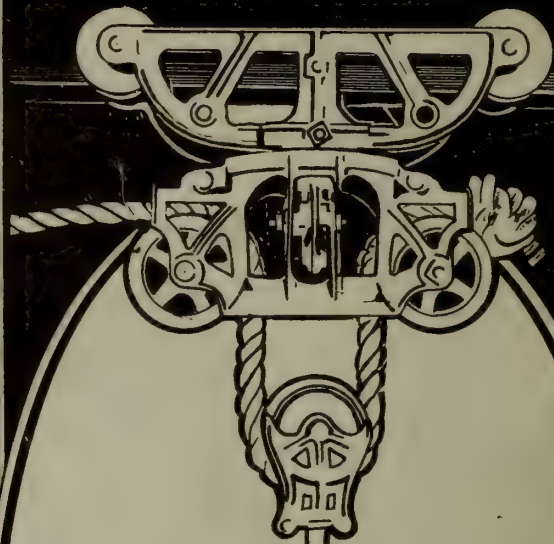


Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

**Wrought Washer Mfg. Co.
MILWAUKEE, WIS.**



Are You Ready

The cutting of the hay crop is close at hand. Farmers will soon be coming in for hay tool repairs and supplies. The shortage of labor means a big demand for this line this year. Dealers who have the goods will make money. Are you ready?

Order Now

See that you have hay cars, hay track, hangers, rafter brackets, rope, hay forks, slings and pulleys. Check over your stock right now and order any of these items that are low.

We have complete stocks of all hay carrier goods and will make shipments promptly.

We have always tried to get all hay tool shipments out the same day as received. 95% of all orders filled same day.

If you are in a great hurry for your hay tools, phone or telegraph your order to our nearest branch, and we will ship by express. When farmers commence taking in their crops they cannot stand delay.

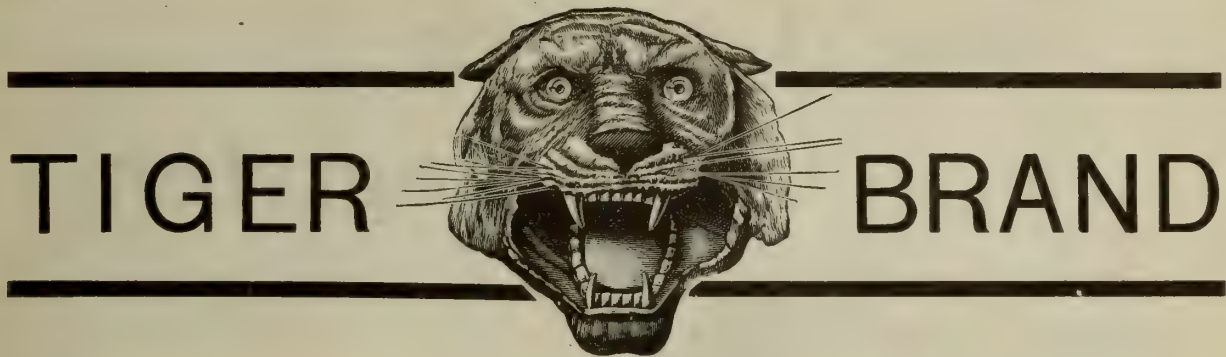
**Beatty Bros.,
Limited**

FERGUS, ONT.

**Winnipeg, Man., Edmonton,
Alta., Montreal, Que.,
St. John, N.B.**

BT

Hay Tools



WHITE LEAD

ENJOYS THE CONFIDENCE
OF PRACTICAL PAINTERS

—for it has been making good for nearly
forty years.

Being absolutely pure and uniform in quality
it can be depended upon to produce paints
that look beautiful, wear well and give
maximum protection. How is your stock?

Note the Products We Supply
the Hardware Trade

Wire Fencing	Wire Nails	Rivets
White Lead	Staples	Bolts
Putty	Tacks	Nuts
Wire Hoops	Wood Screws	Washers
Wire and Wire Products of all kinds.		

THE STEEL COMPANY

OF

CANADA
LIMITED

Sales Offices at :

Hamilton, Toronto
Montreal, Winnipeg,
Vancouver, St. John.

Sales Offices at :

Hamilton, Toronto,
Montreal, Winnipeg,
Vancouver, St. John.

HAMILTON

- -

MONTREAL

If interested, tear out this page and keep with letters to be answered.

Ding Goes the Cash Register



Carborundum Razor Strops

SET the profit bell jingling. All you need to do is to tell your customers about the Carborundum filled sharpening side that puts an edge on a razor in a twinkling—to

tell him about the splendid quality of the soft, pliable, uniform, leather stock—to call his attention to the finish, the general Carborundum quality of the strop and—

*Ding Goes the
Cash Register*

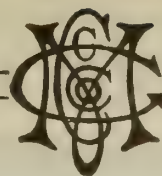
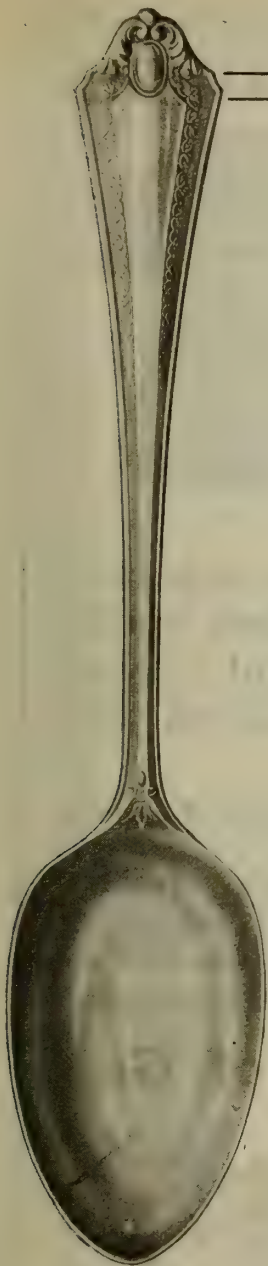


*Send for this
Display Hanger*

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.

If interested, tear out this page and keep with letters to be answered.



The King George

A Canadian Triumph

There is no better selling motto than "Canadian Goods for Canadian Buyers." "King George" ware is an all-Canadian product, designed entirely by Canadian craftsmen and made in a factory backed by Canadian capital. The splendid finish is the work of Canadian artisans. It is a ware which retails at a modest price and leaves to the retailer a large margin of profit.

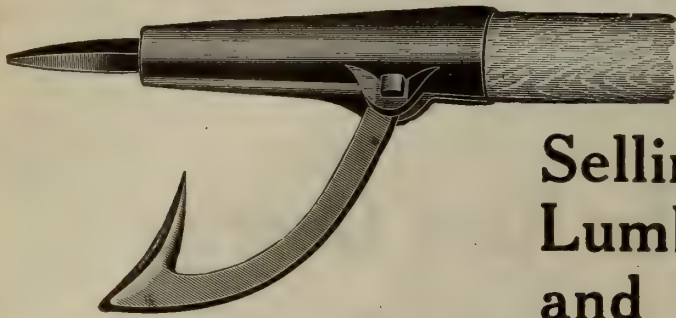
McGlashan, Clarke Co.

LIMITED

NIAGARA FALLS, ONTARIO

If interested, tear out this page and keep with letters to be answered.

STAPLE STOCK AND SEASONABLE SPECIALTIES

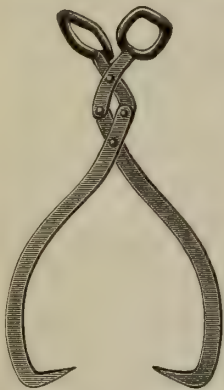


START NOW

**Selling Soo Line
Lumbering Tools
and Sager Axes**

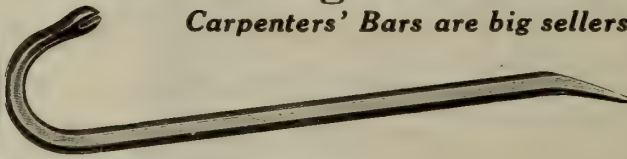


Now Listen



If Hemlock logs are cut near your place they peel tan bark—it's June and July they use Bark Spuds—You know when ice tongs are used and if you don't stock them the day they are wanted the other fellow gets the business.

Carpenters' Bars are big sellers now—If your jobbers can't supply phone or wire us



Can. Warren Axe & Tool Co.
ST. CATHARINES, ONT. Limited

Quick Hot Water at a Big Saving of Gas

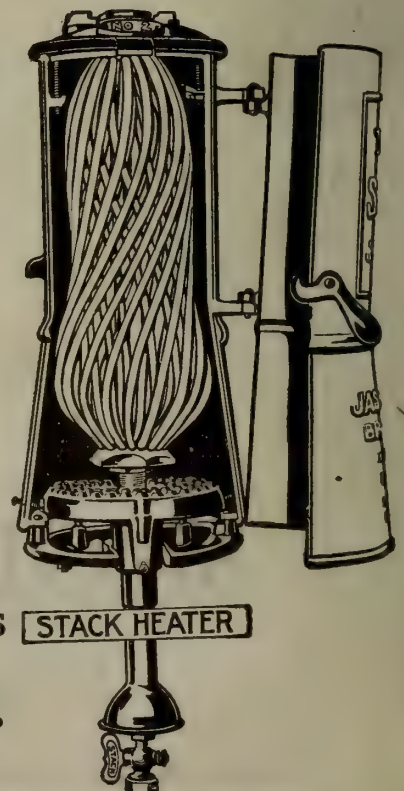
ONE MINUTE AFTER THE

Stack Gas Water Heater

IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Costs but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.



EASILY SOLD

BIG PROFITS

James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

If interested, tear out this page and keep with letters to be answered.

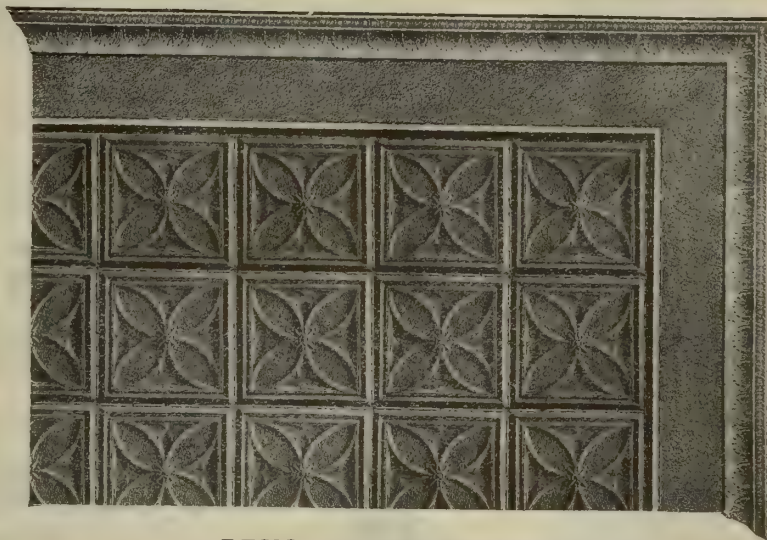
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

HANDSOME COMBINATION DESIGNS

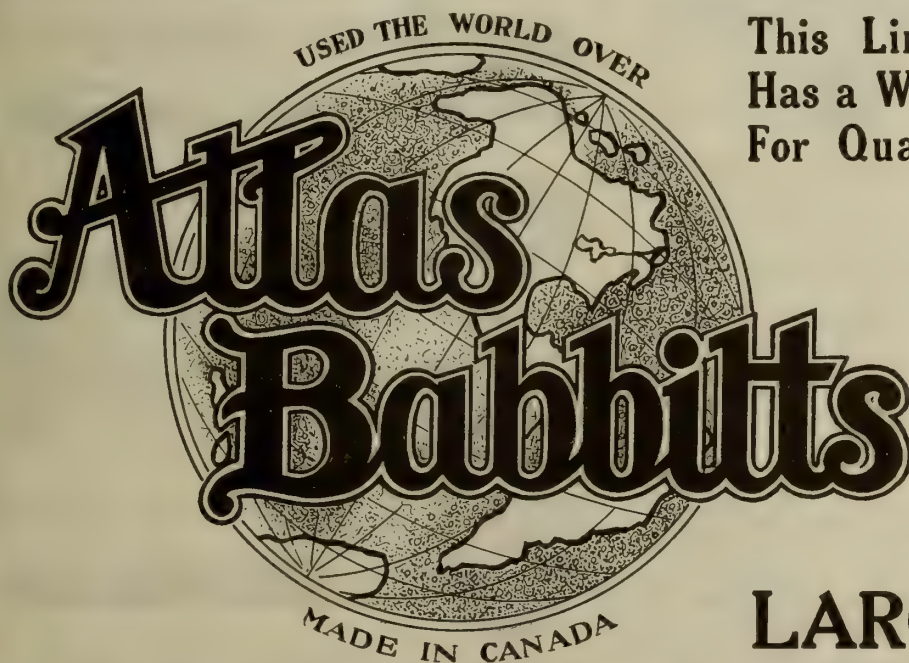
"M-R Co" Ceiling and Wall Plates, Cornices and Mouldings can be interchanged and any desired combination quickly and beautifully worked out. Good profit for you because easily laid and in demand as soon as shown.

Get in on this profitable business—write us to-day for illustrations and prices.



DESIGN REGISTERED 1912

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG



**This Line of Babbitt Metal
 Has a World-wide Reputation
 For Quality and Uniformity**

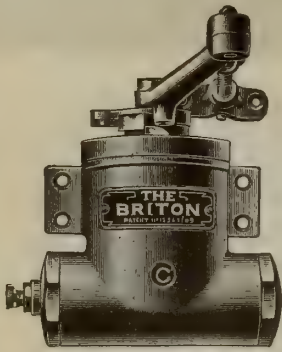
Makes Good Everywhere

YOU WILL BUILD UP
 A BETTER AND BIG-
 GER BABBITT BUSI-
 NESS BY RECOM-
 MENDING THIS LINE
 TO YOUR CUSTOMERS.

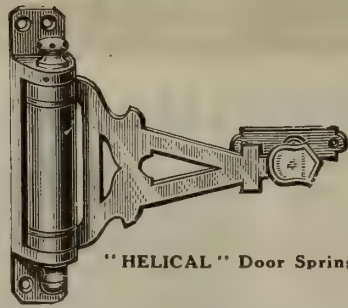
LARGE STOCKS
Prompt Shipments

Atlas Metal & Alloys Co. of Canada, Limited
 Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

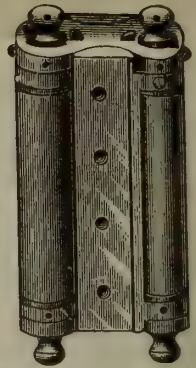
If interested, tear out this page and keep with letters to be answered.



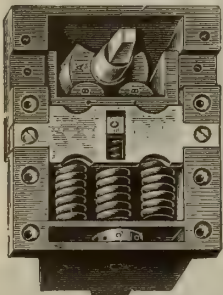
The "BRITON" Door Check and Spring



"HELICAL" Door Spring



Regulating Spring Hinge



"Invincible" Floor Spring.

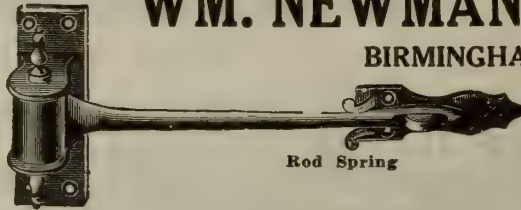
NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

Be sure to get lists and full particulars now

WM. NEWMAN & SONS, Limited

BIRMINGHAM, ENGLAND



Rod Spring

ENQUIRIES TO
FREDERIC SARA & COMPANY
326 Ninth Ave. West, Calgary, Alta.

OFFICIAL
AWARD
RIBBON



PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915

Charles F. Smith
PRESIDENT

John G. Reilly
PRESIDENT OF THE SUPERIOR JURY

John G. Reilly
DIRECTOR OF EXHIBITS

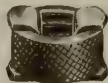
John G. Reilly
MEMBER OF THE INTERNATIONAL
AWARD SYSTEM

**MEDAL
OF HONOR**

DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Charles F. Smith
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG
NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



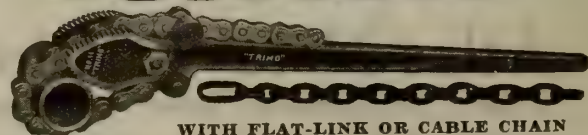
TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



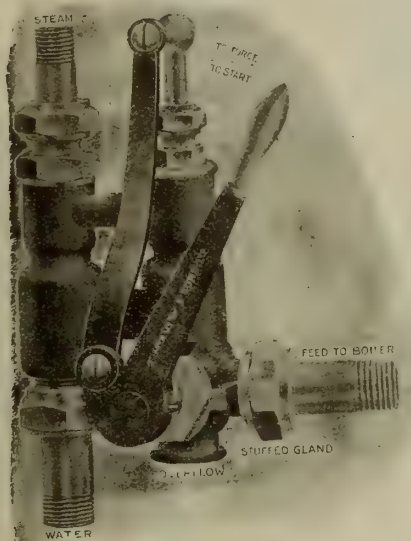
WITH FLAT-LINK OR CABLE CHAIN

If interested, tear out this page and keep with letters to be answered.

"McAVITY"

Model 90

BOILER FEEDER



A Simple Movement Starts or Stops it.

"McSHANE"

Straightway Swinging

CHECK VALVE



Exterior View



Interior View

For Use Upright or Horizontally.

**T. McAVITY & SONS
LIMITED**

*Hardware and Metal Merchants,
Brass and Iron Founders*

St. John, N. B. - - - Canada
Montreal - - - - - Winnipeg

When a Customer Calls for Files

and you hand him one of the "Famous Five" he will accept them at once. He knows them to be hard and sharp and guaranteed to do their work well. You don't need to explain their qualities.

This condition is not accidental. It is the result of years of intelligent effort in making files for the exact needs of every trade.

That's why "Famous Five" files are standard tools everywhere. Specify them when ordering.

They are:

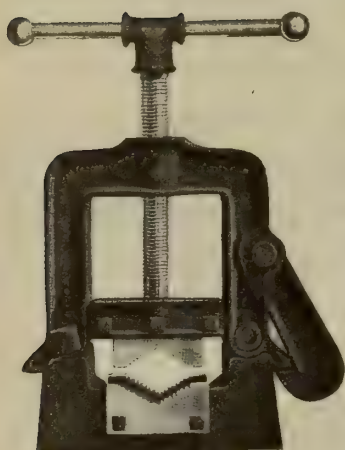
**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

Made in Canada by



If interested, tear out this page and keep with letters to be answered.

NATIONAL PLANES

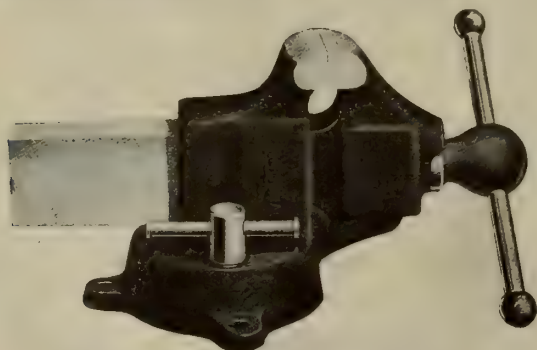


Malleable Pipe Vise

Three of our Best Lines

We guarantee every tool we manufacture to give satisfaction for the purpose for which it is intended. We will promptly replace, without cost, any parts broken or badly worn when due to faulty material or construction.

Write for Catalog and Discounts.



Machinist Swivel and Stationary Vises

National Machinery and Supply Co., Limited
HAMILTON, CANADA



KEYSTONE METAL CASE STAPLED BROOM

(Patented)

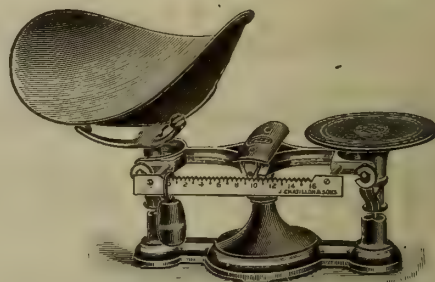
A really excellent Canadian-made broom for heavy work. Cannot be pulled or broken from the heavy maple handle.

Write for prices of all corn or corn and bamboo in various weights, to

Stevens-Hepner Co., Limited

Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.



A Scale for Every Customer

With every sale a profit to you and satisfaction to the purchaser.

Since 1835 we have been making a complete line of scales second to none.

Scales for every purpose in every style and capacity—strong, durable and accurate.

They will bear the most critical government inspection.

It is profitable to handle a line which renders such satisfaction and, moreover, our prices are right.

Ask your jobber about Chatillon Products or write for illustrated catalogue, prices and details.

JOHN CHATILLON & SONS

85 Cliff Street

New York City

If interested, tear out this page and keep with letters to be answered.



It's the Big "D" Trademark that Makes Your Business Good

If you can show your customers the trade-mark that stands for good ammunition—made in Canada—your ammunition stock is half sold.

Dominion Ammunition

is what nine out of ten will demand, because they know the big “D” on each box guarantees shot, shells and metallics that have been proved dependable.

If you carry a full stock of Dominion Ammunition—and there is a brand for every shooting purpose—you are linking up your business with reliable goods and Dominion-wide advertising.

Quality, dependability and the unqualified guarantee permit of no substitute for Dominion Ammunition.

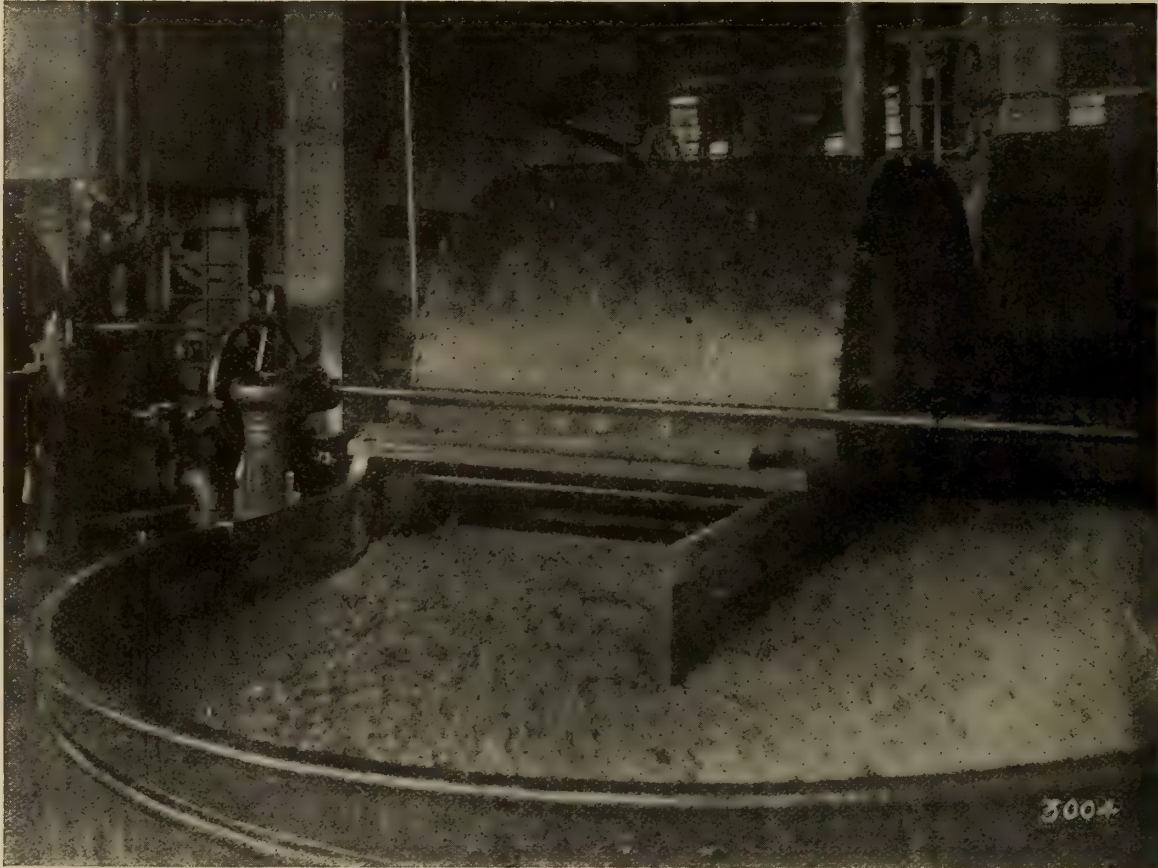
Stock up now with the full line.

Dominion Cartridge Co., Limited

120 St. James St.

MONTREAL

The Iron That's Made To Last



DEMONSTRATES ITS SUPERIOR QUALITY IN HUNDREDS OF USES

Armco Iron Resists Rust

because of its unequalled *purity* and the *scientific care* and rigid inspection which characterize every phase of its production

The illustration is of a Pulp-Beater in a great paper mill. The hood over the rolls is Armco Iron. When the machine was first installed this portion was of ordinary steel. In two years the fumeladen steam had corroded it to utter failure. It was then

replaced with Armco Iron, and this after five years of service is apparently as good as new.

This is the material *par excellence* for Roofing and Siding, Sheet Metal Work, Metal Lath, Tanks, Troughs and all sorts of exposed metal installations.

The American Rolling Mill Company MIDDLETOWN OHIO



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

Armco Iron Blue Annealed Sheets and Tank Plate, Black, Galvanized Polished and Special Finish Sheets, Roofing Pipe and Metal Lath

Branch Offices at New York, Chicago, Cincinnati, Pittsburgh, Atlanta, Cleveland, Washington, Detroit, St. Louis and San Francisco.

Wholesale Distributors for

Stanley Tools

Parker Vises

Community Silver Plated Ware

Colborne Electric Irons

Ambroid Universal Cement

Cavalier Vacuum Sweepers



When making out mail orders, address them to us for good goods at right prices.

All orders given every care.

Quick shipping facilities.

If you are not already a customer of ours, you are cordially invited to become one, and enjoy the privilege of selecting your goods from an immense stock, properly assorted, with the most saleable lines.

We carry the Gem and Blizzard Ice Cream Freezers, U.S. Poultry Fence and Lawn Netting, Great American Ball Bearing and Woodyatt Lawn Mowers.

Garden Hose, Nozzles and Reels.

Caverhill, Learmont & Co.

MONTREAL

If interested, tear out this page and keep with letters to be answered.

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

 Regd A.D 1681	"BUTLER" 1768	 1861
---	------------------	---

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.

CANADIAN REPRESENTATIVE
G. A. MARSHALL 70 Lombard Street, Toronto

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



Manufacturers of every description of

**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Our new Catalogue, fully illustrated, mailed free on
Application to wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

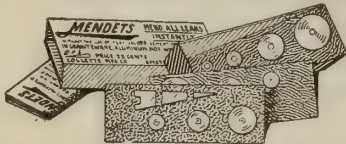
Mr. Dealer: What hinders you

from getting a FREE counter Display of

MENDETS
A PATENT PATCH

from your wholesaler?

Put one of these containers on your counter. MENDETS will do its own selling and bring you profit. It is the simplest repairing utility on the market for mending GRANITEWARE, HOT WATER BAGS and all leaky cooking vessels, without the use of heat, solder, cement or rivet. So simple a child can do it.



Get a free container
from your wholesaler
to-day.

The following wholesale hardware merchants sell Mendets:
Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.;
Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London,
Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co.,
Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Mar-
shall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co.,
Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P. E. I.;
Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co.,
Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown
Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.;
Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Frederic-
ton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal,
Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co.,
Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Mar-
tin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax,
Nova Scotia; Caverhill, Learmont & Co., Montreal.

Collette Mfg. Company
Collingwood, Ont., Canada

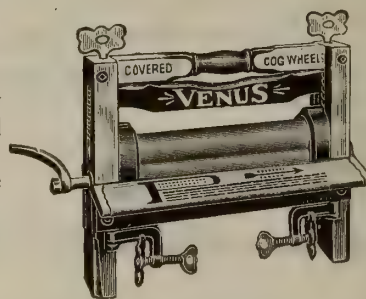
Have You Seen This Line of



ARROW
BRAND

Wringers

Embrac-
ing a
machine
for every
need and
which
every live
dealer in
Canada
handles
and



recom-
mends.

Built in
a large
variety
of Styles
for Hand
and
Power
use.

To the DEALER:—

Complete trade information on request.

CUMMER-DOWSWELL

LIMITED

HAMILTON

CANADA

If interested, tear out this page and keep with letters to be answered.

PEERLESS ORNAMENTAL FENCING

LOOK YOUR TOWN OVER

and you will then realize the big trade you can easily get by showing the "Peerless" line of heavy, open hearth steel wire fencing.

Your customers will be surprised to know how inexpensively they can surround their property with a strong, durable, yet highly ornamental fence.

You can easily afford to send a man out to take orders. Let us tell you about it.

Send for Dealer's Proposition

Get our Catalogue showing the beautiful designs for lawns, parks, cemeteries, etc. Also farm and poultry fencing and gates. There's a big fence trade waiting for you. WRITE TODAY.

The Banwell-Hoxie Wire Fence Co., Ltd.,
WINNIPEG, MAN. HAMILTON, ONT.

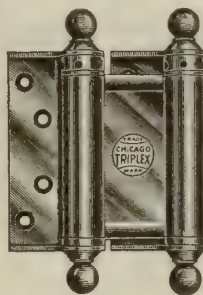


TRADE
CHICAGO
MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed; and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

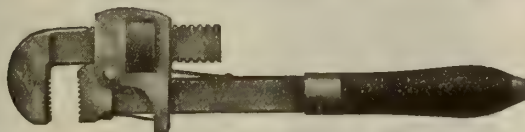
CHICAGO



NEW YORK

THE "W & B" LINE OF SCREW WRENCHES MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



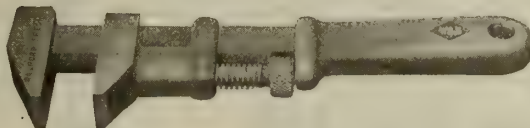
"W & B" Wood Handle Grips, Length open 6 to 14 inches.



"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 86 on request.

Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company
ST. CATHARINES, ONTARIO
ESTABLISHED 61 YEARS

If interested, tear out this page and keep with letters to be answered.



Building Paper, Ready Roofing, Deading Felt, Wall Board, Cement, Hard Wall Plaster, Plaster Paris, Lime, Fire Brick, Fire Clay, etc.

RELIABLE, PROFIT-MAKING Building Material

All lines of building material are being called for extensively in Western Canada this year—there is an increase in building operations.

Meet the demand with our profitable, quality lines.

Walter Belyea & Co.

Successors to late
THOMAS BLACK

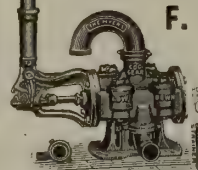
Winnipeg, Man.

MYERS TANK PUMPS EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.

Ashland, Ohio.

J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.



Get our prices on GLASS for WINDSHIELDS and HEAD-LIGHTS

(Prompt Delivery Guaranteed)

There'll be dozens of minor auto accidents this summer where windshields and head-lights come to grief.

Be prepared for this business. Let your customers know you can supply their needs.

When sending orders, enclose paper pattern exact size required to avoid delay.

Write for price list.

EXCELSIOR PLATE GLASS CO.

Glass Importers and Mirror Manufacturers

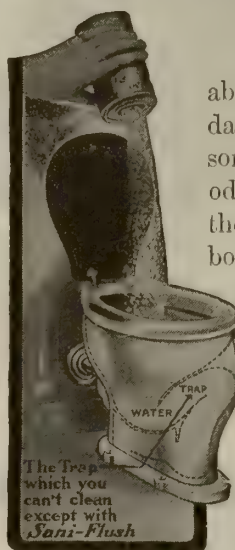
189 QUEEN STREET EAST,

TORONTO

In Warm Weather

you can start new users of

Sani-Flush



Toilet bowls become noticeably offensive on hot, sultry days. Then people try to find some way to keep the bowls odor-free. **Sani-Flush** solves the problem by cleaning the bowl thoroughly, even down to the unseen trap.

Large space advertisements in magazines which go into the homes of your best customers explain the advantages of using **Sani-Flush** in warm weather.

HAROLD F. RITCHIE & CO., LTD.

10-12-14 McCaul Street, Toronto, Ontario



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.





Did you ever notice somebody starting a conversation in a low voice with the two words, "They say"? The moment you hear it, you know it is gossip, scandal and most likely a lie, but when you hear everyone saying that HARRIS HEAVY PRESSURE is the Best Babbitt Metal they can use for all general machinery bearings, isn't it about time to believe it?

**WE MANUFACTURE
BABBITT, SOLDER, LEAD PIPE,
SHEET LEAD
AND HAVE
EVERYTHING FOR THE
PLUMBER**

THE CANADA METAL CO., LIMITED

Montreal

Hamilton

TORONTO

Winnipeg

Vancouver



WARD & PAYNE'S CELEBRATED LIGHT EDGE TOOLS THE ANVIL BRAND SHEFFIELD

TRADE MARK



If you wish to buy Chisels and Gouges of the finest quality, ask for the **ANVIL BRAND**, with the name **WARD**. We are the largest makers of Light Edge Tools in the world, and our motto is "**QUALITY**." Our goods have stood the test of one hundred years, which is a sufficient guarantee of the excellence of the goods.

Satisfaction is double-sure, and you'll like the profit.

Send inquiries to

Canadian Representatives:

ALEXANDER GIBB
St. Nicholas Bldg., Montreal

SHERMAN F. AINSLIE
Spadina Avenue : Toronto

If interested, tear out this page and keep with letters to be answered.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



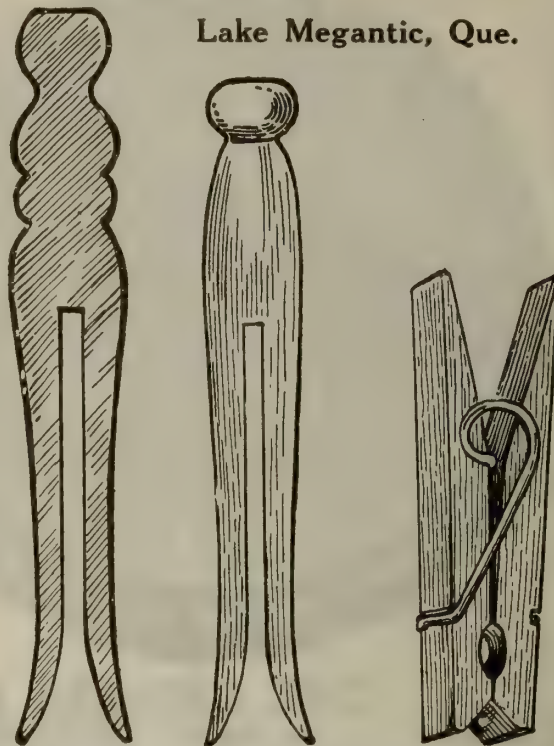
Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.



Write to us when in need of
Clothes Pins.

Still's Handles

**Well known to the
Consumer for
Their High
Quality**

Our Axe, Pick, Sledge, Fork and other handles have been on the market for years and are in constant demand. Made of best hickory and nicely finished.

Your jobber will supply you—if he can't, write direct for prices.

J. H. Still Manufacturing Co.
ST. THOMAS, ONTARIO

HARDWARE BUSINESS WANTED — IN
good Ontario town or city. Replies
treated strictly confidential. Box 167, Hard-
ware and Metal, Toronto.

This little advertisement inserted in **HARDWARE AND METAL** not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

If interested, tear out this page and keep with letters to be answered.

THE BEST CORD

The Best Sellers in Sash Cord

"Hercules" and "Star Spiral"

"Hercules" Brand sash cord used extensively for ordinary purposes. Its low price and high quality appeal strongly to the buyer, making it a leading seller. For quality and price it can't be matched.

"Star Spiral" Brand sash cord -- has built up a reputation for its high quality. Made of a fine grade of Cotton, it has great tensile strength. There is no better sash cord made and it undersells the foremost imported brands. It is easily recognized by the blue spiral strand.

**Architects Prefer "HERCULES"
and "STAR SPIRAL"**

**JOBBERs KEEP LARGE STOCK OF
THESE BRANDS ON HAND FOR
PROMPT DELIVERY**

Made in Canada

Ask Us For Wrapping Papers

10,000 Rolls and Reams

and

Twines

Very large assortment.

Walter Woods & Co.

Hamilton and Winnipeg

"EASY MONEY"

SELLING THE

PULL-EASY

ADJUSTABLE GARDEN CULTIVATOR

There's going to be an extra big call for garden tools. People who never turned their hand to the rake and the hoe before are going to cultivate this year to meet the high cost of living. They will be looking for the best implements. Then it behooves the dealer to stock up with

Pull-Easy Adjustable Garden Cultivators

There's a lot of "Easy Money" to be made selling it. It sells on sight. It does the work easier and more thoroughly than the ordinary rake or hoe, and as to adjusting it is simplicity itself. Cultivates any width from 7 to 18 inches. Makes a pleasure of work.

If you are not selling them now, ask your jobber. If he can't supply you, write to factory.

Send for our special spring dealer's proposition



The Pull-Easy Mfg., Co.

136 Barstow St. - Waukesha, Wis.

Canadian Agents: John B. Keeble & Co. 53 Yonge St. Toronto



High Quality TOOLS

**that you'll find
very profitable**

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.



If interested, tear out this page and keep with letters to be answered.

Oil in the Arctic

CANADA possesses enough petroleum to last the world for a thousand years. This oil is found on the Mackenzie River — in the Arctic region. The discovery was made two years ago by Dr. T. O. Bosworth, who reported the story of his "find" to the Dominion Government, but it is only now that the people of Canada have given them the story of a national asset of momentous importance. The tar sands north of Athabasca and Great Slave Lake become oil fields of incalculable value near the mouth of the Mackenzie. Read this story, told by Dr. Bosworth himself, of Canada's and the Empire's exhaustless oil fields in

MACLEAN'S MAGAZINE *for June*

THEN have regard for the following highly interesting special articles and features of the June MACLEAN'S, always keeping in mind that they are by Canadians for Canadians—and so belong by right to MACLEAN'S MAGAZINE, whose elect purpose is to advance the development of Canadian writers and Canadian literature, and to make the Canadian people—the best of them—better informed concerning their own land and their distinguished sons and daughters.

Balfour at Washington

and the war preparations of the United States, by Agnes C. Laut. An interpretation of Balfour's mission to America as it relates to the Allies' cause and to the unifying of the great Anglo-Saxon peoples into an organized power for the conservation and development of human liberty and the rights of the common people.

William T. Dewart

A Character Sketch

The romantic and inspiring story of a Canadian—a member of a well-known Ontario family—who is now general manager of the Munsey publications in New York. The story is exceedingly well told by a remarkable man—Erman J. Ridgeway, himself a publisher of brilliant record.

Putting Pep into Parliament

The idea is that the work and proceedings of Parliament should be simplified and speeded up. Parliament is becoming more and more of a business institution and less and less a place for oratory. The work of Canada is too important and too vast to permit of elocution and casuistry and wire-pulling. H. F. Gadsby, a writer with any amount of "pep" himself, is the man who pleads that Pep should be put into Parliament.

Sunshine in Mariposa

By Stephen Leacock

The second instalment of his play whose setting and incidents are found in Ontario, Leacock's birthplace. Rich humor, and revealing Canada's premier humorous writer in a new phase of his astounding versatility.

James B. Hendryx

continues "The Gun Brand." This is a romance of the Canadian Northland. An adventurous and ambitious girl teaches school in Athabasca, and in her journeyings thither and in her life and work later on, there are incidents and experiences and developments laden with thrills. A fine story which can be satisfactorily begun in the June MACLEAN'S.

Sir Gilbert Parker

contributes "At Lake O'Calling."

This is a Canadian story—about the building of a railroad for Empire business. A romantic tangle gives the story zest and shows Sir Gilbert's art finely. *Probably his best story ever appearing in MACLEAN'S MAGAZINE

A. C. Allenson

contributes "June Comes Back."

A very beautiful June bride story—about June Summers, a charming young woman.

Arthur Beverly Baxter

contributes "The Man Who Scoffed." A war story—and good war stories at this time have great appeal. We all want to know more about the life our glorious Canadian boys are living in these epochal days. Romance mingles itself with death and tragedy.

Hopkins Moorhouse

contributes "The Herald Angel."

One of his fine Andy Doolin stories—a story of the days of the forty-niners with their lawlessness and enriching labors. A story of valor and primitive passions in freest exercise.

Records of Success

This is a feature department of MACLEAN'S given over to sketches of interesting Canadian men and women who have accomplished things.

Review of Reviews

A department tremendously well liked by every MACLEAN'S MAGAZINE reader, for here are found condensations of many articles of surpassing interest appearing in other magazines. So do readers keep themselves informed concerning what is best and most vital in current thought and life.

SO you have evidence of just how much worth-while MACLEAN'S MAGAZINE is—how admirably it is doing its chosen work and realizing its own purposes; which are to give the Canadian people a magazine dominantly and usefully Canadian, and which will satisfy from beginning to end.

At all News-dealers, 15 cents

Higher Speed Turnover

How progressive hardware dealers make more sales per day

Listen to "Jones"—the hardware dealer:

"What has brought me so many *new* customers this year? I'll tell you what it is.

"Last year I decided to go after the automobile owners. I can handle gas and oil and other accessories just as easily as any other line.

"Take Gargoyle Mobiloils, for instance. They are one of my liveliest sellers the year 'round.

"I keep the cans displayed up near the door. The motorists, I find, recognize the brand immediately. They ask for the grade of Gargoyle Mobiloils recommended for their car in the Chart of Automobile Recommendations.

"Or frequently they ask me what oil I advise.

"And I know what to give them. I go to the Chart of Automobile Recommendations and look up the owner's car. This Chart specifies just what grade of Gargoyle Mobiloils should be used in summer and winter.

"How do Gargoyle Mobiloils affect my *other* business? Now you've hit the nail on the head.

"I sell a lot of Gargoyle Mobiloils every day. New customers come in for the oil. And they come back for more.

"Every time they call for Gargoyle Mobiloils they open the way for other high-grade sales. It's only natural that a man who is particular about his oil wants also the best hardware.

"I sell Gargoyle Mobiloils to other customers too. Lots of people who have motorcycles stop here for their oil.

"One man told me that he won the motorcycle race at the fair last year because he used Gargoyle Mobiloil 'B'.

"The other day a farmer bought a barrel of Gargoyle Mobiloils for his tractor. Says he wouldn't think of using anything else."

Hundreds of dealers throughout Canada are finding it profitable to display the four grades of Gargoyle Mobiloils.

The four grades of Gargoyle Mobiloils, for engine lubrication, purified to remove free carbon are:

Gargoyle Mobiloil "A"
Gargoyle Mobiloil "B"
Gargoyle Mobiloil "E"
Gargoyle Mobiloil "Arctic"

Write us to-day at Room 704, 56 Church St., Toronto, for our booklet, "Correct Lubrication," containing Charts of Recommendations for all makes of automobiles, motorcycles, tractors and marine engines. We shall also be glad to send you a description of the Gargoyle Mobiloil line with price discounts to dealers.

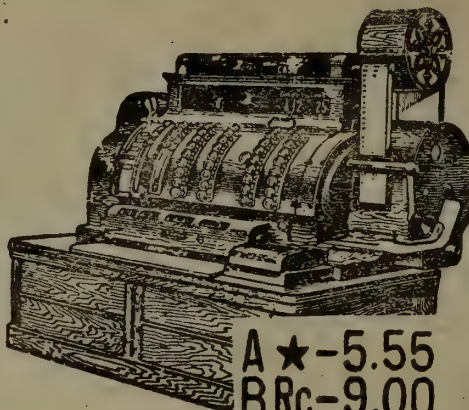


Mobiloils

A grade for each type of motor

The **IMPERIAL OIL COMPANY Limited**
BRANCHES IN ALL CITIES

Information and Protection



THE N.C.R. DETAIL STRIP gives you as a merchant a definite control of your business.

It gives you information you can get in no other way. It gives it easily, quickly, unerringly.

Every transaction which takes place in your store is recorded on the detail strip. This record is complete covering every detail of every transaction. It is as safe as though locked up in your safe.

It records the amount, date and consecutive number of each transaction.

It tells you which clerk makes each sale and which clerk makes most sales.

It gives you a mechanically perfect record of all these details.

At the same time it protects your clerks against temptation.

It stops mistakes. It saves loss of money you could not otherwise save.

The result is a complete mechanical record, available at any hour of the day, of every detail of the day's business. The store is protected, so are the clerks, so are the customers. The information obtained gives absolute protection to all.

It gives you time to attend to duties more profitable than book-keeping—inside the register you will have all the totals faultlessly added.

It is of the greatest importance that you investigate our system. National Cash Registers will save time, money, and build your business.

Write your nearest N.C.R. agent to-day. Offices at Halifax, St. John, Quebec, Montreal, Ottawa, Hamilton, London, Toronto, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Vancouver.

A★	-5.55	-0125
BRc	-9.00	-0126
D★	-6.68	-0127
EPd	-2.00	-0128
ACh	-8.65	-0129
BRc	-4.50	-0130
APd	-0.50	-0131
E★	-2.43	-0132
BCh	-3.50	-0133
D★	-5.48	-0134
APd	-1.00	-0135
B★	-0.43	-0136
ECh	10.50	-0137

Section of Detail Strip

Line 1 indicates that clerk A. sold goods for cash to the amount of \$5.55—transaction No. 125.

Line 2 shows that clerk B. received \$9.00 on account—transaction No. 126.

Line 3 tells you that clerk D. made a cash sale amounting to \$6.68—transaction No. 127.

Line 4 indicates that clerk E. paid out \$2.00—transaction No. 128.

The National Cash Register Company
of Canada, Limited
Christie Street - - - Toronto, Ontario

CLASCO

MOTOR LAMPS

Win Instant Favor of Motorists and are big and **EASY SELLERS**

There is no other auto accessory of any kind that has so completely won public confidence like the CLASCO MOTOR LAMP. Ninety cars out of every hundred are equipped with this ideal lamp. Of course there's a reason for the success of the Clasco:

Superior Efficiency, Attractive, Strong, Durable

Why delay stocking this lamp when business is so big and certain? We make every dealer a very profitable proposition, one that is bound to prove interesting. **Grasp a real opportunity**—write nearest Branch of any of the Jobbers below mentioned.

A. E. Hinds & Co., Winnipeg
Western Sales Agents

Manufactured by

**Canadian Lamp and
Stamping Co., Limited**
Ford, Ontario



**SOLD BY THE FOLLOWING JOBBERS.
PLEASE ORDER FROM NEAREST BRANCH.**
Automobile Equipment Company, Ltd., Winnipeg; J. H. Ashdown Hardware Company, Ltd., Winnipeg; Canadian Fairbanks-Morse, Ltd., Montreal, Branches; Cutten & Foster, Limited, Toronto; F. S. Evans & Son, Limited, Montreal; Hyslop Bros., Limited, Toronto; John Millen & Son, Limited, Montreal; Motor Car Supply Company, Limited, Calgary; Northern Electric Company, Limited, Montreal, Branches; W. H. Petrie of Montreal, Ltd.; Wood-Vallance & Company, Winnipeg; James Walker Hardware Company, Montreal.

Autoists want this

—the article is right

—the price is right

Dealers sell this

RUB-R-TITE PATCH

Mends torn, leaky auto tops easily, quickly, permanently, inexpensively, whatever the size of the tear or hole—whatever the material; leather, rubber, mohair, pantasote, or drill—this RUBB-R-TITE PATCH will do it to the owner's entire satisfaction: or money back.



RUB-R-TITE Patches come in sheets 4 x 12 inches (in each 50c carton), and are made in four fabrics; special rubber, mohair, black drill, drab drill. Each counter case of 12 50c cartons contains an assortment of 3 of each kind. Remove linen coating from the adhesive side, apply same as plaster to size of tear. Cements itself quickly to any surface; waterproof, permanent, economical.

Mr. Jobber—Mr. Dealer—if in 30 days

a counter-case box doesn't sell, send it back and we will cancel our invoice. This is an offer we can make because, after a 12-months' trial, we know this article is a *quick, sure seller* in any kind of an auto supply store. Now then—send us your order to-day—now.

\$4.00 for (1 doz. 50c assorted patches)
counter case, retailing for \$6.00 or 33 1-3% for
the dealer. Jobber's discounts on request.

Write for more information if you like, but send in your trial order
at once. Address

AUTO PRODUCTS MFG. CO., Inc.

FORT ERIE, ONTARIO


Factories:
or

BUFFALO, N.Y.

If interested, tear out this page and keep with letters to be answered.

40 Million Ads to Help You Sell

Every week for twenty weeks the newspapers and magazines of Canada will publish 2,000,000 ads that will tell users of Spark Plugs from coast to coast, about the Guaranteed Dependability of

 **Champion
Toledo**

Dependable Spark Plugs

which are factory equipment on sixty per cent. of all Canadian-made Cars. This widespread consumer advertising will help you sell more Champions, and every Champion customer means an opportunity to sell the other lines you carry.

You should capitalize this National advertising to your own personal benefit by linking up your store with our Free Dealer Electros in which most of the space is left for you to advertise your other lines.

Start now to get more accessory business and more Spark Plug profits by ordering from your Jobber a stock of the plugs shown below and mailing the Profit-Sharing Coupon.

Champion Spark Plug Co. of Canada, Limited
14 Sandwich St. West, Windsor, Ont.



List Price \$.75
Champion X
for
Ford Cars.



List Price \$1.00.
Champion Regu-
lar Long 7/8-18
for
McLaughlin Cars



List Price \$1.00.
Champion "O"
for
Overland Cars.



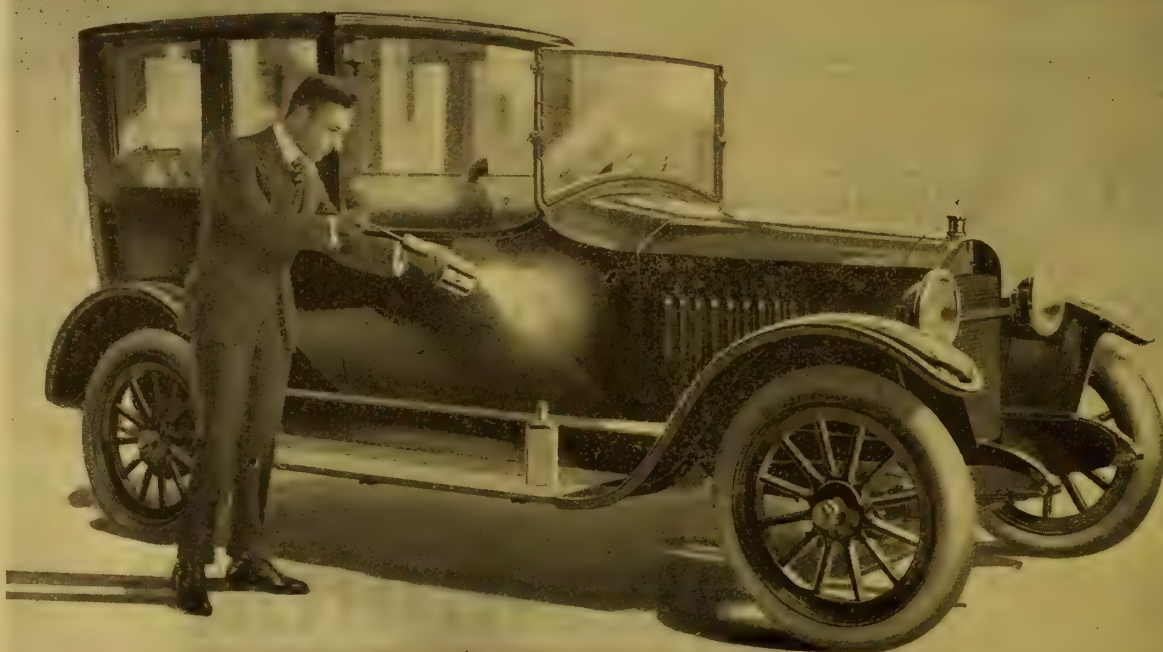
List Price \$1.00.
Champion Regu-
lar for
Maxwell Cars.



List Price \$1.00.
Champion
Conical
for
Studebaker Cars.

These Champion Plugs are especially adapted to the majority of Canadian Cars, and we recommend that you carry a supply of each in stock to insure larger sales for yourself and satisfaction to your customers.

If interested, tear out this page and keep with letters to be answered.



Can You Read This?

You Can Make Over 66% Profit on Auto Liquid Veneer!

Small type for such an important statement. But, do you really realize what wonderful opportunities lie before you on this Twentieth Century marvel?

AUTO LIQUID VENEER

You spray it on the car over dust, mud and road tar. Then wipe dry. The result is a clean, shining car, *like new*, in ten minutes' time for only 5 cents. Why there isn't a motorist who won't snap up this better-than-washing, money and time-saving method.

90 per cent. of washing is eliminated! The car's finish is preserved, kept glossy and free from cracks. Saves refinishing. Leaves no oily film. Way ahead of any other preparation and advertised heavily to thousands of motorists who *already know* Liquid Veneer. Get our proposition. Remember, 66 per cent. profit. Backed by consistent advertis-

ing. Liberal co-operation extended every dealer. Send the coupon for complete details—now.

Buffalo Specialty Company
BUFFALO, N.Y. BRIDGEBURG, ONT.
U.S.A. CANADA

BUFFALO SPECIALTY CO.,
Buffalo, N.Y.

Send us full particulars about Auto Liquid Veneer as per your ad in Hardware and Metal.

Name
Street
Town
Province

If interested, tear out this page and keep with letters to be answered.



The illustration shows a man in a Carhartt cap and overalls standing next to a vintage car. He is holding a long strip of fabric, likely a sleeve or part of the overalls. In the background, there is a Carhartt logo featuring two crossed flags and the text 'EIGHTH WORK DAY', 'CARHARTT', 'GLOVES OVERALLS TROUSERS', and 'MADE IN ENGLAND SIZE AND CANADA'. The scene is set outdoors with a tree and a building in the distance.

Every motorist's kit should contain a suit of

CARHARTT
SAFETY FIRST **ALLOVERS**

the garment that is made especially for the motorist.

They are made of heavy oil-proof materials and are cut on lines that eliminate strains, no matter what position you are in.

DEALERS—If you are not carrying our line, drop us a card now. Our advertising campaign will create the demand for you. Liberal profits.

Hamilton Carhartt Cotton Mills, Limited
TORONTO UNIT
Toronto Montreal Winnipeg Vancouver

If interested, tear out this page and keep with letters to be answered.



HIGHEST AWARD

GOLD MEDAL

At the Panama-Pacific Exposition



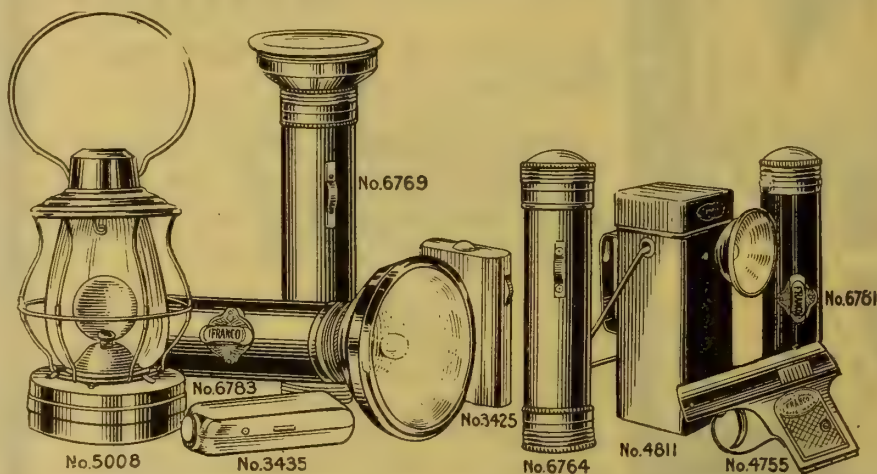
FLASHLIGHTS

Are now universally recognized as supreme in quality and service.

Get your share of the big and steadily increasing demand for quality flashlights.

"Gold Medal" Flashlights are absolutely guaranteed to give your customers real satisfaction. Every part is made in our own factories by skilled and experienced workmen. Better flashlights **can not** be made.

The need for renewal batteries and bulbs always keeps customers coming into your store. Prices are reasonable—profits are large and steady. Get in a stock of these "Gold Medal" Flashlights **now**. You'll find them quick sellers.



**Flashlights are
Standard**

**Radio Batteries and
Radio Lamps are
Standard**

FRANCO PRODUCTS SOLD THROUGH VARIOUS DISTRIBUTORS
AT CONVENIENT LOCATIONS TO ENSURE PROMPT DELIVERIES.

Also manufacturers of Franco Incandescent Auto Lamps—Electric Bicycle,
Motorcycle and Buggy Lights and other Electric Specialties.

Catalogue Mailed upon Request.

Interstate Electric Novelty Co. of Canada, Limited

220 King Street West, Toronto, Ontario

Most Progressive Flashlight Manufacturers in the Dominion

If interested, tear out this page and keep with letters to be answered.

FAST-SELLING AUTO ACCESSORIES

Tire sundries are needed by every motorist. Such articles are quick-sellers during the summer months. Easy to carry in stock, require only a small investment and return big profits to the dealer.

Cementless Inner Tube Patches

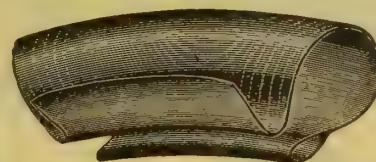


Prepared ready for use, without cement, acid or vulcanizing. Twelve assorted sizes to a box.



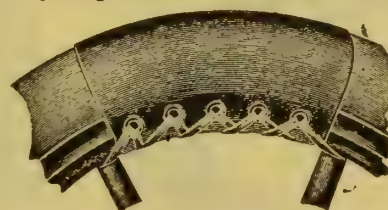
Fills cuts in tires, enabling them to give many miles additional service.

Hyslop Inside Blowout Patch (With Double Flap)



For blow-outs and to reinforce weak spots in tires.

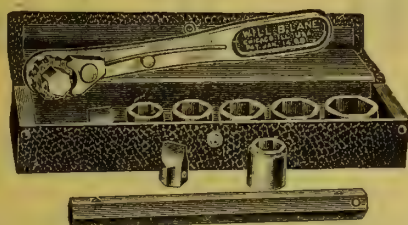
Hyslop Outside Tire Boot



Holds in the blow-out from the outside.

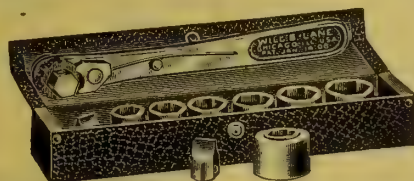
Send for catalogue and discount sheet showing complete line of tire sundries and general accessories This is the time of year to stock up.

HYSLOP BROTHERS, Limited, Victoria & Shuter Sts., Toronto



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from 1/4 to 1/2 in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to 5/8 in.

LANE'S UNIQUE RATCHET WRENCH

The sales of Lane's Ratchet Wrench Sets are constantly increasing. They are unequalled for close work and are becoming favorites with mechanics.

Machine-made throughout. Made of the best material obtainable. The Sockets in both the Standard and Ford Sets are turned from Bessemer Steel and case hardened. Warranted not to break or spread. Write for prices.

CANADIAN DISTRIBUTORS:

BRITISH COLUMBIA:
 Millen & Son, Ltd. - Vancouver
 Wood-Vallance & Legatt, Ltd. - Vancouver
 Brown, Fraser & Co., Limited - Vancouver
ALBERTA:
 Marshall-Wells Alberta Company - Edmonton
 Wood-Vallance & Adams - Calgary
 Merchants Hardware Specialties, Ltd. - Calgary
SASKATCHEWAN:
 J. H. Ashdown Hardware Co., Ltd. - Saskatoon
 W. W. Cooper Co. - Swift Current
MANITOBA:
 J. H. Ashdown Hardware Co., Ltd. - Winnipeg
 Marshall-Wells Hardware Co., Ltd. - Winnipeg
 Wood-Vallance & Co., Ltd. - Winnipeg
 Millen & Son, Ltd. - Winnipeg
 Merrick-Anderson Co., Ltd. - Winnipeg
 Miller-Morse Hardware Co., Ltd. - Winnipeg

ONTARIO:
 Hobbs Hardware Co. - London
 D. H. Howden & Co., Ltd. - London
 London Engine Supplies Co. - London
 Wood-Vallance & Co. - Hamilton
 Lyons & Marks - Toronto
 Aikenhead Hardware, Limited - Toronto
 Rice Lewis & Son, Ltd. - Toronto
 Millen & Son, Ltd. - Toronto
 A. Chown & Co. - Kingston
 Edwin Chown & Son - Kingston
 W. B. Dalton & Sons, Ltd. - Kingston
 Thomas Birkett & Son Co., Ltd. - Ottawa
QUEBEC:
 Caverhill, Learmont & Co. - Montreal
 Lewis Bros., Limited - Montreal
 Millen & Son, Ltd. - Montreal
 Mechanics Supply Co. - Quebec
 J. S. Mitchell & Co. - Sherbrooke

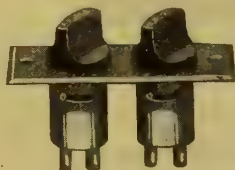
WILL B. LANE, 180 North Dearborn Street, Chicago., Ill.

If interested, tear out this page and keep with letters to be answered.

Motorists Want Presto Electric Equipment



No. 647-S—"Bull Dog" Dash Lamp.
Full nickel plate—one of 16
styles.



No. 417-2—Dash Board Switch, made
also in Single, Triple and
Quadruple.



No. 620-S. Presto Dash
Lamp. Made to fit regu-
lar equipment of Ford
cars.

Can you supply them? Motorists are particularly careful in selecting electric equipment. That's why Presto articles are exceedingly popular. Presto articles are so attractively and efficiently constructed they add beauty to the car and pleasure to the owner. Be proud of the line you display.

Presto ELECTRIC EQUIPMENT

Includes dash lamps, trouble finder lamps, cigar and pipe lighters in various styles and sizes for all kinds of motor cars — Presto Bayonet type connectors, plugs, lamp sockets and switches. Motorcycle, carriage, canoe, bicycle and electric hand lamps.

Over 100 Presto accessories to choose from. The name Presto means to thousands of dealers quick sales and repeat orders.

Write us regarding dealer terms. Catalog free.

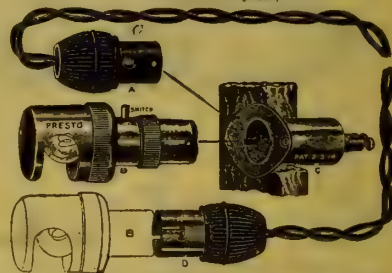
Metal Specialties Mfg. Company
338-352 No. Kedzie Ave., Chicago, Ill., U.S.A.



No. 655-S—For Ford Cars with new metal dash
to light speedometer.
(4 styles for wood and metal dash.)

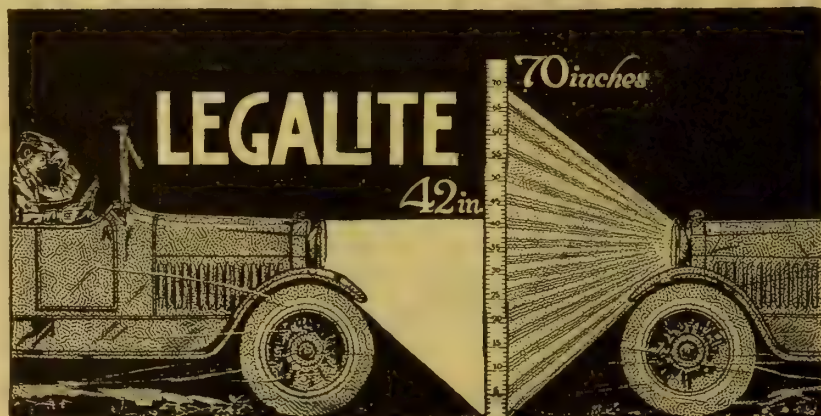


No. 286—Inspection Trouble Lamp.
(3 other styles.)



Combination Dash and Trouble
Lamp with Lever Switch.
(Made in 6 styles.)

Law Against Glaring Headlights



On Automobiles

The following legislation was recently enacted as an amendment to section 9 of the Ontario Motor Vehicles Act:—

"It shall be unlawful to use on a motor vehicle any lighting device of over four candle power, equipped with a reflector, unless the same shall be so designed, deflected or arranged that no portion of the beam of reflected light when measured seventy-five feet or more ahead of the lamp shall rise above 42 inches from the level surface on which the vehicle stands."

Legalite Lenses Comply With the Law

The Legalite Lens as shown in the above diagram, complies exactly with the recent legislation. With the Legalite Lens there is positively NO GLARE, and light-beams are never more than 42 inches above the ground at any distance.

The Legalite Lens gives more light and throws all of it where it is needed—ON THE GROUND, even when going up or down hill.

Hardware Dealers: Stock Legalite Lenses now and take care of the demand in your locality. Write for prices and discounts.

HYSLOP BROTHERS, Limited Exclusive Canadian Distributors
Shuter & Victoria Sts., Toronto



If interested, tear out this page and keep with letters to be answered.

EVEREADY

DAYLO



—when all other lights fail

The light that says
"There it is!"

—when all other lights fail

STORM-TOSSED and battered, helpless in a raging sea, seams opening, decks awash, the crew unable to launch a boat—such was the plight of the Spanish freighter, Pio IX, on the night of December 5, 1916.

And her plight in the tragic and disastrous hour for the ship, thought of by one of the crew. He remembered the Eveready in his bunk, strapped into his wrist and with ten of his comrades went overboard, clinging desperately to a ship's raft swept by towering seas.

There are times when you are alone when a dependable light is needed. In a train disaster, in a fire in a strange hotel, even to avoid the loss of a ship, the light that says "There it is!" is the light that says "There it is!"

Eveready has replaced the old oil lamp or kerosene light with the new Tungsten battery light. The Tungsten battery light is the light that says "There it is!"

When you need a light that says "There it is!"

When you need a light that says "There it is!"

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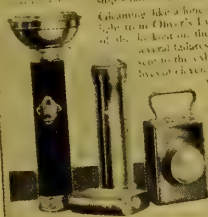
When you need a light that says "There it is!"

When you need a light that says "There it is!"

When you need a light that says "There it is!"

When you need a light that says "There it is!"

When you need a light that says "There it is!"



With that long lived **TUNGSTEN** Battery

Advertising that takes its Cue from a Crack Salesman

Everybody needs an Eveready, but more sales can be made by showing people WHY.

That's the reason for the list of uses that appear in every Eveready DAYLO advertisement.

The surest way to make a prospect feel he needs an Eveready DAYLO is to show him in how many ways he can use it—**helpfully**.

These are crack salesmen tactics and they apply with equal force to good advertising.

There are more than a thousand uses for an Eveready DAYLO. The more you can call to your customer's mind, the stronger your argument.

Uses are the clinches that **fasten** sales.

Watch Eveready advertising for suggestions. Paste some of these ads in your window. Or about your store. Hammer Eveready uses **hard**.

It means more sales, bigger sales, easier sales. And it means that your Tungsten battery turn-over will be greater than ever before.

American Ever Ready Works,

of National Carbon Co., Inc.

Long Island City **New York**

CANADIAN NATIONAL CARBON CO., Limited, TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

'SPHINX'

Retail
Price
\$1.00



YOUR first and best reason for selling "Sphinx" plugs is their sterling value and unapproachable endurance.

A second and very good reason is that we are able to offer a liberal discount, because the enormous number of "Sphinx" plugs sold in all parts of the world reduces manufacturing costs to a minimum.

May we send you particulars of our most profitable lines?

Manufacturers

The Sphinx Manufacturing Co.
Birmingham, England

Canadian Representative

W. T. Evans
1684 St. Urbain Street, Montreal

**'The Plug
with a profit'**

If interested, tear out this page and keep with letters to be answered.

Johns-Manville



The industrial record of Johns-Manville Asbestos Brake Lining amply guarantees it for your motor car brakes.

NON-BURN ASBESTOS BRAKE LINING

Built for the Motor Car from a
Quarter Century's Industrial
Experience

MOST brake linings are asbestos—but Johns-Manville Non-Burn is made only of the longest, strongest strands, selected by experts from the great Johns-Manville tonnage. It's only because Johns-Manville own the largest and best Asbestos Mines in the world that a brake lining like Johns-Manville Non-Burn is obtainable.

It is the quality of material in Johns-Manville Non-Burn plus the experience back of its production that make it advisable for you to look for Non-Burn Lined Brakes when buying a car—and to insist on them when re-equipping.

The Canadian H. W. Johns-Manville Co.
Limited

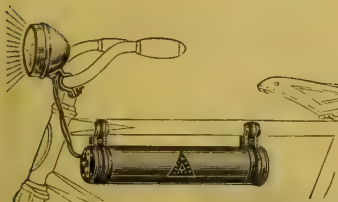
Montreal, Toronto, Vancouver, Winnipeg



**When you think of Asbestos
you think of Johns-Manville**

DELTA

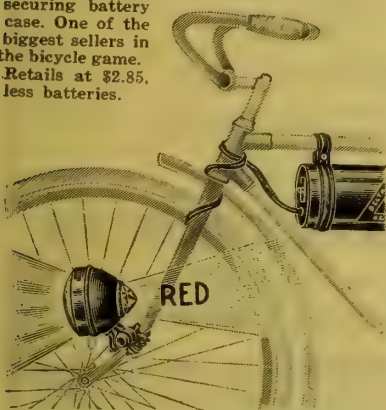
Meritorious Electrical Specialties



28A

Bicycle Lamp

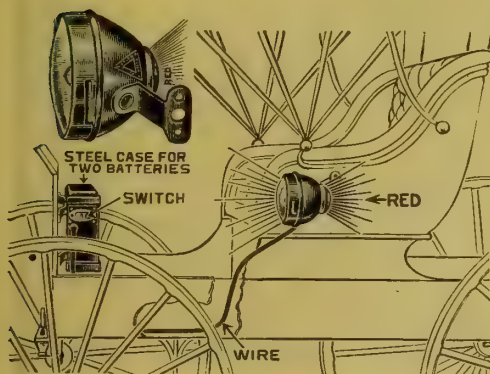
Battery case is two-cell or tandem type. Gives extra rigid arrangement for securing battery case. One of the biggest sellers in the bicycle game. Retail at \$2.85, less batteries.



38

Bicycle Lamp

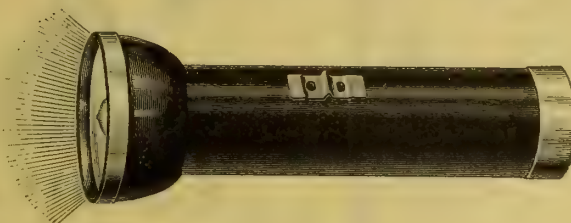
One cell battery case. Equipped with handle bar bracket, same as Nos. 27 and 28, and has extra front fork clamp. Serves as both head and tail light. Switch on battery case. Retail \$3.30, less battery.



37

Electric Tail Lamp

Operates on one two-cell flashlight battery, low current bulb, lasts from 15 to 25 hours' burning. No wires. High-grade poliplane red ruby jewel 1" lens. Finished in weather-proof baked enamel. Retail at \$1.35, less battery.



3

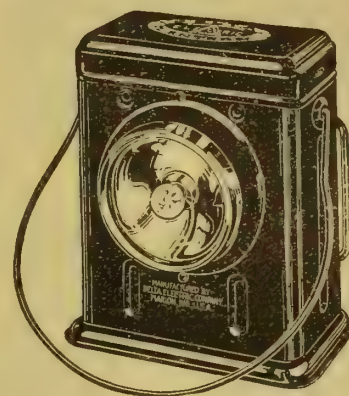
Miners' Type Flashlight

Non-shortcircuiting, wireless, all metal case, handsomely finished in baked black enamel (gloss). Silver plated, parabolic reflector, throws intense shaft of light several hundred feet, also broad diffusing light close to lamp. Permanent and flash contact, snap switch. Retail, complete with two-cell battery, at \$1.35.

The Delta Electric Co., of Marion, Ind., announce to the Wholesale Hardware Trade of Canada that they have appointed Clement Jackson, 22 College St., Toronto, Sales Manager for Eastern Canada (Ontario, Quebec and Maritime Provinces) for their complete Delta Electric Lighting Devices and Specialties.

This is one of the liveliest selling and most profitable lines ever introduced into Canada.

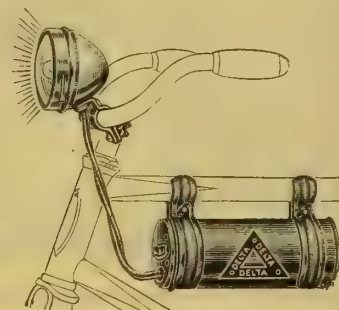
Mr. Jackson will have the pleasure of calling on you in the near future.



1

Electric Hand Lantern

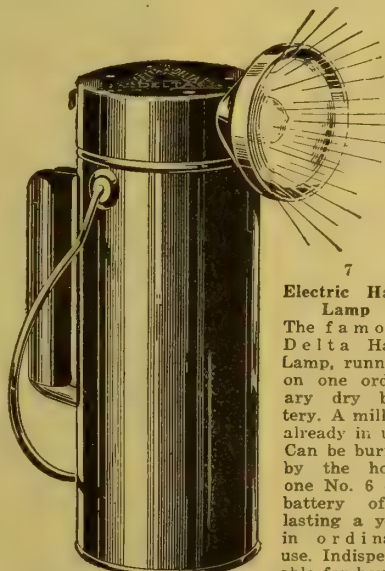
Has all conveniences of pocket flashlight, with utility of ordinary oil lantern. Operates on two No. 6 dry batteries. Handsomely finished in baked black enamel. 3" lens and highly polished reflector. Throws intense light 500 feet. A big seller. Retail, less batteries, at \$2.95.



27

Bicycle Lamp

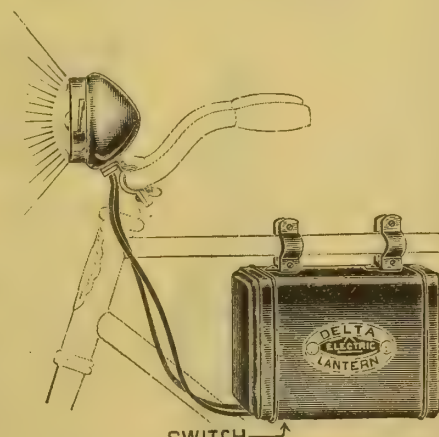
All metal construction. Exposed parts finished in weather-proof baked black enamel. Snap switch on battery case, which grips cross-bar firmly. 3" lens and powerful reflector. Operates on one ordinary No. 6 dry battery. Retail, less battery, at \$2.25.



7

Electric Hand Lamp

The famous Delta Hand Lamp, running on one ordinary dry battery. A million already in use. Can be burned by the hour, one No. 6 dry battery often lasting a year in ordinary use. Indispensable for household use. Retail, less battery, at \$1.75.



SWITCH

28

Two Battery Lamp

Holds two round or square No. 6 batteries. Attaches to any kind of bicycle frame. Throws light 300 to 400 feet. Extra efficient bulb and reflector reduces battery consumption to a minimum. Retail, less batteries, at \$2.85.

[FULL STOCK CARRIED BY

BASTERS-JACKSON CO., 22 College Street, TORONTO

If interested, tear out this page and keep with letters to be answered.

MARBLE'S Line Is The Big Summer Selling Line



**Marble's
Safety Axes**

Handy, durable, dependable axes. Steel and wood handles with safety guards. Several styles. Prices \$1.50 to \$3.00.

Marble's Handy Compass



Can't lose. Attaches to coat or shirt. Used by hunters, campers, guides, soldiers. Price, \$1.25 and \$1.50

Marble's Matchbox

Absolutely waterproof. Size, 10-gauge shell. Holds big supply. Used by U.S. and Allied soldiers. Price 50c.



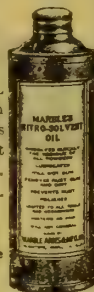
Marble's Hunting Knives

Several styles for all outdoor purposes. Finest knives made. Knife shown is "Ideal." Prices \$2.25 to \$3.50. Others \$1.50 to \$4.00



Marble's Nitro-Solvent Oil

Cleans ALL residue from guns. Protects against rust when laid away. 2-oz., 25c; 6-oz. can, 50c.



Trade Supplied by Jobbers

Write to-day for catalog showing entire line of 60 Outing Specialties and Game Getter Gun.

Marble's Fish Knife

Fish-knife, pocket knife, hunting knife, all in one. Cuts, rips, scales. Blade folds into handle. Price \$1.25.



Ezy-Quick Repairs

Mends instantly punctures in boats, boots, shoes—anything of rubber, leather and canvas. Absolutely leak-proof. 3 sizes 10c, 15c, 20c.



Marble Arms & Mfg. Co.
5350 Delta Ave.
Gladstone, Mich.

MENOMINEE FANS



8-inch Universal Type

(Runs on A.C. or D.C.)

Rigid and Oscillating Types.

IMMEDIATE SHIPMENT

Write for prices

FACTORY PRODUCTS LIMITED

220 King St. West, Toronto, Ontario.

MOTOR ACCESSORIES

REFLEX Spark Plugs



The REFLEX Line of Spark Plugs is a trade winner. They are made right—stay clean and keep the car on the go. A Gold Bond guarantee against defective material and workmanship is given with each plug. Every customer satisfied — profits sure—a good line to handle for winning the goodwill of motorists and users of engines.

Get the "Reflex" Agency.

Write for full particulars.

LYDON Speedler

with watch Case Style Control.

The "Lydon" Speedler is a motor necessity. It produces the results where Carburetors fall down. A Speedler gives from 4 to 6 more miles per gallon—more power—absolute freedom from carbon—easy and more perfect regulation of mixture.

No matter what car is driven or what Carburetor is used—a Lydon Speedler is desirable.

Motorists will appreciate the Service you give when it's a Lydon.

Write for full particulars.

Great West Electric Co., Limited

WINNIPEG, MANITOBA

If interested, tear out this page and keep with letters to be answered.

North Star Dry Cells

THE WESTERN SPECIAL

**Big
Demand**

Mr. H. N. Ross, International Harvester Co., Winnipeg, replying to another of their Western branches this spring, said: "We are handling dry cells manufactured by Canada Dry Cells, and have no hesitancy in saying that you will find their batteries very satisfactory in every respect."

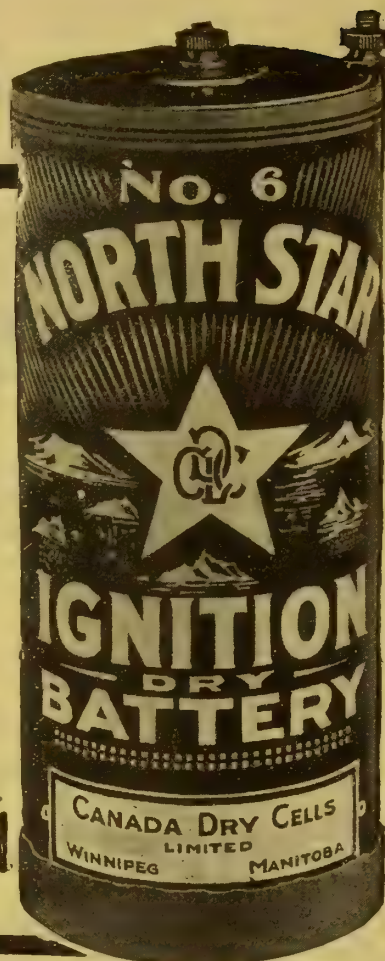
**Big
Profits**

2 Western branches of International Harvester Co. are North Star customers -- because they KNOW THE WESTERN BATTERY FOR THE WESTERN NEED.

**NORTH STAR BATTERIES ARE
BUSINESS BUILDERS**

Order from Your Jobber

Canada Dry Cells, Limited
WINNIPEG, MAN.



THE AUTOMOBILIST'S STORY

"Just as we came over the hill, two thugs with murderous looking clubs sprang out of the darkness, but when I flashed my Colt they disappeared in a jiffy. Of course that saved us, but, believe me, the Colt is a mighty necessary part of an automobile equipment nowadays. I wouldn't be without one in my car."

Get This Colt Business!

Spring is here, and with it the Automobile Season of 1917. Every automobile that takes the road needs a COLT as regular equipment.

We are preaching this preparedness in our magazine advertising. Every "safety-first" automobilist will want a COLT.

It is up to you to bring this business to your door. Why not mail the listed automobile owners in your locality a special circular?

We will supply the circulars—any quantity—with your name and address thereon.

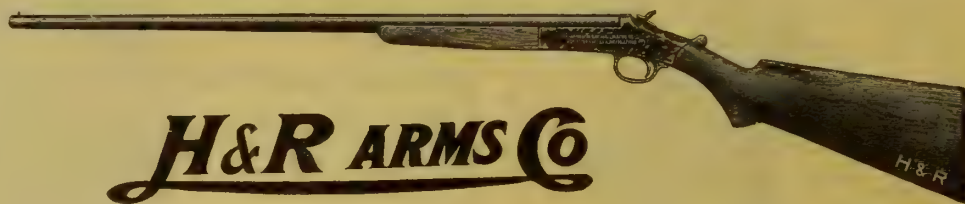
Colt's Patent Fire Arms Mfg. Co.
HARTFORD, CONN., U.S.A.

or A. MacFarlane & Co., Ltd., Coristine Bldg.,
Montreal, Canada

If interested, tear out this page and keep with letters to be answered.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
 28 Gauge, 26 or 28 inch Barrel
 .45 Caliber, 26 inch Barrel
 .44 Caliber, 26 inch Barrel
 .410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply

Harrington & Richardson Arms Company

715 Park Avenue

Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

"SOOTLESS" SPARK PLUGS



If you want satisfied customers and repeat orders sell Sootless Spark Plugs. They have distinctive points of construction which make them give better service and a stronger spark. Every user is a booster and boosting makes more sales.

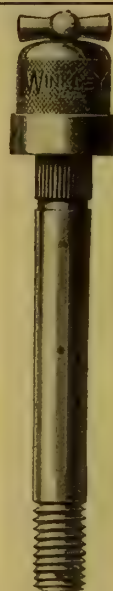
Special plugs for Ford, Buick, Overland, Winton, Packard and other leading cars.

Prices and discount on request.

The Oakes & Dow Company

15 Chardon St.

Boston, Mass.



Pressed Steel and Brass Grease Cups
 Oil Hole Covers and Oil Cups
 Spring Shackle Bolts
 Brass Pattern Makers Dowel Pins



"Oil Cup"



"Ratchet"



"Plain"



"D"



"N"



"M"

Catalogues and Prices
 Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
 WINDSOR, ONT.

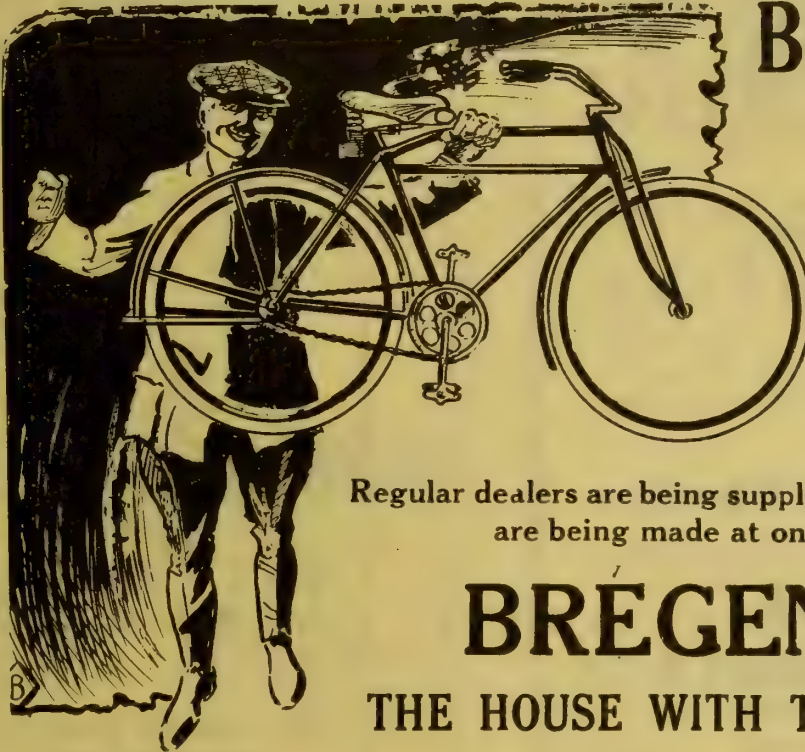
If interested, tear out this page and keep with letters to be answered.

ATHERTON BRAKE—IT ALWAYS WORKS

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Bicycles
of
1917

Regular dealers are being supplied—shipments
are being made at once by

BREGENT

THE HOUSE WITH THE "PEP"

Superior attraction must distinguish the Bicycle of a Rider. In no other establishment will this quality be so uniformly found as the House of BREGENT.

The best evidence as to this exceptional novelty, combined with the superior styles and workmanship of our productions, is found in our steadily increasing patronage among the leading dealers of the Dominion.

Everything that goes to effect a complete and satisfactory Bicycle can be had from BREGENT—The House with the "Pep."

Pope Bicycles—Smith Motor Wheels—Bregent Bicycles—Atherton Brakes—Troxel Saddles—Bregent Tires.

Write, wire or telephone. Orders filled instantly.

"Canada's Own Live Wire"

A. E. BREGENT

206-208-210 St. Catherine St. E. :: MONTREAL

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IT ALWAYS WORKS—ATHERTON BRAKE

If interested, tear out this page and keep with letters to be answered.



PUT YOUR STORE IN LINE FOR BIGGER PROFITS FROM

TRAPSHOOTING

LAST year thousands of men and women joined trapshooting's ranks. These and thousands more this year will increase the demand for

DUPONT Sporting Powders

Tie your store to our trade-making advertising by specifying DUPONT DENSE or DUPONT BULK for trap loads—the powders new shooters use, because they are the champion's choice.

E. I. du Pont de Nemours & Co.

Powder Makers Since 1802

WILMINGTON - DELAWARE - U.S.A.

IT MAY SAVE YOUR LIFE

If you are going hunting or fishing in the woods or on the water—the need of dry matches may save your life. "The Excelsior Sportsmen's Belt Safe" made of Brass, Nickel Plated, Gun Metal or Oxidized — Waterproof. Furnished complete with Belt and Buckle for \$1.00.



Hyfied Mfg. Co., 48 Franklin St., N.Y.



FORCES THE OIL ANYWHERE

Easy Seller Because —

It is exceptionally convenient, quick-acting and an oil saver.

Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.

A sure good sale and splendid profit. Order it now.

THE CANNON OILER CO.
KEITHSBURG, ILL.

VITAGAS

TRADE MARK

—“a wonder in the Automobile World” ONCE TRIED—ALWAYS USED. 50% MORE POWER

Gives a big increase in mileage from gasoline and removes carbon troubles and the wear and tear in the operation of having carbon removed.

Vitagas has been endorsed by the most critical, so much so that one of Pittsburgh's automobile experts has pronounced it to be “a wonder in the automobile world.”

A Gasoline Tonic.

Just as a tonic will build up and strengthen the blood of man, so Vitagas purifies and strengthens the elements of gasoline, giving it 25% to 75% MORE EFFICIENCY.

Add this live seller to your auto accessory department. The profit is big, and satisfaction double-sure.

Drop us a card for full particulars.

THE HOWARD-VAUGHAN CO., Niagara Falls, Ont.



WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

GOLF CLUBS

For upwards of 60 years

FORGAN'S CLUBS

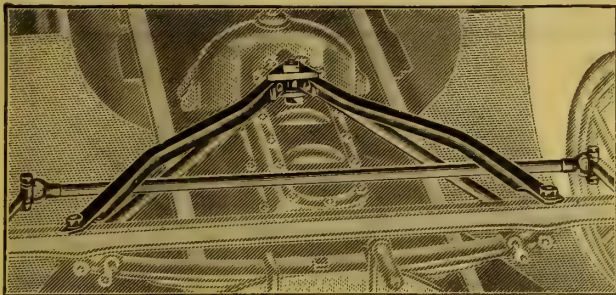
have been accepted as "The Standard of Quality."

They are used in St. Andrews, "THE HOME OF GOLF."

Why not stock them? They are quick sellers. You can import them direct. Send to-day for Catalogue.

R. FORGAN & SONS

Golf Club Makers to the late King Edward VII
ST. ANDREWS SCOTLAND

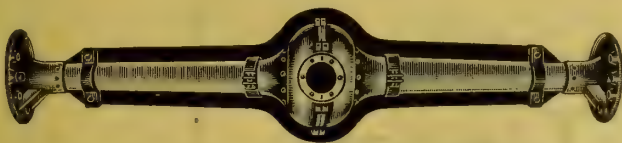


Every Ford Owner is a Prospective Buyer of These Accessories

SUB-RADIUS ROD—Every Ford owner is a good prospect for this accessory—it's an accident preventer. Insures radius rods against breaking or bending. Gives steadiness to car, makes it run easy and straight. Very simple contrivance.

REAR AXLE TRUSS—An all-steel, unbreakable accessory. No extra fitting, no holes to drill, all ready to adjust.

Write to manufacturer or ask your jobber for the details.



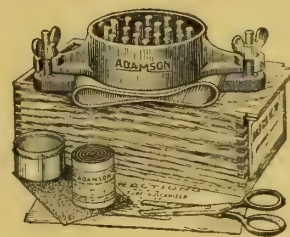
Line, Hansen & Kimball Co.

Manufacturers of Auto Accessories

Moose Jaw

Saskatchewan

ADAMSON Model "M"



Especially adapted for repairing Motorcycle, Bicycle, Ford and Cycle-car Tubes.

This vulcanizer operates the same as Model "T," but is smaller. It is designed for repairing 3½ in. tubes and under.

IT'S QUICK.

A complete outfit with repair gum, ready for instant use.

Model "M" Mailing Weight 2 lbs. \$1.50

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.

HAMILTON, CANADA

TIMCO Carbon Remover

Every farmer has a gasoline engine, and many of them run an automobile regularly.

There are fifty-thousand registered car-owners in Ontario.

How many motor-boat-owners do you know?

THE NEMESIS THAT PURSUES THEM ONE AND ALL IS CARBON.

Timco Carbon Remover will thoroughly rid the cylinder heads, combustion chambers, etc., in from one to eight hours, without injuring the engine in any way, no matter what quantity is used.

As it is being advertised very widely, you will have demands for it.

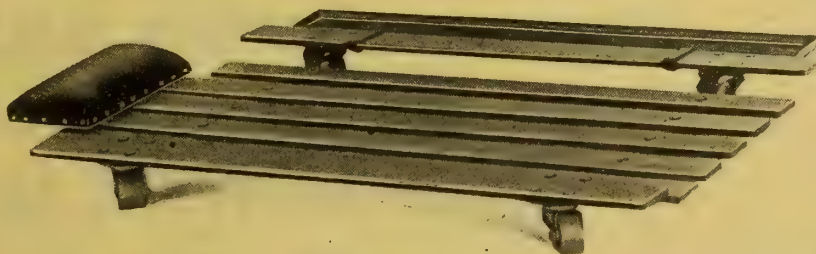
RETAILS AT \$2.25 A QUART CAN.

Packed in half-dozen. Trade discounts and regular terms to rated dealers. We pre-pay carriage on first orders for half-dozen or more.

**THE TIRE IMPORT CO.
LIMITED**

454 Yonge Street, Toronto, Ontario

Wagner Auto Creeper Complete with Metal Tool Rack



Cushman Motor Works of Canada, Limited

Dept. H.M., Whyte Ave. & Vine St.

WINNIPEG, CANADA

Selling Agents for Wagner Door Hangers and Track for House, Barn, and Garage.

Elgin Wrenches



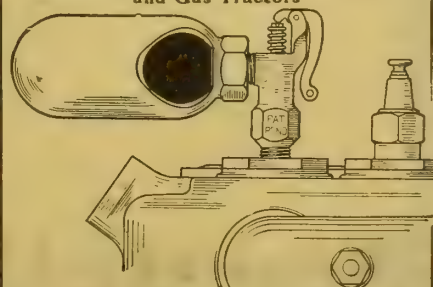
Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

EXPLOSION WHISTLE

New Type of Signal for Automobiles and Gas Tractors



Two styles—single tone and chimes. Fits any car; special spark plug for Fords. Screws in place of priming cup. Blown by explosion direct. Extremely powerful or moderate. For sale by all WINNIPEG JOBBERS, or write to C. C. CARTWRIGHT, 85 Water Street, Winnipeg.

A condensed ad. in this paper will bring replies from all parts of Canada.

New Address:
201 Inspector St.
MONTREAL



Telephone
No.
Main 5447

Canadian Consolidated Rubber Co., Limited

Announce the removal of their
Executive Offices and the *Sales De-*
partment of their *Montreal Branch*
from Notre Dame Street East and
Papineau Square to

**THE RUBBER BUILDING
201 Inspector Street
MONTREAL**

This central location, being more
convenient, will increase the facilities
for a better and quicker service to the
trade when in need of anything in
rubber.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX.

TORONTO, JUNE 2, 1917

No. 22

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J. G. LORRIMAN, *Manager.*
 H. M. REID, *Eastern Manager.*
 R. L. NETHERBY, *Ontario Representative.*
 J. C. EDWARDS, *Toronto Representative.*
 C. W. BYERS, *Western Representative.*

GEO. D. DAVIS, *Editor.*
 J. G. LUCAS, *Associate Editor.*
 N. MACKINTOSH, *Associate Editor.*
 H. L. SOUTHALL, *Associate Editor.*
 A. G. WEBSTER, *Associate Editor.*

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St. Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324. Winnipeg, 22 Royal Bank Building, Telephone Garry 2313.

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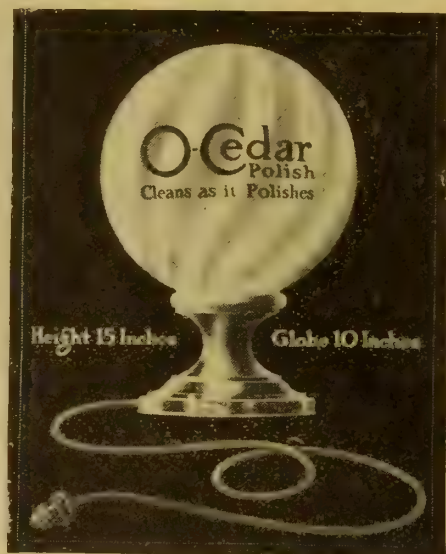
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High-Grade Genuine Charcoal Plates
 Tissue Packed.

Specify "DOMINION CROWN"
 on your next order.

A. C. LESLIE & CO., LIMITED
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Attention!!

You want the passerby to notice your window and merchandise displayed. This O-Cedar Electric Sign will get their attention and suggest not only O-Cedar but other articles about it.

O-Cedar

Polish

You Get This Sign FREE

with either of the following orders. Prices are subject to usual discount.

DISPLAY DEAL No. 63.

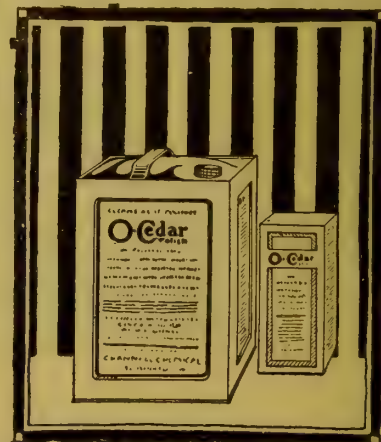
	Sells for
3½ Doz., 4-Oz. O-Cedar Polish	\$10.50
7 Doz., 12-Oz. O-Cedar Polish	42.00
½ Doz. Quarts O-Cedar Polish	7.50
O-Cedar Electric Sign	Free
	\$60.00

DISPLAY DEAL No. 64.

	Sells for
10¾ Doz., 4-Oz. O-Cedar Polish	\$32.25
4 Doz., 12-Oz. O-Cedar Polish	24.00
¾ Doz. Quarts of O-Cedar Polish	3.75
O-Cedar Electric Sign	Free
	\$60.00

Order from your jobber.

CHANNELL CHEMICAL COMPANY, LIMITED, 369 Sorauren Ave. TORONTO



If interested, tear out this page and keep with letters to be answered.

Thriving Trade in Auto Accessories

Cowan Hardware of London, Ont., Represents Phenomenal Growth of Accessory Side-line in the Trade—Canada's Leading Peace-Time Industry Offers Golden Opportunities

FROM all appearances the auto accessory department of the Cowan Hardware Co., London, Ont., would seem to indicate the devotion of years to the building-up process, but this is merely another proof of the possibilities involved in the auto accessory business to-day, for, in reality, it was just one year ago that the retail accessory department of the Cowan Co. got under way, one season subsequent to the inauguration of the wholesale department.

The opening of this branch of business by the Cowan store, one of the oldest in Western Ontario, originating as a result of the growing demand of the former carriage blacksmith trade, saw the display of a very limited stock of accessories, but during the two seasons of its existence, the department has grown, until it now boasts of a voluminous stock, and the wholesale department demands the services of four men on the road. Three of these men are covering Western Ontario, while the other travels the territory known as Toronto and east and the eastern townships of Quebec. It is significant that these men, around whom the wholesale branch of the business has been built up, were formerly representatives of the carriage blacksmith department, and their work now consists of canvassing garages throughout the country and selling accessories to retail dealers.

Imposing Retail Displays

While the wholesale department has grown to such imposing proportions, the retail department has by no means been neglected, and the casual visitor to the Cowan store finds that the store department has grown in equal proportions, and provides one of the most attractive displays on exhibition. When the representative of HARDWARE AND METAL called, he found that the displays in both the window and on the counter were but indicative of the general aggressive character of the campaign to push the accessory department, which campaign also involves considerable expenditure for advertising space.

In addition to the window display, which combined the most effective factors in judicious arrangement, an inside counter display of a similar character

was arranged, consisting of spark plugs, mechanics' tools, machine shop supplies, painters' supplies, garage equipment, tires, chains, carriers, batteries, fenders, lamps, horns, and other small equipment. One of the most noticeable features of the display was the absence of repair parts and accessories for automobiles of

the heavy or even medium weight variety, for experience has proved that the most saleable lines of accessories are those designed for the small light-weight automobile. Large cars as a rule are delivered with much more complete equipment than the small car, and there is, therefore, not the turnover in accessories

AUTOMOBILE OWNERS

It will no doubt interest you to know that we have added to our already huge stock a complete line of Automobile Accessories:

<p>Jeffery Universal Rear Tire Carriers for Ford and Chevrolet. Price ... \$5.00 Columbia Batteries ... 30c Battery Testers ... \$1.75</p>	<p>Adamsen Vulcanizers save 50 per cent. of your tire troubles. Model T ... \$2.00 Model U ... \$3.00</p>	<p>Richards Wilcox Tire Savers lengthen the life of your tires. Price, per set ... \$5.75</p>	<p>Bumpers—2-inch Nickerel Channel Steel Bumpers, universal type, for extension frame cars ... \$8.00</p>
---	--	--	--



Repair Gum for above
60c and \$1.00 per package
Ford Curtin Lights 85c each
License Brackets 15c to 50c
Leaf Spreaders and Oilers
Leaf Spreaders, only ... 35c



Rev. Spark Plugs, for any car ... 65c to \$1.25
Extra porcelain



13-inch Nickerel Channel Steel Bumpers, for Ford and Chevrolet cars ... \$7.00

RIDE A BICYCLE



<p>Longleaf Dominion or Dunlop Tires, any size, plain or nonskid tread. Inner Tubes for above. Tire Covers ... \$1.40 each Tire Chains, Tire Irons, Automatic Valve Grinders ... \$3.50 each Everready Mazda Lamp Bulbs. Johnston's Carbon Remover 75c and \$1.25 per tin</p>	<p>Williams "S" Wrenches ... 30c to \$1.25 each \$2.00 to \$5.00 per set Stuart "Handy Worker," A workshop in one tool \$13.00</p>	<p>Ivanhoe Bicycles ... \$43.00 Scout Bicycles ... \$38.00 Dunlop Tires Inner Tubes</p>	<p>Mossburg Wrench Sets, The largest and most complete socket wrench set on the market. Price ... \$14.00 Mossburg Ford sets \$5.00 Valve Grinding Compound ... 35c per tin Rubber Pedal Pads Cutout Pedals, Mufflers, etc.</p>
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OILS AND GREASES

Polarine	\$1.00 per gallon
Tioline, 1-gallon cans	\$1.25
Tioline, 5-gallon cans	\$1.00 per gallon
Arctic Cup Grease, 5-pound tins	.05c



Adjustable Pliers "Mossburg," "Red Devil" and "P. S. & W." 50c to \$1 pair
Every pair guaranteed.



Flash Lights ... 60c to \$2.50
Old English Wax for automobiles gives a beautiful and lasting finish. 65c per lb.



Chamois, Sponges, Brass Polish, etc.
Liquid Veneer Auto Sprayers, with 1 quart polish ... \$1.50

YANKEE VIBES, SCREWDRIVERS, ETC., SHERWIN-WILLIAMS' AUTO FINISHES.

COWAN'S COLOSSAL HARDWARE

THE STORE WITH A STOCK

125 127 DUNDAS STREET

TWO PHONES 3451, 3447

A sample of the newspaper advertising used by the Cowan Hardware, London, Ont., in connection with the Auto Accessory Department. The clear-cut illustrations with individual descriptions and prices are the strong points of the ad.

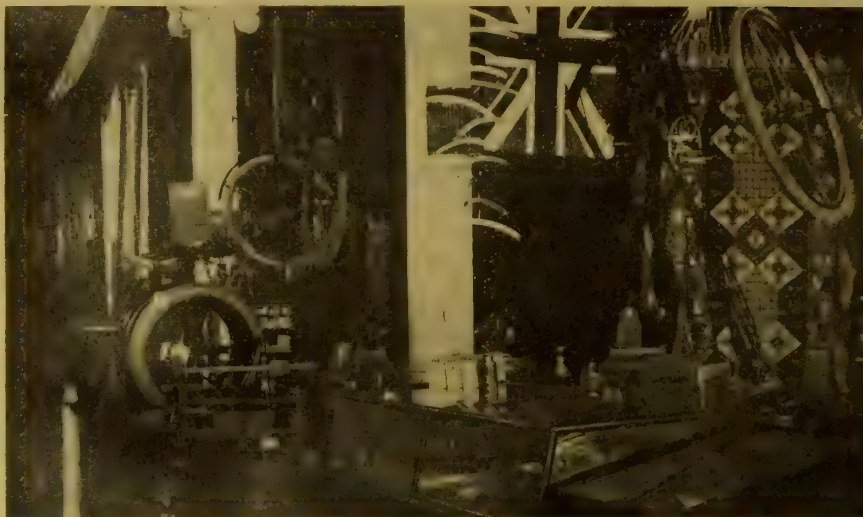
for them that exists in the case of small machines. As an example of this, it has been found that many of the sales of accessories have been made to purchasers of new automobiles, and this trade has rendered extremely popular the carrying of such lines as tire carriers, extra tires, bumpers, speedometers, auto clocks, and other small fixtures which considerably enhance the motoring comfort of the small car owner, and which are very rarely found to be included in the equipment of the light-weight automobile.

Big Sale for Tires

Of the accessories enumerated, perhaps the most extensive turnover is effected in connection with the sale of tires, for in addition to the necessity of the small car purchaser to carry an extra tire or two, the constantly increasing number of automobiles, and the noticeable increase in the use of automobiles by their owners, have been factors in accelerating this branch. To such an extent is this the case, that the Cowan store has paid particular attention to this branch of the accessory department, and has recently taken on the exclusive agency for a medium-priced tire, and is putting in a large stock of the smaller size variety.

Advertising the Accessories

As in practically every similar case of almost phenomenal development, much of the success of the accessory department is acknowledged as attributable to advertising, and considerable energy has been expended on developing a campaign which will produce the best results. Apart from the issuance in the near future of a catalogue of auto accessories, which will be used more extensively throughout the country by the wholesale department, advertising of a special character has been restricted to the use of the local daily newspapers. Displays of an attractive nature which demand attention, such as the accompanying illustration, are ones which appeal strongly



A corner of the Cowan store showing an attractively-arranged display of Auto Accessories.

to all interested parties, giving as they do illustrations of the accessories as well as descriptive matter and the price of each article.

Auto' Growth Justifies Accessory Dept.

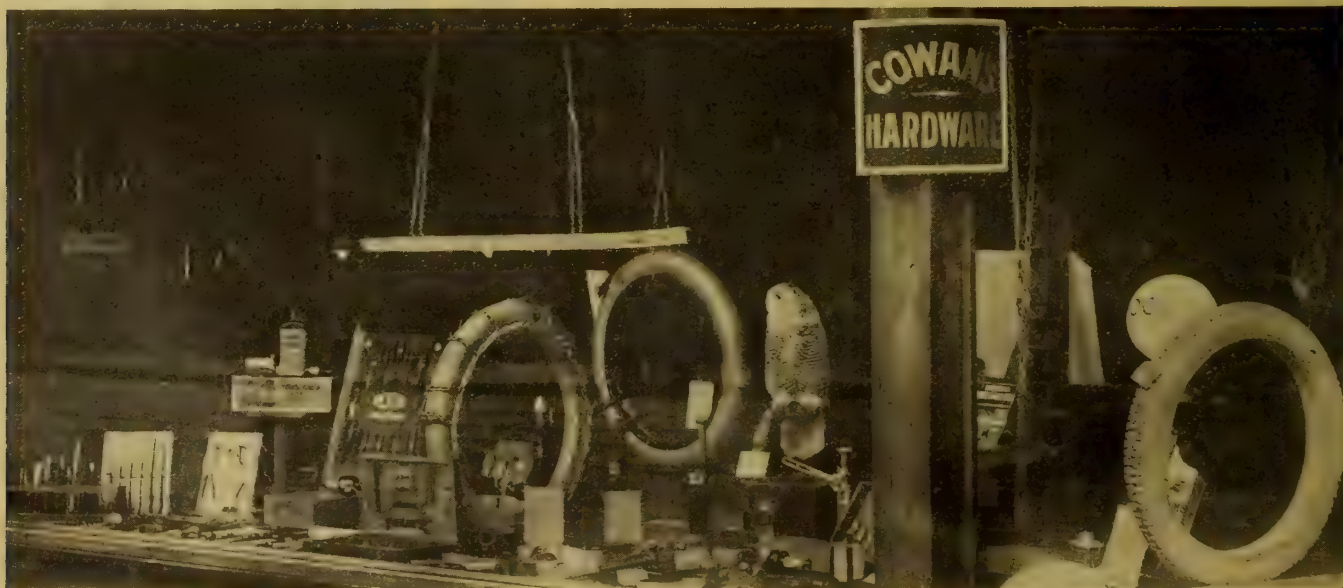
Through good advertising and by the adoption of other measures a consistent growth of the business of the department keeps it well in line with the most progressive branches of the trade, and this condition of affairs promises to be maintained if the anticipated growth of the automobile business, based on conservative records in past years, is taken as a criterion. In this connection a review of the growth of the industry in late years seems to read more like a fairy tale than actual fact. It was just twenty years ago that the first automobile was manufactured in Canada, and to-day the estimated output for the current year approximates in value \$50,000,000. But perhaps the most striking illustration of the development of the motor car industry in Canada is afforded by the automobile registrations in the Dominion

which show 116,365 cars registered, or an increase of 40 per cent. in 1916. It is estimated that in the neighborhood of 50,000 new automobiles were sold in Canada in 1916, which represents a total capital investment of nearly \$150,000,000 in automobiles in operation in Canada at the present time.

"Accessories" Part in Modern Hardware Trade

It is one of the most interesting phases in the evolution of the modern hardware trade, to watch the growth of newly introduced side-lines, and the effect the introduction of these lines makes on other branches of the trade. Many hardware dealers, realizing the vast opportunities presented, are conscientiously taking up the side-line of automobile accessories, and the popularity of the adoption of this line is fast making it of a permanent nature.

Under the stimulus of war business the automobile industry of Canada bids
(Continued on page 54)



The Cowan Hardware management have great faith in the value of window display, hence the effective arrangement of Auto Accessories illustrated herewith. The arrangement includes accessories to appeal to the desires of all motorists.

AUTOMOBILE SUPPLIES

Their Relation to the Retail Hardware Man

A Review of Conditions Leading up to the Present Standing of This Important Branch of the Hardware Business as Seen in the West.

Written for Hardware and Metal by a Western Canada Wholesale Representative.

FOUR years back, yes, even less, and the majority of hardware merchants throughout the western provinces would have laughed at the idea of an Auto Accessory Department for their stores—as a matter of fact, did laugh down the idea, and why? Only because it presented apparently insurmountable barriers which they would not undertake to overcome, but as they have found out since, the fundamental principles underlying this trade required no great amount of study to place them in a position to handle these goods profitably.

Jobbers Put in Stocks

With the decided increase in the number of cars being operated and the demand for accessories which resulted, no retailer could well afford to neglect the possibility thus thrust upon him. But here again was a difficulty presented. From whom could these supplies be bought? Was the hardware jobber taking up this line or must the retailer go to an unknown source?

Demands to the jobbers brought a realization of their position—what was expected of them—and to-day it will be found that the majority of the jobbers have an Auto Accessory Department in full swing.

Retailers Responded

Retailers generally have responded with alacrity to the demands of the automobilist and that sales have far exceeded expectations can be gathered from the splendid reports of the jobbers. Special advertising being done by the jobbers speaks well for the enthusiasm with which they are pushing this line. That the demand is on the increase, and will continue so, makes it imperative that the retailer study the many branches of this trade with extreme care.

Many Standard Lines

One of the greatest difficulties which confronts the hardware man must be to secure a proper selection of accessories to handle. Every day brings forth some new invention, so it would be an impossibility for the retailer to attempt to carry everything in stock. But there are standard lines of Auto Accessories, as in hardware, and these must be available at all times. The average motorist is loth to wait for a spark plug or a blow-out patch which should be standard stock, but doesn't mind a delay of a week or ten days for a "patent lock" or "shock absorber" which can be classed as "extra." The "extras" are always sold to your local man whom you know. Standard

lines are in constant demand even from the tourist who passes through your town.

Make Use of Want Book

One suggestion which might be made here is the use of a special "want book" for auto accessories. In this can be entered all lines called for which are not in stock. Keep a careful record of the demand and, if sufficiently large, put in the necessary stock to take care of this. The constant use of this book will reveal the vagaries of the trade as no other method could.

Another book which should be available is a directory or buyer's guide where a list of new lines and "extras" may be entered and to which you can refer when wanting to order specially for your customers. The motorist is fickle in his tastes and is always wanting some new feature for his car. Bring to him a realization that you have or will get anything he wishes.

Make Good Impression

It is desirable to impress on your customers the fact that you are official headquarters for everything pertaining to the automobile. First of all, arrange for a good line of motor gasoline and oils. Install a self-measuring pump (painted in bright colors) at the front of your store so that it is only necessary to drive up to the curb to secure "gas" for the trip. This is convenient not only to your regular customers but attracts the attention of the tourist as well. It must be remembered that the automobile, though in most cases bought for pleasure, is a great convenience, and by being able to serve the owner promptly and with little trouble, you gain his confidence. His impressions, made at the "curb," will induce him to look "inside for other lines, and that is what all retailers desire—to get the car owner inside the store.

Value of Show Windows

Before leaving the outside of the store altogether, let us consider the value of the Window Display. Here is a magnet which should be powerfully charged at all times. Auto Accessories lend themselves particularly to attractive displays, and it requires but little thought and time to dress your windows effectively. Don't overlook this revenue-producing source. Attract the eye first, and the inclination to buy must always follow.

One of the best ways to display your many small lines inside the store is the silent salesman. As previously stated, automobile accessories lend themselves particularly well to display, and the aver-

age motorist only needs the suggestion of an attractive lay-out to spend his money. Cater to the vanity (you may call it such) of the man with the car and the return in dollars and cents will be surprising.

Business on Firm Foundation

In the rapid development of the automobile industry during the past few years, it has been hard for the average layman or outsider to follow the enormous strides made—it has been a problem trying to keep abreast of the changing conditions. However, in spite of the mushroom growth of the industry, the foundation has been well laid, and there's a future which it would be well for every hardware man to consider.

The motor is here to stay, its utility and benefits to every class are being revealed to a greater degree every day. The sales of accessories will continue to grow. You, Mr. Hardwareman, are right in line for a big share of this business and will miss a golden opportunity if you delay familiarising yourself with the present day needs and the possibilities of the future. Lay your plans as carefully for this department as you have for any in your business—build on a sure, safe foundation, for surely the future presents a wonderful outlook which we must all be ready to develop.

This article so far has dealt chiefly with the accessory end of the automobile business, but there is the automobile itself which can be, and is being, handled successfully by hardware merchants east and west. I will not dwell on this at any length, but would say your success with the automobile depends on your knowledge not only of the possibilities of your own cars but of its superiority over other makes similarly priced—in three words, I express the thought "Know Your Goods." There is the foundation for salesmanship of a high order in any business.

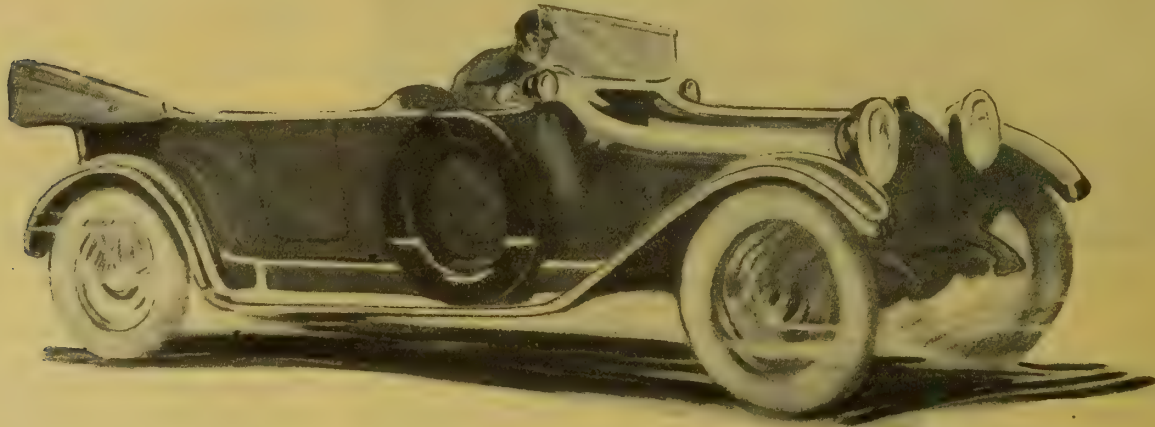
Should Pay Cash for Accessories

Just another word about your accessory department and method of handling sales. The writer believes that any man who can afford to own a car can afford to pay cash for his gasoline and accessories. Make this point clear and enforce this ruling—it will save you a great amount of trouble and will prove far more satisfactory to your customers. You will find that when a man has stored away his car for the winter that he is extremely loth to be confronted with a bill for his sea-

(Continued on page 53)

New Road Rules for Motorists

Ontario Government Ratifies Amendments Prohibiting Popular "Spotlight"—American Tourists Get Thirty Days in Ontario Without License—New Headlight Regulations.



AMONG recent amendments to the Motor Vehicles Act and Highways Travel Act, as ratified by the Ontario Government, is a provision which sounds the death knell of the fast becoming popular spotlight, which, located on the windshield, provided a very advantageous medium for better night travelling and generally enhancing the comfort of the motorist. Considerable discussion marked the introduction of this now famous automobile accessory, and the chief consideration figuring in its being abolished was the fact that it was being abused. Its advantages were many, for it was not only of great help in illuminating the roadway during night travelling, but it could be used for locating numbers on houses at night, and also for illuminating the engine should there be any necessity for repair work. The light was attached on a swivel base and provided with a handle which facilitated its use as above described, but it can be seen that such a device easily lends itself to abuse. About two months after its introduction to Ontario motorists, during which time its popularity spread rapidly, it was found that the device was becoming objectionable through its being employed to flash in the eyes of drivers of approaching automobiles, not only an offensive but a dangerous operation. Another consideration which aroused considerable hostility to the use of the spotlight came from the non-motorists, many of whom objected to being singled out by the searching rays of such a light when enjoying a warm evening out of doors, in the park and on the verandas of private houses. It is evident that, while the spotlight has many advantages, as is proved by its popularity in the United States, it has practically killed itself in Ontario, and the authorities considered its abuse was too offensive and dangerous to permit its use any longer, hence the amendment to the Act respecting the use of headlights.

The majority of the amended sections of the Acts are given below, and indicate the more important changes which have been made thereby.

Amendments to Motor Vehicles Act

3. (7) The Minister may give authority to any person to issue permits for motor vehicles and may define the duties and powers of such officers, and where the salary is not otherwise provided, may authorize and fix the fee to be retained by the person so authorized for each permit issued.

6. (2) Whenever on a highway after dark and before dawn, every motor vehicle shall carry on the front thereof two lighted lamps in a conspicuous position, one on each side of the vehicle, except in the case of a motor bicycle which shall carry one such lamp unless with a side-car attached when a lighted lamp shall also be attached to the outside edge of the side-car, any lamp so used to be clearly visible at a distance of at least 200 feet.

7. A motor bicycle while being driven on a highway shall have exposed on the front and back thereof a marker furnished by the Minister of Public Works and Highways showing in plain figures not less than three inches in height the number of the permit of such motor vehicle. The marker on the front shall show the number of the permit on both sides and shall be fixed so that the number is plainly visible from either side of the street.

9. (3) It shall be unlawful to carry on any motor vehicle operated on a highway any light which revolves upon a pivot or other device, so that the rays of such light may be projected in different directions.

Regulations of Headlights

9. (4) It shall be unlawful to use on a motor vehicle any lighting device of over four candle power, equipped with a reflector, unless the same shall be so

designed, deflected or arranged that no portion of the beam of reflected light when measured seventy-five feet or more ahead of the lamp shall rise above 42 inches from the level surface on which the vehicle stands.

9. (5) Any person who defaces or alters any marker furnished by the Minister of Public Works and Highways under this Act, or uses or permits the use of a marker so defaced or altered, upon any car owned by him, or who uses or permits the use upon any car owned by him of a marker issued by the Minister of Public Works and Highways for any other car, or any person who does not within six days forward a notice to the Department of Public Highways of the sale or transfer by or to him of a car for which a permit has been issued shall be guilty of an offence, punishable under section 24 of this Act.

13. No person under the age of 16 years shall drive a motor vehicle, and no person over the age of 16 years and under the age of 18 years shall drive a motor vehicle on the highway unless and until such person has passed an examination and obtained a license as provided in this Act for a person who drives a motor vehicle for hire, pay or gain.

18. If an accident occurs to any person on foot or horseback, or in a vehicle, or to any horse or vehicle in charge of any person, owing to the presence of a motor vehicle on a highway, the person in charge of such motor vehicle shall return to the scene of the accident and render all possible assistance and give in writing to any one sustaining loss or injury his name and address, and also the name and address of the owner of such motor vehicle, and the number of the permit.

Responsibility of Owner

19. The owner of a motor vehicle shall be responsible for any violation of
(Continued on page 73.)



Modern Time Recording in Retail Stores

Recording Device is Beneficial to Both Employer and Employee—Recorder Increases Efficiency and Acts as Inoffensive Check on Business.

MANY retail merchants are realizing the importance of having a perfect record of the comings and goings of each of their employees on the basis that time is money, and this fact is being evidenced by the increasing use of up to date methods of recording such information. As an illustration of the value of this plan take a store with ten clerks with an average payroll of between \$7,000 and \$8,000 a year. It is evident that such an expenditure of money is worth checking to say nothing of the desirability of raising the standard of discipline in any well managed organization.

Discipline is created by commanding respect and the old adage says you can only command respect when you treat each one exactly alike, and this is the principle involved in the up to date time-recording apparatus. With the modern time recording instrument in a retail store each clerk registers his own time when he comes to work and when he leaves, also his goings and comings during the day if he has occasion to leave the store. This procedure gives the really honest clerk a chance to prove his honesty. What is meant is this, that when he took his position he sold to his employer, let us say ten hours a day for a certain wage. If he is ten minutes late in the morning, and wastes another fifteen minutes at noon, and leaves ten minutes early at night, then he is not delivering what he has sold.

Perfect Record of Employees' Time

The time recorder gives a perfect record of the time spent by the store employee beyond dispute, and better still, a new type of recorder will print a record in red ink when the employee is late or when he leaves before closing time. The effect of this is beneficial not only to the employer but to the employee himself as it "keeps him on the job", so to speak. Another point to be taken into consideration, is that the same employee will be in business for himself some day,

and no better training for such future responsibility could be given him than the adherence to strict disciplinary principles as encouraged by such a mechanical device as the time recording instrument.

Such a record as is given by the machine is almost of vital importance to the merchant, as it gives him a means of knowing whether his store was opened at the right time in the morning and who opened it. Many a hundred dollars' worth of trade annually has been lost owing to the store not being opened early in the morning when customers expect it to be, and yet the merchant knows nothing of it unless he happened to be there himself. The modern time recording instrument, acting as a check upon the business as a whole, and not individually upon the employees to such an extent as to render it offensive, makes it unnecessary for the merchant to always be at his store to see if it opened at the right time in the morning, and whether it was closed at night.

Time Recording Avoids Difficulties

As an evidence of the value of the modern time recorder to both employer and employee take the case where an employee is reprimanded for returning late after lunch when he really was not overstepping his regular time allowance through delay in leaving the store. The reprimand was made without a knowledge, on the part of the employer, that the employee had been delayed in leaving. In some cases such a reprimand is not delivered, and therefore the employee has no way of clearing himself. In this manner a wrong impression is conveyed of the methods of the employee through no fault of his own, and its constant recurrence would undoubtedly create a graver situation with the possible loss of his position. In such circumstances the recording machine would indicate exactly how long the employee was out and would preclude the possibility of such a situation arising.

Another feature of the device as used

in a retail store, is in connection with the paying of the employees on the basis of time spent at work. Every retail merchant is periodically up against the situation of dissatisfaction of some employee who claims he is short paid at the end of the month or fortnight as the case may be. This situation is created by an inadequate record having been kept of the time of that employee, and the money consideration makes it more important that an efficient system of such recording should be instituted by any retail store. With a little figuring the exact number of hours and minutes spent by the employee at work can be calculated, and no difficulty arises in connection with the payment for such time. Another factor which enters into the question is that the record is a mechanical one, and does not lend itself to dispute, as would a record kept by the employer himself.

In addition to the time recording apparatus described, some merchants also favor the newly introduced door attachment which connects with the time recorder and indicates the clerk who opened the door, at what time, and the door opened. All these improvements increase efficiency and that is what is required. It is evident that the introduction of some such mechanical system of record is a feature much to be desired in the modern retail store, and especially in view of the fact that it is of equal benefit to both employer and employee.

AUTOMOBILE SUPPLIES

(Continued from page 51)

son's fun (and the bill is always larger than he thought). This attitude seems to be human nature; don't blame the man, blame conditions which have allowed him to become your debtor. You will find that selling accessories often means dollars and cents when business in other departments is slack. To the merchant whose trade seems limited, every opportunity for developing new lines should be taken advantage of, and the automobile accessory business offers a lucrative field.

Decrease in U.S. Steel Buying

Pressure for Early Deliveries Still Heavy—Mills Sold for Eight to Twelve Months Ahead—Finished Steel Prices Stationary Since First of Month—Pig Iron Still Advancing.

From our Correspondent at Pittsburgh, Pa.

PITTSBURG, PA., May 29.—At the dinner of the American Iron and Steel Institute held here last week, General George Goethals, the man who built the Panama Canal, and who was entrusted with the work of building as many cargo vessels as possible for counteracting the destruction by Germany, announced flatly that it was impossible to carry out the wooden ship programme. The project was 1,000 ships of 3,000 tons, gross register, to be completed in a period which had gradually been lengthened out to 18 month. He had turned to steel construction, which was more promising because once standardized, the steel ships could be built more rapidly, fabricating shops all over the country taking a hand in making parts. He had gone to President Farrell, of the United States Steel Corporation, and Mr. Farrell had assured him that the steel industry could furnish the plates.

There was nothing said at the dinner as to tonnages. This has lately been in doubt, but the publication a few days ago of the statistics of production in 1916 have thrown light on the subject, and it is possible to make some fairly close estimates as to plate tonnages available. There is nothing known precisely as to the quantity of plates required in relation to the register tonnage of the vessels, but in general not more than one-third of a gross ton of plates is required per gross register ton of vessel capacity.

Last year's production of plates, separated into classes for the purpose of suggesting what is available for shipbuilding and what would be left for other purposes, was as follows, in gross tons: Sheared plates, $\frac{1}{4}$ inch and heavier, 1,865,642 tons; sheared plates, under $\frac{1}{4}$ -inch, 587,508 tons; universal mill plates, chiefly under 30 inches wide and chiefly $\frac{1}{4}$ -inch and heavier, 1,224,234 tons; material rolled on jobbing mills, 12 gauge and heavier, 271,809 tons.

The ship plates would be heavier than $\frac{1}{4}$ -inch, but on the other hand capacity has increased somewhat, and we can probably count on close to 150,000 tons a month, to supply foreign shipyards that can use the plates to the advantage of the merchant shipping of the world, war craft that can be built in a reasonable time, and the small cargo vessels that are to be built by the United States Government. If the necessary fabricating and shipyard capacity can be found, one can see the possibility of 300,000 to 500,000 gross vessel tonnage a month to be built. That is not the limit, however, as there are plate mills under construction involving fully 75,000 tons capacity a month, and there are possibilities of hastening the work of erection.

The ordinary plate consumers need not

be left in the lurch entirely, for with large supplies of light plates, and narrow plates of all weights rolled on universal mills, it will be a question in many cases of modifying plans. The construction of freight cars can go on, as wooden cars with steel underframes use narrow plates. Tanks and pipe lines can be made smaller and more of them.

Less Active Steel Buying

There has been a further decrease in the buying of steel. There is no less pressure for early deliveries, on the part of those who have already bought or those who have further requirements for the nearby future, but there is much less disposition to take hold for the more distant future. The large steel mills are reputed to be sold, in their various departments, for from eight to twelve months or longer. As the proportion of buyers who are not receiving fairly good deliveries is small, the buyers must be covered for almost as far ahead, and it is quite obvious that the buyers of steel who are distributors or manufacturers of finished wares, cannot foresee what the demand will be upon them at the end of eight months or more. The rank and file of the people do not realize what this war is, nearly as well as they will a few months hence.

As to the railroads, who know what they will need, their purchases have lately been light in freight cars and heavy in locomotives, for more locomotives will move the cars faster and improve service to shippers. Thus far this month less than 2,000 freight cars have been ordered in the United States, but there have been 656 locomotives, besides 111 booked for export.

Steel Prices Stationary

After moderate advances in January and February, very sharp advances in March, and fairly heavy advances in April, finished steel prices have been almost stationary since the first of this month, and that condition has now become decidedly marked. According to the precedents well established before the war, and even since the war started: the steel market may be expected to be stationary for a time, perhaps a few months, until some fresh influence develops. Unless something occurs of commanding importance to stiffen the market, the stationary period would gradually merge into a decline. Just a trifle over a year ago conditions became somewhat similar to those now apparent, and by June or July the market came close to an appearance of softening, when in August there was a renewal of the advances. Now there is to be faced the prospect that the consumptive activities of the country in some directions

will be reduced by the war, in addition to which there is the physical fact that when, for instance, a manufactured article is produced of plates and bars and the Government takes the plates, the manufacturer in turn must forego consuming the bars.

Billets have been in relatively light demand, with extremely light offerings. The sheet mills have practically all been short of sheet bars and many have operated at materially less than capacity. It developed a few weeks ago that some of them, including the leading interest, would be glad to make conversion contracts, the sheet consumer furnishing the bars. As a result, there has been heavy buying in the past few weeks, starting at \$75 and winding up at \$100, which has been paid in the past week for a fair sized tonnage. In a general way the buyers appear to have gotten their black sheets, by such means, at a net cost of six to seven cents a pound.

Pig Iron Strong

Pig iron continues to advance, but not as rapidly as a month or two ago. The market at Mahoning and Shenango valley furnaces, as indicated by latest sales, is about as follows: No. 2 foundry, \$45 for prompt, \$43 for second half, \$42 for first half; Bessemer, \$45 to \$46; basic, \$42 for this year, \$40 for first half 1918; malleable, \$45 for prompt, \$44 for second half.

The general theory of the market is that the steel making capacity has been and is increasing, while pig iron production does not materially increase, hence the security of pig iron may grow until some steel works will pay for pig iron very nearly the price they can secure for steel, minus the cost of conversion.



THRIVING TRADE IN AUTO ACCESSORIES

(Continued from page 50)

fair to become, as it has become in the United States, one of the greatest factors in the industrial development of the country, and the popularity and demand for accessories will, of necessity, be equally insistent to the demand for the automobiles themselves.

Automobile manufacturing in Canada has been described as "the leading peace time industry," and with such an excess of the capital of the country involved, the carrying of accessories necessary to keep this army of motorists supplied is proving a very lucrative departure, and as such has a special appeal for the hardware trade. It is the opinion of the management of the Cowan store and their own experience has proven to them, that the hardware store is the logical place for the carrying of automobile accessories.

Dangerous Bill Temporarily Shelved

Mr. Knowles, of Moose Jaw, Outlines in House of Commons Reasons For Proposing His Bill Making Illegal the Re-sale Price—Many Phases of a Dangerous Bill Outlined—The Full Discussion From Hansard on the Second Reading of the Measure.

LAST week this paper made mention of the fact that the Knowles Bill had come up for its second reading. For some time past this paper has been calling attention to this Bill and urging the dangerous possibilities of such a measure. That the merchants generally may be versed in every phase of the discussion, we are publishing herewith the full text of the debate on the measure as it transpired in the House of Commons, at the second reading of the Bill. Editorial comment on this discussion will be found on another page.

Mr. W. E. Knowles (Moosejaw) moved the second reading of Bill No. 21, to amend the Criminal Code. He said: When I asked the House to permit the first reading of this Bill, I gave a brief explanation of its purpose—to prohibit in future the setting of a price by the vendor of an article arbitrarily fixed and binding upon the purchaser. For example, manufacturers of certain goods, very largely manufacturers of patent goods, will sell to the jobber at a certain price, calling upon the jobber at the same time to sign a contract that he will not sell for less than a dictated price. As a consequence, competition is removed with regard to that article. My point is that the consumer has a right to the ordinary benefit that comes from competition between different merchants, and in so far as you have a dictated price for an article you take away from the consumer that benefit and the industrious, vigilant merchant selling the goods becomes little more than the medium of passing the article along at a fixed price, just the same as you would sell a postage stamp. I wish to establish the fact that there is, to a very substantial extent, in Canada a system of this kind, that a very great many manufacturing houses have adopted the system of the dictated price at which the jobber and the middleman are permitted to sell to the retail dealer and the retail dealer to the public. I am going, for the purpose of putting them on Hansard, to quote extracts from a few of the price agreements, or selling agreements of the principal houses, the names of which are well known to hon. members, and it will be noted that the terms of the agreements are, in nearly all instances, practically identical. The first one, and I take it merely because it is on the top, is that of the Borden Milk Company, of Montreal. I believe this is an American concern. The first provision of this agreement is that the purchaser shall not sell at any price less than the price charged by the manufacturer, although the price may be changed by the manufacturer. The second is that he will not sell to any person whose name may be on a prohibited list. The prohibited list is supplied by the manufacturer from time to time. The third provision is that the manufacturer may call upon the purchaser to give a sworn statement at any time that he is obeying all these injunctions and on his not doing so there are certain penalties and liabilities for damages.

Mr. Oliver: Does that company operate in Canada?

Mr. Knowles: Yes, the Borden Milk Company, Limited, of Montreal. I believe it is really an American concern. It operates in Canada. I think it controls practically all the condensed milk interests except one

in Canada. It is certainly a tremendously large concern. Here is the way the agreement reads. I shall not read all of it, but it provides that the purchaser must not sell—at less than the prices set forth in the price list attached hereto, or at prices in force from time to time, or on better terms than 30 days net, no discount for prepayment.

The next clause deals with the trade discount:—

It is further understood that trade discount from Borden Milk Co., Limited, is wholly contingent upon the margin of profit from other manufacturers of similar products not being less, and the terms of protection as to the keeping of prices being no less favorable. This includes private or special label goods as well as other competitive lines.

It is also agreed that upon request of Borden Milk Co., Limited, declarations covering the details of any sale of Milk Products will be furnished, same to be sworn to by one of our Principals and salesmen specified. Failure to comply with this condition will be considered a breach of contract.

The man signs this.

I have a statement here which will interest a great many hon. gentlemen present, and it is a very important one, too. It deals with tobacco. A letter was sent to me by Mr. E. A. Morris, a wholesale tobacco dealer in Vancouver and a reputable man, who writes me as follows:—

March 21, 1917.

W. E. Knowles, Esq., M.P.,
House of Commons,
Ottawa, Ont.

Dear Sir:—

I have noticed an article in our local paper re trade agreements for which you are endeavouring to amend the Criminal Code, the following information might be of assistance to you.

In October, 1915, I was obliged to enter into an agreement (copy of which is herein enclosed) with the Imperial Tobacco Co. of Canada whose head office is in Montreal, not to sell their goods or any other manufactures of like goods below the various list prices. Later I was advised by their agent in this city that it was the intention of the said Company to place my travelling salesmen, who sell from auto wagons, upon their oaths that they were keeping to this agreement. Now I feel that this is a direct interference with one's liberty who I contend should be permitted to carry on his business in quiet enjoyment. The object of this agreement was to stop competition among the Tobacco Jobbers and wholesalers, also to stop the giving of discount and general competition of other manufacturers. A manufacturer might have the right to dictate the price of his own manufacturers, but why should he dictate the price of other manufacturers?

In the case of the Eddy & Co.'s agreement they say you must not handle like goods of other manufacturers. That very agreement stopped the going on of a competition match manufacturing business here. Who would buy stock in a concern which was barred from doing business with the wholesalers and jobbers? Consequently the enterprise fell through. Why should I or anybody else be dictated to, as to what I should charge for another man's goods? It seems to me that any one licensed to do business or manufacture in Canada should be compelled to sell to any one of the trade who is ready and willing to pay the list price.

Trusting this information will be of benefit to you,

I remain,

Yours truly,

E. A. MORRIS

He encloses a copy of the Imperial Tobacco Company's contract, a part of which is as follows:—

We understand this agreement is for the sole purpose of eliminating price cutting and giving special discounts, and the object of same is the handling of the lines referred to on a fair and equal competitive basis.

It is also understood that in the event of a jobber violating this agreement, and thereby losing

his regular jobber's discount, no jobber will be permitted to supply him with tobaccos and cigarettes at less than retail price.

I have a letter which concerns me as a western man particularly and which I shall read. It is from the Merchants' Consolidated, Limited, of Winnipeg, a syndicate of some 500 retail merchants throughout Western Canada, stating that as the Merchants' Consolidated, Limited, they are not allowed to buy a great many goods because they will not sign these price-maintenance agreements, which are dictated to them by the manufacturers. The letter, which is addressed to myself, is as follows:—

Dear Sir:

We have before us copy of a Bill introduced by you before the House of Commons at Ottawa, and marked "Bill No. 21," an Act to amend the Criminal Code No. 498 and also the comments on this Bill in a Bulletin issued by the Retail Merchants Association of Canada.

Our company, Merchants' Consolidated Limited, is a Joint Stock Company, incorporated under the laws of the Province of Manitoba, registered in the Province of Saskatchewan and also the Province of Alberta. This Company is composed of some 500 retail merchants and we have reason to believe that they do not concur in the statements made in the Bulletin issued by the Retail Merchants' Association of the Dominion of Canada.

They state that they do not like this bill. Merchants Consolidated, Limited, is desirous of having just such legislation enacted as your Bill provides for, for the very reason that there are a number of Associations, such as the Grocer's Guild, and the Hardware Jobbers' Association, etc., in the Dominion of Canada, who seek to have a re-sale price or price maintenance contract kept by the manufacturers, and the reason for this seems to be that they do not wish the manufacturers to sell to any Organization or Association who may not maintain that re-sale price, and in nearly every case that re-sale price carries with it an excessive middleman's profit.

Merchants Consolidated, Limited, has only been organized some eighteen months and already this Company has saved to its shareholders in discounts many times over their investment in the Capital Stock of the Company. The object for the formation of this Company was to enable the retail merchants of Western Canada to buy in a consolidated way to meet Mail Order competition by going direct to the manufacturers and buying goods in large quantities and for cash.

The next paragraph is unimportant, and I shall not read it. Then it goes on:—

We contend that there should be no price maintenance contract existing between the manufacturers and the jobbers. We believe if the manufacturer was left to his own discretion that he would sell to any organization properly constituted and allow such Organization to re-sell at any price bearing a fair margin of profit for so doing business. We think that the price maintenance contract as between the jobber and manufacturer is fully in protection of the jobber. We could be glad to go further into the matter upon request.

There was a house in Moosejaw called the Assiniboia Music Company which had signed one of these agreements with the Berliner Company, a long thing of six and a third closely written pages of typewriting, tying a man up as tightly as he could be tied in this world. It happened that the Assiniboia Music Company had on hand at a certain date a large stock of Victor records, all with labeled prices below which the records must not be sold. The labeled notice further stated that buying the record was an acceptance of the terms of sale. The Berliner Company arbitrarily took away the agency from the Assiniboia Music Company because that firm handled the Edison records as well, and left them with many hundred Victor records which they must not sell below the labeled price. They held on to the old records for quite a while.

They could not sell them as people knew they no longer had the agency and would not come into their store to hear them, and by the terms of their agreement they could not sell them below the labeled price. At last they unloaded them on a jobber who took chances, and that jobber sold them to another and they to another, who then started retailing them out at a somewhat reduced rate, which was the only way in which he could sell them as they were very old records, some of them twelve and fifteen years old, quite old stock. And what did they do? The Berliner Company came to this company, the fourth holder from them, and sued them for, I think, \$25,000 damages, a very large sum, and got an injunction forbidding them to deal in Berliner gramophone records except at the duly authorized prices. Let us suppose they were right in this, what an outrage it is that the law should permit a contract to be made that would enable the vendor to say to a man: Because you have signed a contract and we have your name, even if the records are 25 years old, you may not sell for less than the labeled price or we will get an injunction against you. That is a fair illustration of the way in which these people, who talk about using customers right, treat people when they get them under their thumb. They got an injunction and carried the case right to the eve of the court, with their bullying methods, because they have any amount of money to fight such cases. I have here a report of the withdrawal of the case 24 hours before the trial, taken from the daily paper in Moosejaw, which I shall read because it shows the spirit in which these people dictate and bully when they have a man under their thumb on one of these price agreements. The report is as follows:

There came before Judge Lamont in Supreme Court yesterday the action of Berliner Gramophone Company, Limited, against Canadian Specialties, Limited.

The plaintiff about two years ago had sold a large quantity of records to the Assiniboia Music Store and had secured from the Assiniboia Music Store a hard-and-fast contract that the records should not be sold less than the price dictated by the Berliner Company.

In the course of time the Berliner Company cancelled the agency of the Assiniboia Music Store and afterwards the records which were then in stock, came eventually into the possession of the Canadian Specialties, Limited, who were selling them regardless of the dictated price.

The case is of special interest inasmuch as there is at present before the House of Commons what is known as "The Knowles Bill," forbidding price fixing contracts, and in this case the Berliner Company sued on the contract and obtained an injunction some four months ago, prohibiting the Canadian Specialties from disposing of the records at less than the dictated price.

When it came to the eve of the trial the Berliner Company abandoned its position, and yesterday moved before Judge Lamont for leave to have the action dismissed with the Berliner Company paying all costs. Mr. Knowles, K.C., on behalf of the defendant opposed this, maintaining that it should be subject to a condition that the damages incurred by the defendant should be paid by the plaintiff. Judge Lamont sustained this point, and entered a direction that the damages should be assessed by himself at a later date, to be appointed.

During the course of the argument an evidence point of interest came out, and there was read the examination of the Vice-President of the plaintiff company, in which he was forced to admit that the patent on which he sued was absolutely valueless inasmuch as it had expired two years before the issue of the writ. It was further valueless because the plaintiff had used the wrong patent number, and the number in question, which they had inserted on their records, was a patent of a device for cutting thistles, apparently some agricultural implement, and Judge Lamont jocularly asked the plaintiff's counsel if he would contend that his records had a practical use for the purpose of eradicating this well-known weed. It was further shown that the patent, which the plaintiff said should be inserted on the record, was not only one which had expired but was one which was made of entirely different material (hard rubber) than that used in the records in question, and according to the evidence even this patent was not the property of the plaintiff. The evidence of Mr. Berliner also admitted that the contract, which the Assiniboia Music Store had signed, might, by the arbitrary conduct of the plaintiff

Company, leave the purchaser of records high and dry with a large stock of records which he would be unable to sell unless by special permission of the Berliner Company.

Mr. Knowles made the remark that the plaintiff's case was even tedious in the fact that one constantly searched and found nothing but foundationless points in the plaintiff's case, and Judge Lamont from the bench made the inquiry as to whether the Berliner Company's whole case was not a case of bluff, to which Mr. Knowles replied that his clients were positively of that opinion.

The Canadian Specialties' case had been carefully prepared by a special patent expert, whom they had engaged in the matter, and it was manifest that the whole case of the plaintiff must necessarily fall to the ground, and this, no doubt, explains the application of the Plaintiff Company for leave to have the whole action abandoned.

I refer to that case because it was largely through it that I became impressed with the fact that an injustice is done to men who sign these agreements, and the public suffer in consequence.

I have here next the agreement of the Henry K. Wampole Company, Limited, manufacturers of all kinds of medicines and chemicals, out in South Lanark, a riding we all know so well. I shall not read it as it is a long agreement in small type; but it ties the purchaser up completely.

Mr. Crothers: What do they deal in?

Mr. Knowles: They are well known wholesale druggists. I think a man should be protected if he has stomach ache, and that he has a right to get a remedy to relieve it at the lowest possible rate.

Then I have the agreement of the Nyal remedies.

Every Nyal remedy on this invoice has the selling price plainly printed thereon. In accepting the goods (whether charged or free) covered by this invoice, the purchaser for himself and his employees hereby agrees with Frederick Stearns & Company of Canada, Limited, Windsor, Ontario, not to sell any of said goods or permit the same to be sold at a less price than that printed upon the package.

I have another, in very much the same terms, of the National Drug and Chemical Company, commonly called the Na-Dru-Co. That is in the form of a regular contract in which they call upon a purchaser not to sell their products at less than the stipulated prices and terms set forth in the price lists of the Company. The company reserve the right to change the prices, and the purchaser must agree not to sell the products of the company to any person who has violated their agreement, and to give a sworn declaration at any time that he has adhered to the agreement. It is like the treatment of a ticket-of-leave man. I have here our old friend the E. B. Eddy Company, Limited. That beats them all. That company has a wonderful system. It does not let the man who buys matches get his profit at all until he gets all through selling the matches and then it makes him give a sworn declaration that he has kept the faith, held the fort and been a good soldier of the cross with it, and then it gives him his 17½ per cent. profit.

Mr. Doherty: Surely he is a soldier of Lucifer if he sells matches.

Mr. Knowles: In the grocery and provision trade 8 per cent. or 9 per cent. is a legitimate profit, and he is allowed just about half of that as his regular selling profit. The agreement reads:

Nor are you or your agents or employees to buy, sell, barter, trade or deal in any matches other than those of our brands bought from us or from our agents or travellers, except in so far as, and to the extent that, we are unable from any unforeseen cause, to fill your orders from time to time, of which you will be promptly advised.

It is like letting a man out on parole and requiring him to report every six months. If he reports faithfully, he is allowed to retain his freedom. The agreement continues:

We will, on the 15th of January and July in each year, or as soon as possible thereafter, credit you in account with a further special Loyalty Quantity Discount equal to twelve and a half per cent. on the net amount (after deducting all other discounts, freights and allowances), of all invoices of our matches.

First they give him a discount of 5 per cent.; then they give him a special loyalty quantity discount of 12½ per cent. for keeping faith. A copy of the affidavit required by Mr. Eddy is attached. They agree to give Macdonald, Crawford, Limited, 5 per cent. before they give them the 12½ per cent.—and they make them sign a contract before they sell them the matches.

I have contracts here along the same line, issued by the Aylmer Condensed Milk Company, Limited, and the Welch Grape Juice Company. Then there is one from the Channell Chemical Company, Limited. The letter reads:

1. We will not sell or offer for sale any of the said products to the retail trade or any person, firm or corporation (hereinafter referred to as the "customer") at a price other than thirty-three and one-third per cent. off that appearing on the package in which the product is sold.

2. We will not give to any customer any cash or other discount or advantage reducing said price.

3. We will not sell or offer for sale any of the said products to any customer after receipt of written notice from you that you have suspended the supplies of such customer on account of underselling said products or otherwise.

4. We will not export any of said products supplied hereunder to any country outside of Canada without your written consent first had and obtained.

5. We agree to pay you the sum of one dollar for each and every article sold or offered for sale in breach of this agreement as and by way of liquidated damages (this being a careful pre-estimate thereof) and not as a penalty but without prejudice to any other rights or remedies you may have hereunder.

I have here a letter signed by the Channell Chemical Company, who deal in the O-Cedar products. Any person who keeps house knows what O-Cedar products are.

Mr. McKenzie: Where are they manufactured?

Mr. Knowles: In Toronto. This letter, which is dated April 13, 1917, is addressed to Macdonald, Crawford, Limited, a Moosejaw wholesale house, and gives a list of dealers who are not to be supplied with O-Cedar products because they would not behave themselves. The list includes the following names: E. G. West, Ferrah Drug Company, H. & S. Smythe, Mr. Rosenberg, of Toronto; Binning's Fair of Moosejaw; J. H. Morris & Company, Edmonton, and two in Montreal.

Mr. Oliver: They are on the black list.

Mr. Knowles: Yes. The first paragraph of the letter reads:

We beg to advise that the following is a complete list of those dealers who are not to be supplied with O-Cedar products owing to their persistence in cutting the price.

I have a letter dated April 18, from Mr. Binning, of Binning's Fair, Limited, in which he mentions having been struck off the book of life by the Channell Chemical Company. This is the letter:

We have just been advised by Messrs. McDonald, Crawford, Limited, that the Channell Chemical Co., Limited, have instructed them not to sell us any more O-Cedar goods. We presume this is on account of our refusing to sign their contract.

We beg to enclose herein two letters from them which still remain unanswered also the agreement in duplicate which they sent us to sign. We have not broken their price for one year, but do not care to sign a drastic agreement.

They were removed from the list, therefore, not because they cut prices, but because they refused to sign the Channell Chemical Company's contract.

I have here a copy of the contract covering the sale of the Proctor and Gamble Distributing Company's products. This company manufactures in Cincinnati, but does business also in Canada. The contract provides that in case a charge for violation of contract shall be made, the persons signing the contract shall give the name of the person who made the sale in question, and furnish other necessary particulars. Refusal on the part of the signors to do this shall be conclusive evidence that the charge is true, and will render them liable to the payment of \$50 to the Proctor and Gamble Distributing Company as liquidated damages, without prejudice to any other remedies which it may have. This

company manufactures soaps, washing powders and crisco.

Here is another contract sent out by Lever Brothers, Limited, the Sunlight Soap people. It provides for the usual affidavit which must be sworn to by any member of the firm designated by the Lever Brothers, Limited, covering the details of any sale of Lever Brothers' soaps.

Another contract in similar terms is that between the Canadian Postum Cereal Company, Limited, of Windsor, Ontario, and the Macdonald, Crawford Company, Moosejaw, in which the same penalty is provided as liquidated damages if conclusive evidence is not furnished upon request of the name of the person or persons who made sales in contravention of the agreement.

In a letter to Macdonald, Crawford, Limited, the Canadian Shredded Wheat Company, Limited, quotes the following paragraph from an agreement previously made:

And we further agree not to sell shredded whole wheat biscuit, triscuit, or other preparations of the said company at any price to any person or corporation who has not signed and conformed to an agreement in the form B-2 below written.

I have here a letter concerning the Gillette Razor Company, but I shall not trouble the House by reading it. I may say in passing, however, that the House may be interested in the case of the Gillette Razor Company vs. Rea, which will be found in No. 1 Ontario Weekly Notes. The Rea people of the city of Ottawa had bought the goods from another party, who had really bought from the Gillette Company, and the Gillette Company tried to get an injunction against the Rea people, although they were not really the signors of the contract. In the volume above named Mr. Chancellor Boyd gives the reason why he refused that injunction.

This is the letter written by Macdonald-Chapman, Limited, wholesale grocers, with which Mr. Alexander Macdonald, a member of Macdonald, Crawford, Limited, is connected. It is dated Winnipeg, January 16, 1917, and is as follows:

P. A. Macdonald, Esq., Commissioner for the Government investigating the H. C. of L., Parliament Buildings, City.

Dear Sir:—

There are to-day in Canada certain firms who take what we think to be not only a very high handed but illegal stand in the policy of distributing their goods. For instance, there is the E. B. Eddy Company, manufacturers of matches. These people compel every wholesale grocer to sell their matches at a fixed price, giving the wholesaler a profit of from 17 to 20 per cent. or twice as much as any well conducted wholesale grocery business needs. If any wholesale grocer will not keep to this price Eddy refuses to sell them. Also refuses to sell any jobber who will handle matches made by any other firm either Canadian or American except those made by themselves. Our firm, for instance, here in Winnipeg, is unable to purchase any matches from the E. B. Eddy Company simply because we sell other matches which are just as good and at considerable less money, although we would be willing to adhere to the Eddy Company's price, which, as we stated before, is, we think, exorbitant.

Then there is the Canada Starch Company, also the St. Lawrence Starch and Sugar Company; these two firms control the manufacture of corn syrup and starches for Canada.

I fancy corn syrup is an article that is largely dealt in.

They also dictate a selling price at which the jobber is to sell and refuse to sell any jobber who will not agree by signing a selling price agreement to make the same margin of profit on any other manufacture of a similar line of goods they handle. These firms will not supply us with any of their goods whatever. We are willing to adhere to their selling prices, but their reason for refusing to supply us is that we handle Karo and crystal white corn syrup made by the Corn Products Company of New York. These goods we buy from the Corn Products Co., and are shipped from Argo, Illinois. We pay 62½ cents per hundred pounds duty on the syrup, 25 per cent. duty on value of the tins, 7½ cents war tax on the value of the goods as sold for home consumption, practically the same rate of freight, and we sell them delivered Winnipeg for fifteen to twenty per cent. less than the wholesale grocers of Winnipeg are

forced by the Canadian combine to sell their goods at.

So it looks as if we could cut out this dictating of prices in Canada. The letter continues:

The Shredded Wheat Company are an American firm with a Canadian factory, who will not supply us with their goods because we sold some shredded wheat to a retailer in Winnipeg who sold at a reduced price to the consumer, and the Shredded Wheat Company refuse to sell us because we supplied the retailer with these goods. Since that we have bought the goods elsewhere and have cut their price down with the result that they refuse to sell any connections of ours from Fort William to the coast, although they are separate and distinct companies from ours.

The Cream of Wheat Company, of Minneapolis, is another concern that takes the same stand, except that they do not try to dictate a price at which the retailer shall sell. The Borden Milk Company of Canada to-day also have in force with the wholesale trade an agreement whereby no wholesaler can sell their goods except at the price dictated by them, nor can any wholesaler sell any other manufacturer's goods except at a price dictated by the Borden Milk Company, which we think exceedingly unfair and unjust.

The next paragraph is not of importance and I will not read it. The letter closes with this statement:

We have in our office here copies of all agreements referred to, and many letters showing, as in the case of the Shredded Wheat Company, where they have even gone so far as to write the Macdonald-Crawford, Limited, of Moosejaw, stating that if they supplied us with any shredded wheat, they would cut them off the jobbers' lists.

I have read the main part of the letter, and I am very much indebted to the firm of Macdonald-Crawford and to many other friends for information which has been furnished to me in these papers. After looking into the matter, I am able to make this statement that I have never met any person who can give an honest reason why this price dictation should be continued. Certain mercantile associations have passed resolutions, but they have given no reasons at all. I have in my hand an article showing the way in which a large association which met in the Chateau Laurier here in February last dealt with the matter. They had representatives from many of the wholesale organizations and retail merchant associations throughout Canada. They have only a word to say about the Bill. You drive a man who has a special privilege to the ground, and you will find he has no argument, but this is the report as distributed by the directors of the association:

Following this announcement a Bill was introduced by Mr. William E. Knowles, M.P., from Moosejaw, who is a solicitor, and consequently he has had no practical experience in commercial matters, and this measure is still before the House of Commons, awaiting the continuation of the session.

That is all they have to say about it. Their only reason is that I am a solicitor and therefore have no business in commercial matters. Therefore they dispose of the matter in, I am sure to them, a very convincing way. Further on they say:

The following is a copy of the Bill which was introduced by Mr. William E. Knowles, M.P., of Moosejaw, and which it is the intention of the trade to strongly oppose, and which they say places unfair restrictions on them and savours too much of the sort of legislation that the Kaiser has been imposing on Germany, and trying to impose on other nations.

God save the Empire. When you find a man with a special privilege and hunt him to the ground, he will generally shout loyalty, or something of the kind. Their two arguments are, first, that the Kaiser is doing it, and secondly, that the man who has brought in this Bill happens to be a very humble solicitor. The Printer and Publisher of March has an article on pages 15 to 17 opposing the measure, and the Printer and Publisher for April has an article on page 33. I have read these articles carefully and they give no arguments at all. Here is the whole of the Printer and Publisher's argument against the Bill:

Just here, is where Mr. Knowles and others fall into error; they declare that when a maker or seller has parted with his goods at an agreed

upon price, his control over re-sale disappears; that he loses title in the goods when he sells them and is paid for them; and that re-sale prices are for the purchaser to determine and not for the maker to fix and enforce.

They say that is where I fall into error; I think that is where I rise into lucid vision. I may be very dull—and no doubt I am—but I am rather proud of the fact that I do believe that when a maker or seller has parted with his goods at a certain price, his control over the re-sale does disappear; I believe he loses his title in goods when he sells them and is paid for them, and I believe retail prices are for the purchaser to determine and not for the maker to fix and enforce. Their argument is no argument at all. Manifestly, if I pay for a Gillette razor, a price which pays the manufacturer for his invention, his patent, his control over the razor, his monopoly, because he takes all those things into consideration when he fixes his price, I have paid him for the charge he puts on all those things, and if they are things of value on the market, I have a right to cut that market price or not, just as if I owned a horse, I could sell it cheap. If I have bought and paid for a thing, it is the most Prussian thing in the world for any one to say 'what I shall do with it; I can give it away as a Christmas present if I like, because this is a free country.

The Minister of Labour the other day made up a list of some members of the House, some of whom, including my humble self, to whom he would not pay any attention, others, including the hon. junior member for Halifax (Mr. A. K. Maclean) to whom he would pay attention. I have here a copy of Industrial Canada which I would put in a class to which I would pay attention, and some day I will put the Minister of Labour in a class. Industrial Canada of March, 1917, has three full pages, 1284, 1285 and 1286, dealing with the measure, but I challenge any person to show that they seriously combat the Bill. They give their reasons in methodical order. They take the case of an Ingersoll watch and they say: If you allow it to be sold as cheap as a man can sell it, there will be no Ingersoll watch in the world, because the price will be cut down so that no one will buy it. Because a thing that is sold in the open market, the fact that a man is selling it as cheap as he can, does not remove it from the market. Men will buy Ingersoll watches if they are worth the money, and if they wish to buy those watches, they should have and always will have those watches if they are good buying and will compete with other watches. This article deals with the manufacturer's right to fix retail prices, and it is classified into three parts, the viewpoint of the manufacturer, the viewpoint of the middleman or the retailer, and the viewpoint of the consumer. Here is all they say in their article of three full pages, comprising six columns:

Consumers have declared themselves on this question of price maintenance, and have endorsed the position of manufacturers of standardized, identified goods in their desire and effort to have resale prices fixed and enforced. Let the following two illustrations of the consumer's attitude suffice for this time.

Then it goes on to say that Mrs. Christine Frederick, of the Ladies' Home Journal, gets some answers and the National Housewives' League some others, which convince them that the consumers did want it, and they rest their case entirely on the desire of the consumers that the dictation of the prices should continue. We can assume that this is their strongest argument, and it would be well for any hon. gentlemen who take an interest in this Bill to read what is to be found on page 1284 of Industrial Canada for March, 1917. My whole point is this, in the labor market, in the market the farmer has to cater to, in the market the professional man has to cater to, and every other market, there is no reason why men should not be allowed to sell goods as freely and as cheaply as they wish. If a man can sell his goods cheap, let him do so. If we car-

ried out this principle of dictating prices, not only as far as in the agreements I have read, but universally, the consumer would get no benefit whatever, from the ability and cleverness of the merchant, and the merchant would have no motive to prompt him to reduce his overhead and develop a large trade. What we want in this country is to encourage in the widest possible way the merchant who makes up his mind to his business, to be more vigilant, to live more economically himself, and to attract the largest possible trade to his store. We want to encourage the man who will say, "My prices will be so attractive that people will come to my store. I will attract such a large volume of business and look after it so carefully that I shall be able to sell cheaper than my competitors." But if you eliminate that and allow the price at which the merchant can sell to be dictated, the consumer gets no benefit, and I say the consumer has a right to freedom of trade. If the Macdonald Crawford Company, to use as an illustration, or any other great wholesale house in Montreal or Toronto, desire to sell a little cheaper than other wholesale houses, why should not the consumer be allowed the benefit of that? Surely some merchants can sell cheaper than others. The clever merchant who attends to his business and is frugal can sell cheaper than the extravagant man who is not attending so closely to his business. If the price of all commodities is to be dictated like the price of a postage stamp, the consumer will get no benefit at all, and I repeat, the consumer has the right to the benefit of competition in every article of trade. I have had resolutions from a great many labor organizations approving of this Bill. I believe the dictating of prices has been carried on to such an extent in this Dominion that it has become a source of peril. These price-dictators think they have a right divine, and that anybody who touches them is laying his hands on the Ark or something of that kind. I hope the House will be an iconoclast in that respect, and will see as I do, that the dictating of prices is becoming a vicious system in this country. I therefore move the second reading.

Mr. Blain: Does the information that my hon. friend has go to show that the fixing of prices is carried on in Canada to any great extent?

Mr. Knowles: Yes, it is very general.

Mr. Blain: I differ from my hon. friend. I think it is carried on only to a limited extent, particularly in the Province of Ontario.

Mr. Knowles: It is carried on very extensively, not always by way of signed contract, but by way of understanding. Take, for instance, the Jaeger Wool Company or any other large clothing house. I am told by merchants, and I have talked with many, that they get a list of the prices at which the articles are to be sold, and if they deviate in any way from those prices, they will lose the agency, and the same thing applies to a great many kind of boots and hats and other articles of clothing. The way the price of sugar is dictated is an outrage. In Moose Jaw we can buy sugar made in Vancouver cheaper than the people of Vancouver themselves. In Calgary the price is dearer than in Moose Jaw, but cheaper than in Vancouver. The further you get away from Redpath sugar the cheaper you can buy it. Some of these people seem to think they own the earth, and I feel it is my duty to do what I can to smash the system.

Hon. C. J. Dougherty (Minister of Justice): I have followed the argument of the hon. gentleman with a great deal of interest, and if I have correctly grasped it he seeks to have this legislation enacted because he looks upon any agreement for the fixing of a resale price as unreasonably restraining or interfering with competition. As I understand the law as it stands at the present time, any contract that unreasonably restrains trade is already an unlawful contract, and is already covered by a provision of the Criminal Code, so that if

the different agreements which the hon. member has read do, as he contends they do, unreasonably restrain competition in the sale of the goods concerned, why then the parties entering into them are under the law as it stands at present, guilty of an offence. If I understand the effect of his amendment it will be to withdraw from the consideration of the court, to whom the matter might be referred, the question whether any particular agreement in which a resale price is fixed does or does not unduly or unreasonably operate in restraint of trade or to reduce competition—in other words, to prejudice the consumer and to determine absolutely by the law itself that the mere fact of a stipulation under any circumstances whatsoever fixing a resale price being contained in a contract makes the entering into that agreement an offence.

Mr. Knowles: What is the section my hon. friend refers to?

Mr. Dougherty: Section 498, which says that every one is guilty of an indictable offence who does a variety of things, and the last one mentioned is the one, I think, under which my hon. friend's Bill would come, if it be true that any agreement under any imaginable circumstances for the fixing of a resale price operates to produce the consequences which he asserts he does. The section says that every one is guilty of an indictable offence who combines, agrees or arranges with any other person.

(d) to unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any such article or commodity.

Now, if I followed the hon. gentleman's argument rightly, he contends that any stipulation fixing the resale price of an article should be prohibited because it does unduly lessen competition in the sale of an article. If he is right in that contention, then the law already deals with the case that he has in mind. If I point that out, it is not because I desire to proceed to say that he is right in this contention; or, on the other hand, that he is wrong in that contention; I do not want this evening to discuss that question. But I would like to put quite clearly what the proposed legislation is. It asks this House to determine that in all cases, without regard to circumstances or conditions, the mere stipulation by a vendor when he sells his goods that the purchaser shall not re-sell them at less than a fixed price is something that unduly and unreasonably lessens competition and prejudices the consumer, and therefore should be prohibited, and the person who enters into such an agreement should be treated as a criminal. The question, therefore, that this House has to pass upon in considering this legislation, is whether it is justified in indicating that the stipulation of a fixed price is in all cases one which prejudices the consumer by unduly lessening competition or by unduly enhancing the price. If we pass this legislation, Parliament will hold that to be the case, without regard to circumstances and conditions. The difference between the law as it stands to-day and as it would be should this Bill become an Act, would be that, whereas to-day a man may be convicted of a criminal offence if he stipulates a retail price and this produces the result indicated by the hon. gentleman, after this law is passed he would be liable to punishment, even though in that particular instance he could show that the stipulation of a retail price did not produce any injurious consequence. To justify the proposed legislation, therefore, Parliament ought to be convinced that in all cases, without distinction of circumstances, the mere stipulation of a fixed retail price operates wrong to the general public.

Now, I am not prepared to say that it does. The hon. gentleman seems to think that it does. I am not going to say this evening that he is not correct in saying that, but I have endeavored to make it clear just what it is that Parliament is asked to do, for the purpose of impressing upon all who have to deal with it the importance

of this proposition. This question, which the hon. gentleman dealt with in introducing the Bill, even before he introduced his Bill, had been engaging the attention of the Government in connection with the consideration of the general questions bearing upon the high cost of living. I think the Minister of Labor has given the matter very special attention, and I have given it some little consideration and some little study myself. Of course, like the hon. gentleman (Mr. Knowles), I labor under the disadvantage of being a solicitor, and therefore in a class that, according to some people, cannot be expected to know anything about business. But I have endeavored to look into this question, both into the question of how the law stands at the present moment upon the subject, and the question whether or not the mere stipulation of a retail price necessarily and in all cases unreasonably enhances the price to the consumer, or unreasonably lessens competition in the sale of the article. I am free to admit that I have not been able to reach as clear and definite a conclusion on this subject as the hon. member seems to have reached. I do not wish to convey the idea that his proposal does not meet with a sympathetic reception on my part, so far as its purpose is to prevent unreasonable or undue enhancement of prices, or to prevent the doing of anything which will hinder or lessen competition in the sale of goods. If I could satisfy myself that in all cases and without distinction a stipulation to fix a resale price produces either of these results, I should be prepared to accept the principles of the mover of this Bill. I have not been able to reach that conclusion, nor have I been able to reach the contrary conclusion, either. The matter is one which, in my judgment, calls for careful consideration. And, as I have said, it has been receiving that consideration. In considering the matter, one question has struck me as worthy of serious thought, and it is this—whether the best way to deal with such evils as may result from contracts of the kind the hon. gentleman has cited is to deal with them as matters of criminal law. What we want to get, after all, is the prevention of such evils as may result from contracts of that kind, and it is not quite clear to me that the best way to secure that prevention is to make the person who enters into a contract of this kind a criminal, and the entering into that contract a crime. Because, immediately your remedy is in the criminal law, that is when you depend upon means operating by the deterrent effect of punishment of particular people, you must depend upon public feeling against the man who enters into a contract of the kind that is prohibited. I think I am safe in saying that the practical experience of the criminal law, as it stands, which makes it an offence to combine or enter into an agreement to unduly enhance prices or prevent or lessen competition, has not been of a kind to encourage people to have recourse to that method of correcting the evil. Juries, naturally, are apt to be slow to find guilty of crime persons who have entered into agreements of this kind, which by many, at all events a certain class of people, are looked upon as perfectly legitimate. It is not clear to me that it would not be better to legislate looking to the prevention of the carrying-out of agreements of this kind. That is a question which I only put forward for consideration. It is one in regard to which I will not go farther than to say that it means that there is a good deal to be said in support of the proposition that it might be better to look to legislation to regulate and control the effects of agreements of this kind for the remedy of the evils which might result from them rather than to criminal legislation. It is perhaps true that it might be well to provide both remedies. I am not for the moment presenting any absolute opinion upon the question, but I think it is a question that

(Continued on page 60)

Day of \$12 Sheets Approaching

Reasons for Great Advances in Prices of Black and Galvanized Sheets — Consumption Fairly Good, Despite High Prices.

Based on information supplied to Hardware and Metal by A. T. Enlow, President and General Manager, Dominion Sheet Metal Co., Hamilton, Canada.

SOME of the best posted observers in Canadian circles are at a loss to understand why sheets to-day are selling at such a great advance over the prices asked, in July, 1916, at which time the war had been raging for two years. At that time black sheets were selling about \$3 base, Pittsburgh, and galvanized \$4.20 per 100 lbs. U.S. 28 gauge. Now it is almost impossible to buy black sheets at \$7.50 or galvanized at \$9.50, Pittsburgh. Many other steel products advanced during the first years of the war and have made further advances since, but for some reason sheets did not share in the early advances.

Re-organized Old Association

At that time most of the sheet manufacturers in the United States had extended contracts for their raw materials and they had been forced to go along on a very small margin of profit and in a rather disorganized way, so that the situation did not immediately appeal to them as it did in other finished lines.

At about the same time, many of the U. S. sheet makers came to the conclusion that they were not getting their full share of the developing prosperity and they re-organized an old and inactive association, not to regulate prices, but to correct some grave evils, mainly regarding contracts. This worked out very efficiently and also served to stiffen the backbone of the sales managers.

Wages and Freights Increased

In the meanwhile, old sheet bar contracts having expired, freight rates increased supplies constantly rising in price and wages following the balloon, it became evident that they would have to forget old times and make new records. No sheets could be imported into either the U. S. or Canada from European Mills, but on the other hand, large export orders were being offered at comparatively high prices. Since then, the advent of the U. S. into active participation in the war has developed an immense Governmental inquiry, and many orders, which are given absolute preference, including heavy sheets for shipbuilding, light sheets for helmets, stoves, etc., and large tonnages of black plates for tinning purposes, to be made up into food containers.

Bars Over \$100 Ton.

The heavy steel market has risen to the point where sheet bars, from which black sheets are rolled, command a price in excess of \$100 per ton as compared with a peace price as low as \$17. Sheet mill workers are paid on a tonnage rate, based on selling price of sheets and are commanding unheard of wages. As long as this condition exists, black sheets will bring in excess of \$7.50 per 100 lbs. at

the mills and galvanized sheets no less than \$9.25.

Comparison of Prices.

It is well to remember that U. S. 28 gauge at \$9.25 Pittsburgh is equal to \$10.60 f.o.b. cars Hamilton or Toronto, and on the same basis 10% oz. Galvanized sheets are worth \$10.95 in Canada, Canadian prices for galvanized sheets have at no time up to the present, been in keeping with the U. S. prices, and the Canadian buyer has been greatly benefitted by the fact that galvanized sheets at least are Made-in-Canada and that a good portion of what might have been turned into the manufacturers' profit, has gone to the buyer and through him to the consumer.

One very commendable feature in this connection is the way that Canadian manufacturers of sheet metal products, such as roofing, metal shingles, pails, cans, etc., have been exceedingly loth to raise their prices in keeping with market conditions, and frequently they have been selling their finished products for less than they knew must shortly pay for the plain sheets, and in every way

giving their customers the benefit of their own foresight. This applies also in many cases to jobbers, who sold to the Trade at lower prices than ruling at Pittsburgh for carload lots.

Consumption Fairly Good

Notwithstanding the greatly increased prices, both for black and galvanized sheets, consumption has been fairly good, showing that there is no substitute of equal efficiency for either in their respective fields, all of which offers great hope to those engaged in the sheet metal business as to what they may expect when the glad era of peace shall once more return.

As to the future, it is very evident in view of the expiration of sheet makers' low priced raw material contracts and jobbers purchase contracts, that present ruling figures must be advanced and that the day of 12c. galvanized sheets for 10% oz. weight, is rapidly approaching; this to continue until steel and labor decline to lower values, which we can safely predict will not occur for several months.

Camp Eeh-Nis Kim to Open June 30

Upwards of 6,000 Hardware Men and Clerks Members of the Order—Splendid Outing Practically Free to the Hardware Fraternity.

THE Great Sachem and the Prophets of the Order of Eeh-Nis-Kim have issued tribal summons to the effect that the annual camp of the Braves and Medicine Men of the Order of Eeh-Nis-Kim will be opened June 30.

Eeh-Nis-Kim is a mysterious order founded on the Indian traditions and tribal customs and its membership is composed of about 6,000 hardware dealers and hardware retail salesmen throughout the country. Each year several hundred of the members visit what is known as the annual Council Camp, located on the banks of the Niagara River, about five miles above Niagara Falls, and there they enjoy to the fullest a week or two of the free and easy, healthful life in the open. The camp is open during the two glorious months of July and August, and all hardware men are most welcome. If they are not already members of the organization, they can come along just the same, for they will be speedily initiated into the mysteries of the Order and the Medicine Lodge. Each visiting Indian is supplied with a comfortable tent, with platform, a spring cot, blankets and sheets. At his disposal will always be the tennis courts, the handball

court, the baseball diamond, and the volley ball court of the Camp. There is always good swimming and fishing in the good old Niagara which, at the Camp site, is a full mile and a quarter wide.

On the Camp grounds are also located the big Mess Hall and the Recreation Building. The mess is in charge of two splendid chefs and their assistants, and the meals are served to the visiting Indians at the nominal cost of one dollar per day. This charge of a dollar for the three meals a day is the only expense of the Camp. Everything else is furnished free—even to clean towels and bathing suits.

This year, competent military instructors, who have developed the Carborundum Cadet Corps, will be in attendance at the Camp and certain evenings of each week during the two months will be put aside for military drill and instruction for those interested. Every Wednesday night there will be a meeting and initiation ceremonies of the Medicine Lodge.

Each hardware man is privileged to bring with him a friend not in the hardware business. He will be entitled to all the comforts of the Camp, but will

not be eligible to go through the Medicine Lodge and take the degree of Medicine Man, as this is reserved for the members of the hardware fraternity.

The idea of the organization is simply to promote a feeling of good fellowship among hardware men and their friends and at the same time to afford an inexpensive out of doors vacation. Camp Eeh-Nis-Kim is ideally situated on the Niagara River in a beautiful grove of oak trees, and everything possible is done to add to the comfort and amusement of the visiting Indians. There is good food, and plenty of it, pure water, clean, healthful surroundings, and a bunch of good fellows always on the job for fun or frolic. The Camp surely provides a splendid opportunity for the hardware boys to get into the open and for but little money beyond their car fare, have a real, happy, healthful outing. Incidentally, the Camp is but fifteen minutes' car ride from the wonderful Falls of Niagara. Camp Eeh-Nis-Kin is run under the auspices of the Carborundum Company, the officials of which conceived the idea of the Eeh-Nis-Kim fraternity among hardware men. Any other information regarding the Camp or the Order will be gladly given.

Write the Great Sachem, the Carborundum Company, Niagara Falls, N.Y., for application blanks.



DANGEROUS BILL TEMPORARILY SHELVED

(Continued from page 58)

calls for careful consideration in connection with this legislation. I would like to say further that quite a number of people, representative of the different classes of the business community in this country, have, since the hon. gentleman introduced his Bill, in writing to me, asked for an opportunity to be heard. Probably a committee of this House would be the best method of hearing what they have to say upon the practical results which they believe would follow upon the enactment of this legislation. It is not unfair that that opportunity should be given to them. I fancy that all hon. gentlemen would agree in thinking that it would be fair that before we proceed to enact this legislation, which is going to create a new crime, we should give an opportunity to those who may be affected by it to be heard upon the question. Both because I and my colleagues would like to give some further consideration to the subject matter of this Bill, more particularly to the evils which the hon. gentleman thinks he is going to remedy, and to the question of remedying the evils in so far as they exist, and furthermore in order that we may have an opportunity of providing means by which the parties who may be affected by this legislation may have an opportunity of being heard, I would desire to move the adjournment of the debate.

Mr. Knowles: May I ask when we will hear anything more of it?

Mr. Doherty: It is not with a desire to prevent the matter being dealt with. It is not impossible—I make no promise in that regard—that legislation will be introduced to deal with this matter on the lines which I suggested a few moments ago and which will, perhaps, even in the judgment of the hon. gentleman, meet the evils that he seeks to meet. If it proves to be so, perhaps his Bill might give place to that. But, if, on the other hand, it does not, I am quite prepared to assure him that I am not seeking to get rid of his Bill in any indirect

way and in moving the adjournment of the debate, it is not for the purpose of getting rid of this question. It is sincerely for the purpose of enabling us to give it the study that it deserves and to give those who may be affected by the proposed legislation the opportunity which they have asked for, to be heard. If no other legislation is proposed and no other method is found of dealing with the matter in a manner that may be satisfactory, and which will give the hon. gentleman an opportunity to go on with his Bill again. There is no desire to get rid of his Bill otherwise than by having the question involved in the submission of this Bill passed upon by Parliament.

Mr. Knowles: I do not suggest that the minister is endeavoring to delay me in any manner at all. The only point is that I do not know whether I shall be here in the future. I may not be here after a week from now.

Mr. Doherty: I will be very glad to meet the hon. gentleman and do my best to arrange that he will have an opportunity at a time convenient to himself. But, frankly, I do not think the House will proceed to pass this into law without giving—

Mr. Knowles: The second reading is not law.

Mr. Doherty: It will not take a very long time to pass it through its second reading. We will not be very much farther advanced because it has had its second reading. The passing of the second reading is supposed to involve the acceptance of the principle of the Bill. The whole principle of this Bill is that under no conditions or circumstances—

Mr. Knowles: It is not the principle.

Mr. Speaker: There is a motion to adjourn the debate and it is not debatable. I had hoped that it might be terminated by natural process.

Mr. Graham: If it could be understood that this matter would be taken up again it would be satisfactory to adjourn it, but without an understanding of that kind it disappears. As I understand, it is probable that the Minister of Labor (Mr. Crothers) will have a Bill on this line. If we could have an understanding that these two Bills would be referred to a special committee of the House when the Bill of the Minister of Labor came up, in order to give the people that the Minister of Justice mentioned a chance to be heard, there would be no difficulty.

Mr. Doherty: I do not think there will be any objection in agreeing to that. If the Minister of Labor should not deal with the matter by any other Bill, this Bill might

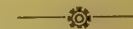
be referred to the committee to be dealt with. If the hon. gentleman (Mr. Knowles) will look at the Order Paper that deals with the high cost of living, he will find that, at all events with regard to the necessities of life, the provision contained in his Bill is in effect the provision contained in that Order-in-Council. I beg to move the adjournment of the debate.

Motion agreed to and debate adjourned.



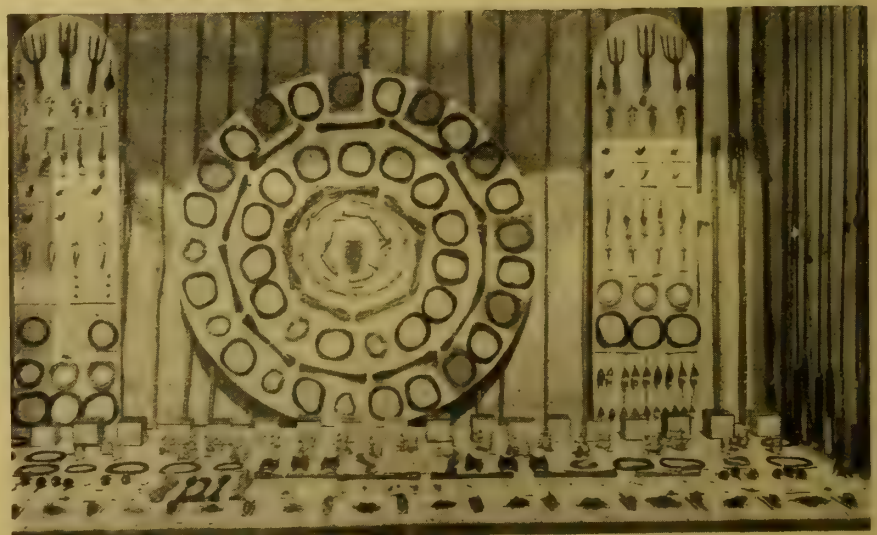
AUTO POPULARITY INCREASES IN FARM COMMUNITIES

It is becoming increasingly evident that the automobile is attaining great popularity not only in the cities, but throughout the outlying farming communities. In this connection an interesting item recently appeared in the press of Melfort, Saskatchewan, which conveys the idea that this town is fast taking on a metropolitan appearance. The local automobile dealers report that about sixty can have been delivered in Melfort and district this season, and that if deliveries can be obtained, it is expected the sales will total close to one hundred cars before the end of the season. The streets of Melfort now present a very animated appearance, and it is reported that on a recent evening there was nearly fifty automobiles parked along the main thoroughfare. The majority of the sales are to farmers for light types of automobiles though a few of the heavy variety are also included.



COPPER MINING IN NEWFOUNDLAND

The Colonial Government is assisting in the work of developing copper mining activities on the northeast coast of Newfoundland, in the expectation of providing additional supplies of the metal for the Allies. Three large mines in the vicinity of Notre Dame Bay were worked profitably by old methods forty years ago. It is estimated that many million tons can be recovered under modern means.



Easily arranged, but effective, display of fishing tackle by Rutherford & Kayser, Simcoe, Ont. Arranged by J. C. Kayser.

EDITORIAL COMMENT

KNOWLES CHAMPIONS WEAK CAUSE

THE much discussed Knowles Bill, a bill framed to entirely do away with any system of resale price has come up for its second reading. *HARDWARE AND METAL* has on several occasions drawn the attention of the merchants to the bearing of this act. That the situation may be made still more clear we are reproducing in this issue the whole discussion that took place in the House of Commons at the time of the second reading of the Bill on May 21.

Mr. Knowles, as will be seen by a consideration of his presentation of the case, is confident that there is only one side to the question. The Manufacturer, the Wholesaler and the Retailer, are left entirely out of the question. It is true when a man cuts the business throat of his neighbor and incidentally his own, the operation may possibly accrue to the temporary benefit of the public immediately surrounding the cut-throats, but the bearing of these cut-throat operations on the general situation is a closed book to Mr. Knowles.

The enthusiasm of this gentleman is as boundless as his vision is narrow. He sees only the incidental good and misses entirely the far-reaching possibilities for evil.

Consider the case of the manufacturer who places a good product on the market, the work of years of study and research, arranging to sell it at a moderate profit. The maintenance of the quality and consequently the good name of a commodity is dependent entirely upon the ability to sell that article at the set price. Has a man then no right to claim protection for his commodity against the exploiting of his goods for the selfish ends of others? There is something in these goods that is not sold in the mere turnover of money. There is something in a name for which a man has the right to demand protection. Such protection would be swept away by the passage of the Knowles Bill, and all manufacturers would be cabined and confined, not by their own best efforts only, but by the ill-judged competition of thoughtless individuals.

In the discussion in the House, Mr. Knowles indulged in some caustic criticism at the expense of an article appearing in *Printer and Publisher*, a paper published by the MacLean Publishing Company, who also publish *Hardware and Metal*, *Canadian Grocer* and eleven other papers. The quotation Mr. Knowles uses is of course removed from its context. It is as follows: "Just here is where Mr. Knowles and others fall into error; they declare that when a maker or seller has parted with his goods at an agreed upon price, his control over re-sale disappears."

Let us quote Mr. Knowles' words of self-congratulation: "They say that is where I fall into error; I think that is where I rise into lucid vision. I may be very dull—no doubt I am—but I am rather proud of the fact that I do believe that when a maker or seller has parted with his goods at a certain price, his control over the re-sale does disappear."

It will be hard for even the average reader to accord to Mr. Knowles the same enthusiastic encomiums for his clarity of vision, that he accords himself.

We repeat what he have previously said, that the bill proposed by Mr. Knowles is an ill-considered one, and although Mr. Knowles' motives may be of the very best order, the bill in its present form would work untold harm to the commercial life of Canada.

TRADE PAPER IMPORTANT FACTOR

IT was not quite four years ago that *HARDWARE AND METAL* first advanced suggestions to the hardware trade in connection with the introduction of automobile accessories as a hardware line. At first the idea was scouted in some quarters as being impracticable, and involving a matter which was altogether foreign to the demands of the hardware trade. Seeing the extensive possibilities involved, *HARDWARE AND METAL* disregarded the initial skepticism, which, as a natural course of events, is always found to surround the suggested adoption of any new departure from the beaten paths of trade, and during the past four years has continued to ventilate the advantages of handling auto accessories in the hardware business.

Early reports of the successful adoption of this line by a number of merchants throughout the country, and the continued publication of editorial matter concerning the subject, showing what the trade was doing, soon dispelled any misapprehension existing, and the increasing popularity of the introduction of this line to the trade has been exemplified by the hundreds of dealers who to-day are handling auto accessories successfully from coast to coast. These dealers represent not only the retail hardware trade, but also wholesalers. So extensive has the turnover become in some communities that many special auto accessory departments have been created and many catalogues have been issued.

The phenomenal development of the auto accessory is but another indication of the power which a trade paper of reliable standing exerts among the class it represents.

THE JUNIOR CLERK'S PAGE

A Miner Who Moved a Mountain

How a Technical Specialist With Great Executive Ability
Created the Greatest Copper Mine
in the World

CONTROLLING the operation of a group of mines with a pay roll of \$1,500,000 a month—that is the executive task of Colonel D. C. Jackling. And these companies have grown from nothing in the short space of ten years. However, the mines themselves are not so interesting as the history of them. There is a story behind that \$1,500,000 pay roll which reads like the tales of the Arabian Nights, with the exception that the magic and mystery are dispelled by a study of the man and the methods which created it. Here is the story as told in *System*, the Magazine of Business:—

"Ten years ago a number of mines in the Oquirrh Mountains in Utah, which had been operated for a quarter of a century, were abandoned. Gold, silver and lead were no longer to be had in paying quantities, and although it was well known that the mines contained copper ore in enormous quantities, the grade was so low that it would not repay the cost of mining alone—to say nothing of the cost of teaming it out from the terrific maze of mountains and canons.

A mining engineer, Colonel D. C. Jackling, who had been a salaried man at one of the mines, had studied that low-grade ore. Only two parts in a hundred were worth anything. They laughed at Jackling for wasting a moment's time on dirt that contained less than six or seven parts ore. But after the mines were closed down, the Colonel raised a little capital, went to New York and Boston, and interested other capitalists. He came back to the mountains, bought up the old equipment at bargain prices. Thereupon the Utah Copper Company was born.

To-day that company produces the greatest copper tonnage of any mine in the world. Any adequate description of it requires the use of superlative adjectives. It is working the greatest open mine of the world, not excepting Kimberly in Africa. It has, from the start, paid handsome profits on probably the lowest grade ore ever carried to a smelter. It handles every day a far greater tonnage of raw material, silicates, and metal than any other mine in operation. And in handling that tonnage, it has built the most costly industrial railroad in the United States.

When Jackling, then a young engineer whose work had always been confined to very small operations, talked low-grade ore to the eastern capitalists, he backed up his arguments by descriptions of a new method. He urged the abandonment of all underground work, with its costly shafts, drifts, and tunnels. He proposed, in other words, to demolish mountains of ore with gigantic power-drills and steam shovels. The mere audacity of the plan must have appealed to those capitalists.

To-day there are 25 terraces around one of those mountains and 60 miles of standard-gauge tracks on the terraces. The highest set of tracks is more than fifteen hundred feet above the level of the canon where the mining camp of Bingham huddles in the shadow of surrounding peaks.

Last year they used six tons of explosives every day, shattering down fifty thousand tons of surface waste and porphy ore. At the smelter the results were 200 ounces of gold, 2,000 ounces of silver and 400,000 pounds of copper every day—an aggregate value of \$75,000. That was the daily average for a year.

That, however, is only a portion of what the Colonel has accomplished; for his mining knowledge, his executive abilities and his mechanical ingenuity so impressed the eastern men that they bought other copper mines—five in all, in Montana, Nevada, Arizona, and New Mexico, and made Jackling the general manager of the whole group. The pay-rolls of those mines amounted to more than seventeen millions of dollars in the past twelve months.

Next to the astounding demolition of the mountains in the Oquirrh range, the High Line Railroad is the most spectacular exhibit of Jackling's daring originality. Railroads through canons are by no means uncommon in the intermountain region, but they always follow the natural course of the canon bed. Colonel Jackling said:—

"We'll keep on a high level—and go round the mountains, through the mountains, and over the canons. We've got to send fifty thousand tons down hill every day for twenty miles. If we make it run itself out by gravity, we can afford to put into building the railroad."

So he ran it that way. It starts a thousand feet above the canon at Bingham and runs with a two per cent. down grade (at some spots four per cent.) through tunnel after tunnel, around the waists of mountains, over canons—one of the viaducts is 690 feet long and 190 feet high—until it comes out of the mountain range to the edge of the Great Salt Lake. There stand the immense crushing mills, the concentrating plants, and the smelters. The cost of that twenty miles of track was over three million dollars—one mile of it alone cost over half a million.

But Jackling made that low grade copper pay for it. The railroad does nothing but carry out ore and carry in supplies. Not a passenger rides over the road unless he has business with the mines, a few sight-seeing tourists excepted. Freight? There is none but mine supplies and camp requirements.

But it pays, as nearly everything that Jackling has designed pays. Four of the heaviest and most powerful locomotives ever built are in the road's service. About all they do is to haul empty cars back from the smelter to the mines. The loaded cars, after starting, scarcely require a pound of steam for the entire twenty-mile trip, except for the brakes. Perhaps nowhere in the country is freight moved by rail so cheaply as on this road.

The management of six great mines, hundreds of miles apart in five different states, would appear to be enough to keep one man busy. Jackling travels continually between them, keeping in close touch with the local managers. He puts on overalls and goes through the mines. He never lets himself seem overworked nor harassed by any problem.

Colonel Jackling, although trained as a technical specialist, has unusual business ability. He can instantly see the value of a new business idea designed to improve the methods of handling men, equipment, or accounts. Also, he is a capable financier. On the formation of the Alaska Gold Mining Company he was appointed managing engineer. The projects of this company involved the installation of the greatest gold-mining equipment ever devised, and the building of a railroad and a town.

Instantly after his appointment with the Alaska Company, Jackling made a contract in Seattle for the construction, at his own expense, of an ocean-going steam yacht. It cost \$300,000. He uses it for his transportation to and from Alaska.

This would suggest wild extravagance.
(Continued on page 78)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

MOTORCYCLE SERVICE CAR— MODEL "G"

The illustration herewith shows the new Cygnet Rear Car Model "G" service type, manufactured by the Cygnet Rear Car Co., Buffalo, N.Y. The makers state that the car is particularly suitable for electrical contractors, plumbers, gas companies, telephone companies, supply houses and many miscellaneous contractors of different sorts. It is especially suited for the transportation of tools and supplies of any kind from one point to another.

As is seen by the illustration, the car is built with doors opening both at the



Roller Lock Nut.

front and at the rear. This makes it possible to carry lengths of conduit and other material considerably exceeding the length of the body of the car with the proper device as shown on the side of the motorcycle. With the regular top of the car, the extension's wide side and open top especially adapt this model for carrying coils of wire, bundles of rope and other material. The seat immediately back of the motorcycle driver is an especially noteworthy feature and easily accommodates two passengers, so that a master electrician or other mechanic and his helper can be taken to a repair job instantly. This model of Cygnet car is built for attachment to any standard make motorcycle and is also equipped with brake for use where there is congested traffic and also a top which protects the motorcycle driver when desired.

ROLLER LOCK NUT

A new combination plain and lock nut was recently placed on the market for which the advantage is claimed that it not only locks absolute against loosening, but tightens up with the vibrations occurring in service. This lock nut has the outward appearance of a plain nut

as the working parts are concealed from view in a recess covered with a flat ring on the outer end of the nut. The working parts consist of a small steel roller attached to a band arm occupying the annular space between the bolt and the walls of the recess in the nut. The little roller is placed so that it rolls between the threads on the bolt and a wedge shaped projection on the wall of the annular recess. The direction of this projection is such that no resistance is offered to the turning of the nut in the direction of screwing on either by hand or wrench. On the other hand any tendency for the nut to move in the opposite direction causes the roller to jam between the bottom of the threadway on the bolt and the wedge shaped projection on the nut.

To remove the nut a wrench is applied with more pressure but in ordinary way with the result that the roller is crowded over the summit of the projection into a small recess. The nut can then be turned off without difficulty.

The principal advantages claimed for this type of combination plain and lock nut are the following: That it is a self-tightening lock nut under vibration and will take up stretch of track bolt; that it is re-usable and is put on and taken off just like a plain nut; that it does not injure bolts in removal; that it locks on worn and under-sized bolts because its lock is not dependent on thread friction.

This lock nut is being manufactured by the Roller Lock Nut Co., 61 Broadway, New York, N.Y.

THE CYCLOMOBILE

The National Juvenile Auto Co., Toledo, Ohio, is marketing the Cyclomobile, here illustrated. The makers state that

it is a durable, easy riding, comfortable juvenile vehicle. It is made by motorcycle experts, and the makers claim it works perfectly.

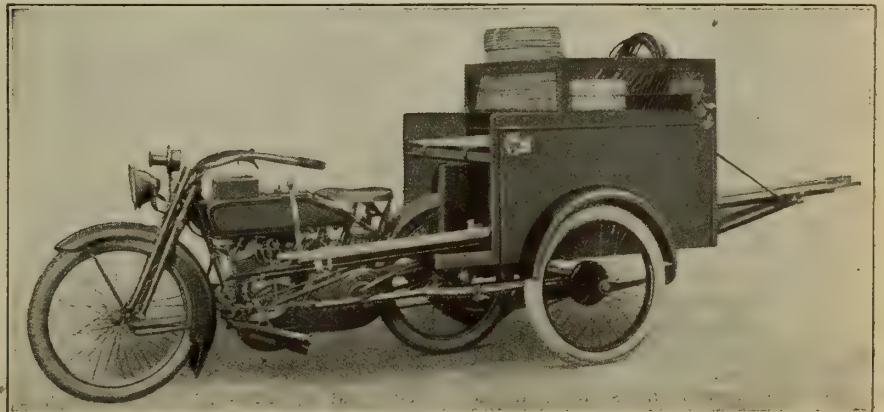
It is operated by hand power, and steered by the feet. It is for boys and girls from 8 to 18 years of age. The Cyclomobile is said to embody practically every movement that rowing affords, and is an advantageous form of exercise. The specifications of the car follow:—

Length over all 6 ft., width over all 2 ft. 1 in. 1½x20 pneumatic, stud tread, non-skid tires, steel rims, lever brake, Saxonette pat. horn, electric head light with three volt batteries, black enameled battery box, royal ruby tail-light, up-



The Cyclomobile.

holstered seat in imperial leather, crown steel fender, patented annular ball bearing axles, ball bearing in head of fork, ball bearing steel and nickel plated 32-hole hubs nicked steel spokes, patent hardened clutch, gear and patent driving rack, never in dead center, patent foot steering device, steel tubing ¾, 1 inch and 1½ in enameled in special auto red, striped, also gold colored transfers, weight about 70 lbs., securely crated for shipment, weight about 140.



Cygnet Motorcycle Service Car.

EVENTS IN THE TRADE

BUSINESS CHANGES

Vars, Ont.—Norman Leslie, tinware, etc., has sold out.

Kindersley, Sask.—Phillips Bros. hardware, have dissolved partnership.

Griffin, Sask.—Griffin Hardware Co., has been sold to Canadian Investment Co., Ltd.

Huntoon, Sask.—Walter & Hanson, hardware, have sold to Canadian Investment Co., Ltd.

Toronto, Ont.—Tisdale Iron Stable Fitting Co., Ltd., has changed style to Aikenhead Architectural Metal Works, Ltd.

OBITUARY

Madoc, Ont.—Arthur W. Coe, for years associated with his father in iron mining in North Hastings, is dead.

Harriston, Ont.—John Hillhouse, for years identified in the hardware business which he later handed over to his son, is dead.

Oakville, Ont.—Almond P. Turner, formerly president of the Canadian Copper Co., a subsidiary of the International Nickel Co., is dead.

TRADE NOTES

Tisdale, Sask.—S. Johnston of Cypress River, Man., will manage the hardware business of Mrs. Couzens here.

Summerberry, Sask.—The Milling Co. is building a large addition to their hardware store to be used for implements.

Erin, Ont.—J. P. Bushe's hardware store was recently broken into by burglars and a quantity of silverware etc. was stolen.

FIRE LOSSES

Vanscoy, Sask.—J. J. Sanders, hardware, suffered recent fire loss.

Winnipeg, Man.—The Winnipeg Foundry Co., Ltd., suffered recent fire loss.

Fort William, Ont.—The plant of the Copp Stove Company was totally destroyed by fire with a loss estimated at about \$350,000. The Company employed one hundred and fifty men and, with the exception of two Eastern shareholders, was owned locally.

Moose Jaw, Sask.—Saskatchewan Bridge and Iron Works plant was destroyed by fire recently with a property loss of \$50,000. Imperial oil tanks near the plant were threatened by the flames, but were kept safe under a constant stream of water.

DEATH OF JAMES PENDER

St. John, N.B., Loses Prominent Manufacturer who Commenced in Hardware Business Fifty-one Years ago

St. John, N.B.—James Pender, for the past twenty-five years Managing Director of James Pender & Co., Ltd., Nail and Wire manufacturers, is dead. The late James Pender had a long connection with the trade, having commenced his business career fifty-one years ago as a clerk with T. McAvity & Sons, hardware merchants of St. John. He was later identified with I. & F. Burpee, following which he entered partnership with E. R. Moore under the firm name of E. R. Moore & Co. He subsequently commenced the manufacture of horseshoe nails on his own account and later took W. O. Purdy into partnership under the present firm name. The manufacture of wire and wire nails was added, and Mr. Pender was made managing director of the firm. He was a member of the St. John Board of Trade, and was recognized as one of the most prominent manufacturers in the district.

NEW DIRECTORS FOR DOMINION STEEL

Montreal, Que.—Two new directors were elected to the board of the Dominion Steel Corporation at a meeting of the board this week. The new directors are J. K. L. Ross, Montreal, and Sir William D. Reid of Montreal and St. John's, Newfoundland. They will fill the vacancies left by the death of the Hon. Robert Mackay of Montreal and of the Hon. David Mackeen of Halifax.

RETAIL MERCHANTS' ASSOCIATION SECURE AMENDMENT TO THE SMALL DEBTS ACT

Because of representations made by The Saskatchewan Branch of The Retail Merchants' Association of Canada Inc., The Small Debts Act of the Province was amended at the last session of the Legislature to allow for an action under this Act to be tried in the district where the debt was contracted. Heretofore an action could only be taken in the district where the defendant resides. The amendment, it is said, will afford considerable relief to creditors generally in that the burden of expense is now placed on the debtor if he wishes to defend an action by attending the hearing, otherwise judgment is likely to go against him by default.

VISITORS TO TORONTO

H. D. McInnis, hardware merchant of Kirkfield, Ont., was in Toronto on Friday of last week.

George A. Sills of Seaforth, Ont., hardwareman, made a short business trip to the city during the latter part of last week.

J. L. McDonald, general merchant of Thornhill, Ont., visited Toronto on Friday of last week.

Charles Beierl, hardware merchant of Markham, Ont., was in Toronto on Saturday last on business.

G. A. Binns, Newmarket, Ont., hardwareman, visited Toronto on business during the first of the present week.

William Higgins of the Brampton Hardware Company, Brampton, Ont., was in Toronto on Tuesday of this week.

PERSONAL

L. R. Baker, vice-president of Canada Dry Cells, Ltd., Winnipeg was in Edmonton and other Western cities last week.

George Henderson, president, Brandram-Henderson Limited, is visiting the company's factories and offices at Halifax and St. John.

Edward Barry, formerly manager of Canada Paint Company, Winnipeg has been appointed manager of the Saskatchewan branch of the Canadian Credit Men's Association.

After a severe illness of eight weeks' duration, W. S. McLennan, sales and advertising manager at Montreal for Brandram-Henderson Limited, has completely recovered and resumed his duties.

MONTREAL PERSONAL

Mr. Falls of the Newhaven Clock Co., Newhaven, U.S.A., was a business visitor in Montreal during the past week.

J. V. St. Clair of the Sternau Co., New York, visited friends in hardware circles in Montreal during the past week.

N. F. Gundy, sales manager McGlashan, Clarke Co., Ltd., Niagara Falls, Canada, visited Montreal this week on business.

CUSTOMS RULING ON TARPAULINS COVERING CARS IN TRANSIT

In view of the present transportation conditions, tarpaulins, imported on and for the protection of automobiles while in transit to Canada on flat cars, may be entered as for warehouse and be permitted to be exported without payment of duty; according to appraisers' bulletin No. 1514, just issued by the Department of Customs.

HARDWARE LETTER BOX

Potters Clay

Summer Co., Moncton, N.B.—Please advise where we can purchase potter's clay?

Geo. M. Hendry Co., 215 Victoria St., Toronto; Art Metropole Ltd., 11 Temperance St., Toronto; John Davis & Co., North Toronto.—Ed.

Standard Washing Machines

J. H. Slater, Ridgetown, Ont.—Please give name of makers of standard washing machines?

Two firms manufacture "Standard" washing machines, The Boss Washing Machine Co., Cincinnati, Ohio; Weard Mfg. Co., East Avon, N.Y.—Ed.

G. M. C. Mower

H. Lendon, Leamington, Ont.—Please give name of maker of the G. M. C. lawn mower.

Globe Lawn Mower Mfg. Co., Reading, Pa.—Ed.

INDUSTRIAL NOTES

Chatham, Ont.—Can. Des Moines Steel Co., Ltd., has obtained an Ontario Charter.

London, Ont.—Steel Lockers, Ltd., a concern recently incorporated, plan to build a factory here.

Swift Current, Sask.—Imperial Oil Company will build a large storage and distribution plant here this season.

Milton, Ont.—P. L. Robertson & Company has arranged to increase their plant in order to turn out present orders. The alterations will be completed by the first of the year.

St. Thomas, Ont.—The Dominion Brakeshoe & Foundry Co., whose plant is being finished expects to commence operations within the next three weeks. The local branch is the first foundry of the American Brakeshoe Co. to be started in Canada.

Vancouver, B.C.—Plans for the construction of a \$10,000,000 iron and steel plant in the vicinity of Vancouver are being made by a group of financiers according to a letter submitted to the City Council recently by Industrial Commissioner J. R. Davison.

Montreal, Que.—Canadian Consolidated Rubber Co., Ltd., has announced that their seven large factories in Ontario and Quebec will be closed for one week during the farmer's busiest season in order that employees may help in bringing in the crops.

Hamilton, Ont.—The Carbon & Alloy Steels Co., Ltd., has obtained a Dominion charter, with an authorized capital of \$1,500,000, and will erect furnaces and a foundry plant in Hamilton, Ont., for the manufacture of steel castings, ingots, etc., by the Moffat electric process. The company will also take over the Moffat-Irving Steel Works of Toronto,

which will be moved to Hamilton and added to the new plant. The plant when fully equipped will have a gross capacity of 32 tons of molten steel per 24 hours. The incorporators are: J. B. O'Brien, K.C., president, Moffat-Irving Steel Works, Toronto; H. J. Waddie, Esq., President, Canadian Drawn Steel Co., Hamilton; J. W. Moffat, Esq., vice-president, Moffat-Irving Steel Works, Toronto; John G. Gauld, K.C., Gauld, Langs & Crosthwaite, Hamilton; W. E. Vallance, Esq., late of Wood, Vallance & Co., Hamilton.

PRESENTATION TO A. L. ALLAN

Congratulations of a wide acquaintance in the hardware trade throughout the lower Ottawa district and in Montreal are being extended A. Leslie Allan on the completion of a quarter century with Starke-Seybold Limited, wholesale hard-



A. L. ALLAN

Who has just completed 25 years with Starke, Seybold & Co., Montreal, Que.

ware merchants, Montreal. The firm has made Mr. Allan a presentation in recognition of his twenty-five years' steady service, a suitable memento of the occasion having been selected, while from all members of the staff of Starke-Seybold Limited, Mr. Allan is in receipt of cordial congratulations, for he is deservedly popular amongst his colleagues. Born in Vaudreuil in 1877, Mr. Allan began his hardware experience as a boy in the warehouse of the firm, and six years later he went forth on the road and made a success of that branch of the business, remaining with it ever since. Throughout the Lower Ottawa district there is no better known traveler, and the fact of Mr. Allan's achieving the twenty-fifth anniversary of his coming into the hardware business, makes him, though still in his prime, one of the veterans of experience in his line.

The merchant who can give his store a personality, who can raise it above the dead level of other store in the street, has taken a long step in the direction of bigger profits.

CATALOGUES AND BOOKLETS

Woodenware Catalogue

McFarlane Manufacturing Company of Toronto, manufacturers of woodenware, have issued an attractively illustrated catalogue of their various lines comprising ladders, trestles, clothes driers and props, curtain stretchers, wash boards, clothes pins, ironing boards, bake and skirt boards, saw horses, lawn settees, deck chairs, camp stools, quilting frames and children's sleds. Each of these lines is well illustrated and accompanied with descriptive material and price lists.

Bathroom Ware Catalogue

Kinzing, Bruce Co., Ltd., of Niagara Falls, Ont., have issued a handsomely finished catalogue of the most popular styles of bathroom fixtures made by them. The Made-in-Canada lines comprising new features in bathroom supplies are well illustrated and accompanied with full descriptions, specifications and price list. The booklet contains forty pages of bathroom accessories of every kind and shows useful and attractive combinations illustrated in such a way as to demonstrate the high quality ware.

Walker's Auto Accessory Catalog

After a considerable period of care and attention to every detail of interest to trade and automobile owner in the field of Automobile Accessories the James Walker Hardware Co., Ltd., Montreal, have published their first Automobile Accessory Catalog (wholesale and retail). The catalog is a handsome book of over 200 pages and illustrated profusely with all manner of necessary accessories, tools, and appliances brought into use by the immense spread of the automobile business in Canada. Particularly interesting to the automobile owner will probably be the pages devoted to special tools and equipment for garages; but it would be hard to find an uninteresting page in the whole list. A map of Montreal and district showing the roads good, bad, and indifferent clearly in red, is a valuable additional feature. Prices are clearly given, but are, of course, subject to change in these trying times in the metal markets. The list is largely the work of J. Fraser, Retail Manager of the James Walker Hardware Co., Ltd.

Being courteous is a habit which is likely to develop into a bank account. There have been surly men who succeed in business, perhaps because their employees were not surly, but fortune, nevertheless, has usually preferred to keep steady company with gentlemen. Good-will is what business is looking for. It is a part of its capital. It is never got by sour faces. It will not accept discourtesy, even in fiction. It demands good humor, a happy ending, a "there-I've-pleased-you" attitude on the part of the author.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Important changes in lines affecting the hardware trade have been made during the week, the majority of which have been in an upward direction. Intimations are given that still others are likely to follow in the near future. Wire nails and all wire goods are in a very firm position, due to the high price that wire rods are now commanding in the United States. In the United States manufacturers of nails are not accepting any business on nails for forward shipment and only on limited quantities for immediate delivery. There is a tendency in the United States more and more to direct the energies of the iron and steel industry into channels that will best serve the nation's interests for war purposes. Open market sales of steel products are accordingly being narrowed. This situation is making it increasingly difficult to get iron and steel for domestic industrial needs.

Advances have been made during the week on gas ranges, snow shovels, furnace scoops, barb wire, plain fence wire, black and galvanized sheets, cotter pins, padlocks, vises, pliers, house brooms. Spades and shovels are in a firm market following the advance recorded last week. Linseed oil and turpentine are both in easier market during the week with declines recorded. Indications of a good acreage of flax for the growing crop is having a tendency to drive old-crop seed to lower levels, and this in turn has affected the price of oil. An advance of \$1 per hundred pounds was recorded in white lead in oil, which follows on the heels of an advancing market in pig lead. The freight situation at Toronto is clearing up through the settlement of the strike with the drivers of the cartage companies. It is expected the railways will soon be accepting all freight, both incoming and outgoing in the near future. Business in hardware lines has been very good during the week.

MONTREAL MARKETS

MONTREAL, May 31.—While the general firmness of tone in regard to many lines of hardware remains steadily present, not a great many actual changes noted during the week following last report. Sheets and plates are still scarcer. Rope and twine keep very firm. There have been adjustments of quotations by American makers of hardware goods. Lawn movers and lawn rollers have been moving out very fast of late, and there has been something of a scarcity of getting tools due to the great activity of householders in cultivating vacant lots. One of the most definite predictions made since last report is that fencing is likely to advance before long. The metal markets remain very firm, especially iron and steel, also the lead market.

Shelf Goods Still

On Upward Trend

Montreal.

Cross Cut Saws Again

Disston cross cut saws have this week

advanced by 25 cents each on all the lines manufactured by this firm.

Remington Loaded Shells

An adjustment has been made in connection with Remington and Winchester

LATE CHANGES AT MONTREAL

Hemp goods have advanced 3 to 6c lb.; standard tarred hemp rope is now 43c base; castor oil has advanced to 35c lb. in cases of 4 tins, 32½c lb. Prices on special tinware have been already withdrawn, and a withdrawal of prices on ordinary lines would not come as a surprise. Advances are expected on all galvanized and enamelware lines. A new discount of 40 per cent. became effective on Trimo wrenches on June 1.

Loaded Shells. Formerly these were subject to 2½ per cent. advance on list. This has recently been altered to a discount of 2½ per cent. This is more of a revision of discount than an actual change in price.

Cotter Pins Advance

An advance has been registered by cotter pins this week, the new discount being 80 and 10.

Padlocks Up Again

Most of the United States manufactured lines of padlocks have advanced by 10 per cent this week. Yale lines were not included at time of writing.

Vises Advance Irregularly

An irregular series of advances has been put into effect on vises by American makers. Some numbers are altered, some left as before. In announcing this wholesalers could not as yet definitely specify in detail the changes made.

Pliers Have Advanced

There has been a general advance on pliers amounting to ten per cent.

House Brooms Are Much Advanced

Montreal.

BROOMS.—Owing to the tremendous scarcity of broom corn now prevailing the cost of brooms has advanced considerably. Formerly broom corn was worth \$60 a ton. Today it is worth \$375. Where a carload was formerly worth \$500 it now costs between \$2,000 and \$3,000. Following are prices of House Brooms per dozen in Montreal at present.

No. 2 Carpet, \$8.50; No. 3 King, \$8; No. 4 Mother's Own, \$7.50; "B" Medium, \$7.10; "C" Light, \$6.85; "D" Special, \$6.50; Warehouse No. 2, cabled, \$9.

Nails And Wire In Very Firm Market

Montreal.

NAILS WIRE ETC.—Standard steel wire nails are still quoted at \$5.25 base, and the market for these is very firm indeed. Wire and wire products are also in firm market, and following prices for barb and plain galvanized fence wire apply in Montreal.

Barb, per 100 lbs., \$6.25; Plain twist, \$6.75; Plain galv., No. 9, \$6.25; No. 12, \$6.40; No. 13, \$6.50; Galvanized coil spring, No. 9, \$6.30; No. 12, \$6.45 per 100 lbs.

Advance in wire fencing are looked for at the time of writing and may be quite considerable.

Stoves, Ranges, Etc., Steadily Firm

Montreal.

RANGES ETC.—The market for stoves ranges, gas and electric stoves etc., keeps steady with demand not above normal for the time of year. Activity is mainly in gas and electric stoves, and coal oil burning cookers are more active in movement with the coming of Sum-

mer. The outlook is very much towards greater firmness in all these lines especially where sheet metal is a principal part of the product.

Shortage Of Sheet Metal Still Greater

Montreal.

SHEET AND PLATES.—The scarcity of all lines of sheets and plates continues most markedly. Prices while not actually advanced during the current week are almost bound to go up. Black sheets are costing more and more from the makers, and while holders of existing stocks may charge less while present stocks, last, the price wholesalers will eventually have to pay for new stocks is bound to tell sooner or later upon the market for the retailer. Prices are still being quoted by wholesalers actually below what it costs the importer of U. S. manufactured plates to lay them down in Canada.

SHEETS, BLACK.

	Montreal	Range
	100 lbs.	
10 gauge	\$8 10	\$9 00
12 gauge	8 20	9 10
14 gauge	8 25	9 15
16 gauge	8 35	9 25
18-20 gauge	8 40	9 30
20-22 gauge	8 34	9 35
26 gauge	8 50	9 40
28 gauge	8 60	9 50

Iron And Steel Firm As Ever

Montreal.

IRON AND STEEL.—Conditions in the iron and steel market are steadily the same this week as those prevailing last week. Pig iron is being quoted nominally at \$50 per ton. The output of the steel mills is taxed to the limit of capacity by orders placed months ago, and the general tendency for products of the iron and steel industry was reported to be the quieter on account of this heavy strain on productive powers of the mills. Last week's advances in iron and steel as quoted by the hardware trade usually may not represent the highest figures these markets can reach, and the great firmness experienced will probably steadily hold for some time. Black diamond cast steel is being quoted a cent a pound higher in Montreal this week by some wholesalers, and harrow tooth steel is 0.5 cents higher per hundred pounds than last week's quotation showed.

Common bar iron, per 100 lbs.	\$4 30
Refined iron, per 100 lbs.	4 50
Horseshoe iron, per 100 lbs.	4 55
Norway iron	11 00
Mild steel	4 90
Band steel	4 90
Sleigh shoe steel	4 90
Lead sheets, 4 to 6 lbs. sq. ft.	16 75
Tire steel	5 10
Toe calk steel, per 100 lbs.	5 80
Mining tool steel, per lb.	0 17
Black Diamond tool steel, per lb.	0 17
Spring steel	6 35
Single reeled machinery steel	6 35
Iron finish machinery steel	4 95
Harrow tooth steel	5 05
Black Diamond cast steel, lb.	0 17

Firmness Of Market In Rope And Twine

Montreal.

ROPE, TWINE ETC.—Still the expected advances in prices of rope and cordage

of hemp, sisal, etc., delay their arrival. The situation in the United States has a strong bearing on the market for these goods in Canada. It is considered probable that sisal may be advanced while manila may not come in for marked change as this will be used for ships and the U. S. Government may endeavour to keep its market as nearly steady as possible. There is remand coming along for binder twine, and the market for this keeps firming up. The early prices in the States have advanced to nearer the figures quotable now in view of cost of materials, and with firming tendencies of market present it is hoped that consumers of binder twine will be able to estimate requirements and secure supplies early. Belated orders towards the time of harvest would run, serious risk of transportation delays. Rope prices are shown in current quotations.

Gasoline Steady; Coal Oil Also

Montreal.

GASOLINE AND COAL OIL.—There has not been any change in the quotations for gasoline and coal oil since last week's report. Gasoline is still selling at 32½ cents per Imperial gallon. Royalite coal oil is 17 cents per Imperial gallon, and Palacine 20 cents. Demand keeps active for gasoline, and normal for the coal oils. Reports from the middle west indicate no special feature of crude oil situation that might lead to further advances though predictions are not made definitely as changes in price may come without warning.

Lead And Zinc Goods Are Steady

Montreal.

LEAD AND ZINC GOODS.—It is not unlikely that lead products may advance in the course of the next few weeks should the metal continue to show the present firmness of tendency. For the current week, however, there have been no changes in the prices as quoted last week. Solders are also in firm market, and zinc sheets as well, with remand normal and supply maintained.

Lead pipe, lb.	\$0 17	....
Lead waste pipe, lb.	0 18	....
Lead traps and bends	Plus 15%	....
Lead wool, lb.	0 18	....
Lead sheets, 3½ lbs. sq. ft.	17 00	....
Cut sheets, ¾ c lb. extra and cut sheets to size, 1 c lb. extra.		....
Solder, guaranteed, lb.	0 34	....
Solder, strictly, lb.	0 32½	0 38
Solder, commercial, lb.	0 31½	0 35
Solder, wiping, lb.	0 31½	0 32
Solder, wire, lb.	0 35	....
Zinc sheets, per lb.	0 23	....

Old Metals And Rubber Firmer

Montreal.

OLD METALS.—There have been some further advances in the quotations for old metals and materials of rubber particularly during the past week. Lead market tone is firm, and heavy lead pipe has accordingly advanced half a cent a pound to ten cents. Heavy copper is also up in price by fully a cent, or even two cents according to the nature of the old material offering. The iron and steel materials, also brass and zinc are unchanged in price so far, but old rubber materials have advanced by from half a cent to a cent a pound.

Tea lead	\$0 08½	....
Heavy lead pipe	0 10	....
Yellow brass	0 15¼	0 15½
Red brass	0 22	....
Light brass	0 09½	....
Heavy zinc	0 09	....
Heavy copper	0 26	0 27
Oil cast iron, per gross ton	....	24 00
Stove plate, per ton	16 00	17 00
Old rubber, boots and shoes	0 09	....
Overshoes, lumbermen's rubber boots	0 09	....
Auto tires	0 06½	....
Bicycle tires	0 03½	....

Ingot Metals Quiet; Lead Rather Firm

Montreal.

INGOT METALS.—The market for the principal ingot metals has been rather quite since last week's report, but lead is showing more strength, and some shadings in price are noted in other metals.

TIN.—There was not much activity over tin during the week from \$66 to \$68 was quoted for fair sized orders: \$69.50 to \$70 would be quoted for smaller business.

LEAD.—A stronger tone was noted in lead, and from \$14 to \$15 would be quoted for large orders while smaller business would meet quotations of \$16 to \$16.25.

COPPER.—From \$36 to \$38 is quoted for copper in fairly large orders, and \$36.50 to as high as \$39 for smaller business.

SPELTER.—Rather firmer is the tone for spelter, and \$12.50 to \$13 is quoted. It is noted that spelter futures are at a premium over spot spelter. This is an indication worth watching. It may point to advances in this metal.

ANTIMONY AND ALUMINUM.—Antimony is quiet at \$31 to 32, and Aluminum is in very slow demand at \$70 per hundred pounds.

TORONTO MARKETS

TORONTO, MAY 31.—Some important advances in hardware lines have taken place during the past week. Barb wire and plain galvanized fence wire are two of the very important lines that have registered increases. Although snow-shovels and furnace-scoops are not much in demand at the present season, it will be interest-

ing to know that higher prices will prevail for next season, as advances have been recorded in these lines during the week. Gas ranges have been advanced and electric ranges are in very firm position. There will in all probability be shortages in many lines before the summer season is over, such as screen doors and windows, refrigerators, oil cooking

stoves, gas ranges. Spades and shovels have made a further advance in the United States since the advance recorded last week as taking place on Canadian lines. This again places the Canadian lines in very firm position with the possibility that further advances may take place here. Business has been very good during the week. The situation with respect to handling freight shipments has cleared up somewhat, as the drivers for the cartage companies have returned to work. Railways at the time of writing were not accepting further shipments in order that they may have a chance to clear away the present congestion, but it is expected they will be in the near future.

Cement Increased

15c Per Barrel

Toronto.

CEMENT.—Higher prices in cement were made effective during the week, the price having been increased from \$2.25 per barrel to \$2.40 per barrel. This price applies to any quantities up to five thousand barrels, on which a special price may be arranged. The increased cost is attributed to the higher cost of coal and labor, and in fact everything connected with the manufacture of the commodity. There has been a fairly good demand for cement for farm work.

Woodenware Again

Advances 10 Per Cent.

Toronto.

WOODENWARE, BRUSHES.—An increase of 10 per cent. has been made effective during the week on wooden pails of all kinds, including lard, pickle, shellac and paint containers. The increase has been occasioned largely through the increased labor cost, coupled with the higher cost of raw materials. Wooden tubs and washboards were recently advanced and these lines remained unchanged. Certain manufacturers of paint brushes will take orders on the present quotation basis only up to July 1 for delivery not later than August 1.

Hot Point Goods Advance

An increase of 50c on the list prices of Hotpoint electric irons and toasters is announced to take effect June 1. Dealers state the advance will take place as scheduled. The possibility of this advance was intimated recently in HARDWARE AND METAL.

Snow Shovels And

Furnace Scoops Up

Toronto.

SNOWSHOVELS, AND FURNACE SCOOPS.—Higher prices on snowshovels and furnace scoops were made effective during the week. Demand for these lines is naturally not heavy at the present season, but the condition of the steel market makes higher prices the order of the day. Long-handled Prince snowshovel or equal is now quoted at \$6.40 per dozen. D-handled Queen or equal is quoted at \$7.20 per dozen and D-handled King or equal is quoted at \$8.80 per dozen. D-handled furnace scoops

and long-handled furnace scoops are both quoted at \$7.20 per dozen.

Scarcity Of Birch

Makes Seats Higher

Toronto.

SEATS.—Due to the scarcity of the birch wood, manufacturers experiencing trouble in getting the same, big advances have been put into effect on birch chair seats. The increase amounts to 65 per cent. For the 14-inch the price is now \$1.65 per dozen, 15-inch is \$1.90 per dozen, 16-inch is \$2.15 per dozen, and 18-inch is \$2.85 per dozen.

Fence Wire Goes

Up 30 Per Cent.

Toronto.

FENCE WIRE.—An increase of approximately 30 per cent. has been put into effect on the price of barb fence wire and plain galvanized, together with coil spring wire. Barb wire is now quoted at \$6 per hundred pounds, whereas the former price was \$5. In the plain galvanized wire Nos. 6, 7 and 8 are now selling at \$6.30 per hundred, No. 9 at \$5.60, No. 10 at \$6.50, No. 11 at \$6.60, No. 12 at \$5.75, No. 13 at \$6.85, No. 14 at \$6.90, No. 15 at \$7.90, No. 16 at \$8, and No. 18 at \$9.55. No. 9 coil spring is now quoted at \$5.65 and No. 12 coil spring at \$5.90 per hundred pounds. Manufacturers advise that there is great difficulty in getting raw materials and indications point to a scarcity with correspondingly high prices.

Since writing the above a further change in barb and galvanized wire has been made effective and the following prices now prevail: Barb, \$6.95 per hundred pounds; Nos. 6, 7 and 8 plain galvanized, \$6.75; No. 9, plain galvanized, \$6.55; No. 10, \$6.80; No. 11, \$6.85; No. 12, \$6.70; No. 13, \$6.85; No. 14, \$7.10; No. 15, \$7.75; No. 16, \$7.85; No. 18 plain galvanized, \$8.20; No. 9 coil spring, \$6.60; No. 12 coil spring, \$6.80.

Spades And Shovels

Again Very Firm

Toronto.

SPADES AND SHOVELS.—Following the advance recorded in HARDWARE AND METAL last week in spades and shovels there is still a very firm position which to some closely identified with the trade points the way to higher prices. Since the advance recorded by Canadian dealers there has been a further advance by manufacturers in the United States, and it is possible that the Canadian market may follow upward in sympathy with the market to the south.

Gasoline Consumption

Increasing Rapidly

Toronto.

GASOLINE, COAL OIL.—Although there has been an advance of 2c per gallon in the United States on gasoline for export the market in Canada for these products has remained stationary during the week. Gasoline in the local market is selling at 31½c and 32c and benzine is quoted 1c lower.

Nails And Wire

In Very Firm Market

Toronto.

NAILS, WIRE.—There is nothing on the horizon to indicate that there will be lower prices for either wire nails or wire products. In fact, the trend of the market is all the other way and higher prices would not come as a surprise. Indicative of the situation in the United States it might be stated that manufacturers there are not accepting any new business and will not book for the future. What little business is being done is on the basis of \$4 per hundred pounds in car-load lots. This would represent a cost to the Canadian jobber of \$5.15 by the time the duty is paid, and this in car-load lots. At the present time they are selling in small lots to the retail trade at \$5.20 for standard steel wire. Wire is also in a very firm position owing to the high prices being paid for wire rods, as high as \$95 per ton having been paid in some cases. Demand for nails is not heavy, but with the scarcity of labor of the right sort manufacturers are taxed to their capacity.

Black Sheets Up 50c;

Galvanized \$1 Up

Toronto.

SHEETS, PLATES.—An advance of 50c per hundred has been recorded in the price of black steel sheets and \$1 per hundred on the price of galvanized sheets. There is a very firm situation in both black and galvanized sheets. Deliveries are very slow and demand is very heavy. Furthermore, it is next to impossible for dealers to obtain galvanized sheets. One concern stated they had between 4,000 and 5,000 tons ordered, but at the present rate of receipts it would take about ten years to get this amount. Following are the prices that now prevail on black sheets:

	Per 100 lbs.	
10 gauge	\$ 85	\$8 15
12 gauge	8 55	8 25
14 gauge	8 45	8 15
16 gauge	8 50	8 25
18-20 gauge	8 30	8 40
22-24 gauge	8 35	8 40
26 gauge	8 40	8 50
28 gauge	8 50	8 60
29 gauge	8 60	9 00
¼-inch boiler plate .....	.....	.....

In the galvanized sheets, Apollo brand has been advanced \$1 per hundred pounds, while Premier brand has been increased 50c, which now makes the selling basis the same on both brands. Following are the quotations:—

	Per 100 lbs.	
10½ oz.	\$10 00	
U.S. 28	9 70	
U.S. 26	9 40	
22 and 24	9 25	
18 and 20	9 10	
16	8 95	
14	8 85	
F.O.B. Hamilton, Toronto.		

Heavier Corrugated

Sheets Only Nominal

Toronto.

CORRUGATED SHEETS.—Dealers are finding it difficult to get additional supplies of corrugated sheets and as a result the quotations on 24 gauge and

heavier are largely nominal. Stocks are light locally and it is almost next to impossible to get replenishment. One dealer was recently asked to quote on some twelve different gauges, but only had one gauge in stock on which he could quote. In the face of the recent advance in galvanized sheets, there is an inclination to look for higher prices on corrugated.

	Galvanized	Painted
	Per 100 Sq. Feet	
No. 28 gauge	\$7.25-\$7.75	\$ 6 00
No. 26 gauge	8.00- 8.50	6 75
No. 24 gauge	12 00	9 00
No. 22 gauge	14 50	11 00
No. 20 gauge	17 00	13 50
No. 18 gauge	22 00	17 00

Iron And Steel Steady At Advance

Toronto.

IRON AND STEEL.—There was a continued heavy demand for iron and steel during the week and prices remained steady at the advances recorded last week. Some wholesalers who had been slow to follow up moved their prices upward in conformity with the higher quotations. For the present it is anticipated that the market will hold fairly stationary for some little time, but it is pointed out that there can be no telling what is likely to develop overnight in the situation. The best calculations are sometimes turned upside down.

	Per 100 lbs.	
Common bar iron	\$5 00	
Common bar steel	5 25	
Refined iron	5 35	
Angle base	5 50	
Horseshoe iron	5 25	
Tire steel	5 45	
Norway iron	9 00	
Mild steel	5 25	
Toe chalk steel	6 00	
Sleigh shoe steel	5 25	
Band steel	5 50	
Spring steel	\$7 00	\$8 00
Mining tool steel	16 50	18 00
Sheet cast steel	26 00	35 00

Metal Markets

Holding Firm

COPPER.—The market is firm and business continues good. Prices ruling locally are 37½-38c lb.

TIN.—The market has shown unsettledness and an easier tendency during the week, but prices locally are unchanged at 65-67c lb.

SPELTER.—The markets is firm and unchanged with prices ranging from 11½c to 13½c lb.

LEAD.—Prices remain firm. The New York market has been rather irregular during the week. Locally price remains at 13½c lb.

ANTIMONY.—There is a quiet but firm tone to the market. Quotations range from 30 to 35c lb.

ALUMINUM.—There is no change in the situation. The market is firm at 68c lb.

PIG IRON.—A leading domestic producer is practically sold up for this year and has booked considerable tonnage for delivery during the first half of 1918. Quotations are unchanged but firm at \$50. The demand for pig iron continues heavy, but the furnaces, although operating at capacity, cannot cope with the situation. At Buffalo the market continues very strong with prices advancing.

Explanation of New Glass List

Two weeks ago **HARDWARE AND METAL** announced that eastern jobbers of glass had adopted a new selling list for glass in cases. Some confusion has been caused in the retail trade by the adoption of the new list—many retailers not understanding why the new list prices had been put into effect. The following explains the situation:—

The introduction of the new Window Glass case price list of eastern jobbers, "\$17.00 base," means a re-adjustment of the retail selling prices. The old case price list with 10 per cent. discount would not permit of its being used by the retailer as a selling list. The new prices, however, give the retailer not only a buying, but also a selling list. Purchasing at the discount of 50/10 per cent., the re-sale price, it is claimed should be 33 1/3 per cent. off the \$17.00 base. Estimating the average freight and cartage at 50c a case for Single Thick, by adopting a selling price of 33 1/3 per cent. the net profit per case is also 33 1/3 per cent. of the sale price. This is not too great considering the considerable hazard in the glass business.

The jobbers have adopted a selling discount of 40 per cent. off the pane price list. The retailer who buys panes cannot afford to sell at better than net list, but even so the margin is scarcely sufficient to cover freight, casing, and net profit. Insomuch, however, as most pane business is supplied from the retailers' own stock of cases, selling at net pane list gives an average profit on the sale of 25 per cent. more than if sold in case lots at 1/3 off.

Fair and profitable retail selling prices, therefore, should be about 33 1/3 per cent. off the case price list, and net list for panes.

Readjustment In Boiler Tube Prices

Toronto.

BOILER TUBES.—A slight readjustment was made in the price of boiler tubes during the week when 1½-inch lapweld were quoted up to \$31 per 100 feet, and 2¼-inch lapweld at \$33. Dealers assert that they are unable to buy from manufacturers in the United States for delivery in less time than twelve to fifteen months. Stocks locally, however, are fairly heavy, and the demand may be taken care of. There has been a continuation of good demand during the week, which is rather exceptional for this time of the year.

	Per 100 Feet	
	Cold Drawn	Lapweld
1-inch	\$27 00	\$.....
1¼-inch	33 00	.....
1½-inch	35 00	31 00
1¾-inch	38 00	30 00
2-inch	38 00	30 00
2¼-inch	40 00	33 00
2½-inch	46 00	36 00
3-inch	52 00	42 00
3¼-inch	.....	42 00
3½-inch	62 00	52 00
4-inch	76 00	65 00

Demand Good For Lead And Zinc Products

Toronto.

LEAD AND ZINC PRODUCTS.—There has been a continued good demand for lead and zinc products of all kinds, the interest coming largely from manufacturers in various lines of industry. Prices of lead pipe advanced 1c lb. on Thursday.

Lead pipe, lb.	\$ 0 18	.....
Lead waste pipe, lb.	0 19	.....
Lead traps and bends	15% on list	.....
Lead wool, lb.	0 16	.....
Lead sheets, 3 lbs. sq. ft.	0 16¾	.....
Lead sheets, 3½ lbs. sq. ft.	0 16¾	.....
Lead sheets, 4 to 6 lbs. sq. ft.	0 16½	.....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 42	.....
Solder, strictly, lb.	0 41½	.....
Solder, commercial, lb.	0 40	.....
Solder, wiping, lb.	0 40	.....
Solder, wire, lb.	0 45	.....
Zinc sheets, per lb.	0 26	.....

Heavy Lead Pipe And Old Rubbers Higher

Toronto.

OLD MATERIALS.—An increase of ¼c per pound was being paid by dealers in old materials for heavy lead pipe during the week. Old rubbers, boots and shoes were also advanced ¼c. Automobile tires, on the other hand, declined ¼c per pound. Demand for old materials has slackened somewhat and it is presumed that consumers may be fairly well stocked up. There has been a considerable amount of old materials offered for sale. Dealers look forward to renewed interest.

Tea lead	\$ 0 07½	.....
Heavy lead pipe	0 11	.....
Yellow brass	0 15½	0 16
Red brass	0 22	.....
Light brass	0 11½	.....
Scrap zinc	0 09	.....
Heavy copper	0 26½	.....
Old cast iron, per ton	24 00	.....
Stove plate, per ton	18 00	.....
Old rubbers, boots and shoes	0 08¾	.....
Overshoes, lumbermen's rubbers		
boots	0 06½	.....
Bicycle tires	0 03½	.....
Auto tires	0 05½	.....

Italian And Russian Hemp Ropes Advance

Toronto.

CORDAGE, TWINE.—An advance of 3c to 6c per pound has been made effective in Russian and Italian hemp ropes, due to the scarcity of tonnage and the difficulty of getting supplies forward. Tarred yacht marline is now quoted at 57c per pound, the former price being 54c. Deep sea hemp line is now quoted on a basis of 50c, an advance of 6c. Tarred hemp ratline is up 3c per pound and is now quoted at 43c basis. Tarred hemp bolt rope is now quoted at 45c, an increase of 3c, while marline and house-line have also advanced 3c and are likewise quoted at 45c per pound base. Italian rope is quoted at 50c per pound base. Italian packings have been advanced from 2c to 4c per pound. Square-braided hemp packing has increased 4c and is

now quoted at 34c, No. 1 Italian and No. 2 Italian hemp packing have both increased 2c per pound, the former now selling at 40c and the latter at 32c per pound. The binder twine situation remains in the same status as recorded last week. The International Harvester are selling in Ontario at advances over the opening prices, but the Plymouth Cordage Company is still out of the market and is not taking any further orders. Demand for rope has been somewhat quiet, but deliveries on spring business have been going forward. Prices are firmly held owing to the probability that all fibres entering the United States will soon have to pay an additional 10 per cent. war tax.

Gas Ranges Advance; Electric Very Firm

Toronto.
STOVES, RANGES.—An advance in

gas ranges has been made effective by one of the large manufacturing concerns. While the increase had not been computed at the time of writing, it is understood that it will be somewhere in the vicinity of 10 per cent. The higher prices have been due in large measure to the situation in black sheets. Electric ranges are also in very firm position and an advance in these lines would not come as a surprise. Demand for both electric and gas ranges has been good, better in fact than the supply. There has been a steady market for oil heaters and oil cooking stoves. It is expected the demand for these latter stoves will be heavy this summer and dealers are anticipating that available supplies will not anywhere near meet it. This is expected to hold true in many summer lines, included in the number being refrigerators. Enamelware held steady in price with a continued good demand.

cast by dealers, owing to the inability of manufacturers to get wire rods, quotations for the week record no change from the previous prices of \$5.20 per hundred lbs. base for wire nails, and \$5.00 per hundred pounds base for cut nails.

There has likewise been slight change in fence wire prices, which have remained firm during the week. The following are quotations with an increase of 15c per 100 lbs. on No. 12 and No. 13 plain galvanized wire:

Barb wire, \$4.65 per 100 lbs.; No. 9 plain galv., \$4.25; No. 12 plain galv., \$4.60; No. 13 plain galv., \$4.70; No. 9 coil spring, \$4.30; No. 10 O. and A., \$6.16; No. 11 O. and A., \$6.22; No. 12 O. and A., \$6.30.

Plaster Paris And Solder Go Higher

London.

PLASTER PARIS AND SOLDER.—In a steady market with prices remaining fairly firm, slightly higher prices on plaster paris are quoted this week. The new price is \$2.50 per bbl.

An increase has also been recorded in solder, and quotations of 37c per lb. for half and half are being made.

Castor Oil Higher

A further increase in price of castor oil has brought best quotations to 23c per lb. for 1st quality oil.

Mowers, Netting, Wire And Tools Unchanged

London.

MOWERS, NETTING, WIRE AND TOOLS.—With a continued seasonable demand for gardening tools, quotations on lawn mowers have remained steady at previous quotations, and prices this week are unchanged at 40 per cent. off list.

Poultry netting also included in the above demand is unchanged and Canadian is quoted at 30-10 per cent. off standard list.

Prices on screen wire were maintained during the week and painted wire in 100 ft. rolls is quoted at \$2.75 per 100 sq. feet while 50 ft. rolls are quoted at \$2.80 per 100 sq. feet. Bronze wire prices are unchanged at 14c per sq. ft.

Harvest tools are also unchanged at 33 1-3 off standard list price.

New Glass Prices; Spades And Shovels

London.

GLASS, SPADES AND SHOVELS.—

Prices of glass on the basis of the new list and discount are unchanged from last week, and are maintained firmly at 50-10 per cent. off new standard list for single diamond, 50-10 per cent. off list for double diamond, and 50-5 per cent. off list for cut lights.

Quotations on spades and shovels are firmly maintained at 35 per cent. discount from standard list for firsts, 20-10 per cent. discount for seconds, and 12½ per cent. discount for fourths, with the \$1 per doz. net extra for full Polish and 50c per doz. net extra added for half Polish spades and shovels.

LONDON MARKETS

LONDON, May 31.—A steady continuance of fair business with a number of important price changes has marked the situation here during the past week. Unsettled weather has continued to retard the sale of summer lines, but prices remain firm. Advances have chiefly affected white lead in oil, spades and shovels, castor oil, binder twine, plaster paris, iron and steel, and solder, while putty, linseed oil, turpentine, nails, fence wire, screen wire and rope are practically unchanged.

New Prices On Spades And Shovels

London.

SPADES AND SHOVELS.—As indicated in HARDWARE AND METAL last week, higher prices on spades and shovels have been occasioned by the condition of the steel market. Net prices on spades and shovels figured at the new price of \$1.00 per doz. net extra for full polished, in place of 75c per doz. are as follows:—

1sts—Jones, \$13.35 doz.; Bulldog, \$13.35 doz.
2nds—Burns, \$12.88 doz.
4ths—Olds, \$11.50 doz.; Fox, \$11.50 doz.
Hollow Back—Star, \$10.19 doz.; Black Cat, \$10.19 doz.

New Discounts On Scoop Shovels

London.

SCOOP SHOVELS.—New discounts on scoop shovels quote Black Cat scoop shovels at 7½ per cent. off net prices, Jones Socket scoop shovels at 15 per cent. off, and F. and W. Socket scoop shovels at 15 per cent. off. Following are the net prices figured at new discounts:

Black Cat—Net prices:—No. 2, \$12.77 doz.; No. 4, \$13.69 doz.; No. 5, \$14.16 doz.; No. 6, \$14.62 doz.; No. 8, \$15.54 doz.; No. 10, \$16.47 doz.
Jones Socket—Net prices:—No. 4, \$15.63 doz.; No. 5, \$16.23 doz.; No. 6, \$16.48 doz.; No. 8, \$17.50 doz.; No. 10, \$18.35 doz.
F. and W. Socket—Net prices:—No. 2, \$14.45 doz.; No. 4, \$15.13 doz.; No. 6, \$15.98 doz.; No. 8, \$17.68 doz.; No. 10, \$21.08 doz.

Iron And Steel Prices Go Still Higher

London.

IRON AND STEEL.—Following out predictions of inevitable increases in prices of iron and steel, new advances have been made during the past week. Under the new prices bar iron is quoted at \$4.50 per 100 lbs., and bar steel at \$4.75 per 100 lbs. base.

Horse Shoe Prices

Following an adjustment in prices on horse shoes, the following quotations are now being made; light iron No. 1 and smaller, \$5.40 per 100 lbs., No. 2 and larger \$5.15 per 100 lbs. XL steel horse shoes in No. 1 and smaller sizes are quoted at \$5.85 per 100 lbs., while No. 2 and larger XL steel shoes are quoted at \$5.60 per 100 lbs.

Higher Prices On Binder Twine

London.

BINDER TWINE.—With a firm market for all cordage lines, and a good demand for rope both in Canada and the United States, slightly advanced prices on binder twine are quoted this week. Best prices are as follows: 19½c per lb. for 500 ft., 20c per lb. for 550 ft., 20½c for 600 ft., and 21¼c for 650 ft.

Little Change in Rope

Prices on rope have remained firm with few slight changes during the week. New quotations are as follows: 33½c base for pure Manila rope, 27½c base for British Manila, 27½c for New Zealand hemp, 24¼c base for Sisal. Cotton rope 3-16 at 41c per lb., and cotton rope ¼ and larger at 40c per lb.

Nails And Fence Wire Prices Firm

London.

NAILS AND FENCE WIRE.—Though higher prices on nails are fore-

Linseed Oil And Turps Are Steady

London.

LINSEED OIL AND TURPENTINE.—Last week's easier prices on linseed oil and turpentine were maintained during the week, and the following quotations have been firm.

	Raw Per gal.	Boiled Per gal.
1 to 2 barrels	\$1.40	\$1.43
3 to 5 barrels	1.39	1.42
6 to 9 barrels	1.37	1.40

There has likewise been a firm maintenance of prices on turpentine at last week's quotations showing a decrease of 2c per gal. Prices unchanged are as follows: In 1-bbl. lots at 76c per Imp. gal.; in 2 to 4-bbl. lots at 75c per Imp. gal.; in 5 gal. lots at 83c per Imp. gallon.

WINNIPEG MARKETS

WINNIPEG, May 31.—Business during the month has turned out to be greater in volume than was at first anticipated and as a result the total arrived at will be decidedly encouraging. The turnover for the first five months of the year shows a very nice increase over returns for last year and although this, in a measure, may be attributed to increased prices, it is by no means wholly so and altogether the outlook seems very encouraging for a record year.

Jobbers report that despite the high prices prevailing on woven fencing, the demand is very good and during the next month or six weeks expect big sales on this line. Now that seeding is practically completed, farmers will have time to erect fencing and by pushing for this trade strongly, retailers will be able to increase their sales. Another small advance in price has been made during the week, about five per cent., not enough to curtail sales to any extent.

Further Heavy Advances In Effect

Winnipeg.

To finish up a month with some record prices being put into effect, comes the word that further advances have been made in black and galvanized sheets, bolts and nuts, eavetrough and conductor pipe. No new advances have been made in linseed oil, turps or white lead and prices on heavy mixed paints still remain at their former level. Altogether, however, the past month has seen some big advances made and indications are that higher levels yet will be attained in practically all lines.

The present advance in galvanized and black sheets amounts to about \$1.00 per 100 lbs. and although this brings figures to an almost prohibitive figure, indications are that the end is by no means yet in sight and furthermore, predictions are being freely made that by this fall, a distinct shortage will occur as regards the regular channels of trade. The

White Lead In Oil Up; Putty Unchanged

London.

WHITE LEAD IN OIL AND PUTTY.—Prices on white lead in oil have increased \$1.00 per 100 lbs. on latest quotations. It is probable that some firms who have a large stock of lead on hand, will sell some of it at old prices. New quotations show a price of \$17.50 per 100 lbs. for pure lead in ton lots, and \$17.80 for pure lead in less than ton lots.

Putty Prices Firm

There has been no change in putty quotations during the week and following prices have been maintained:

Standard, 25-lb. drums, \$4.45 per 100 lbs.; 100-lb. drums, \$4.35; Pure, 25-lb. drums, \$5.45; 100-lb. drums, \$5.35; Bladder, bbls., \$4.60; less bbls., \$5 per 100 lbs.

entry of the U.S. into the war means that the government there will commandeer the bulk of the output and this will certainly leave a very small percentage available for commercial purposes. Present prices based on this latest advance are:

Black Iron Sheets—28 ga., \$10 per 100 lbs.; 26 ga., \$9.90; 24, 22 ga., \$9.85; 20, 18 ga., \$9.80; 16, 14 ga., \$10; 12, 10 ga., \$10.25.

Galvanized Iron Sheets—10 $\frac{3}{4}$, \$12; 28, \$11.70; 26, \$11.40; 24, \$11.25; 22, \$11.25; 20, 18, \$11.10.

Bolts And Nuts Go Still Higher

Winnipeg.

The new prices issued on bolts, reveals a percentage being charged on the list for some sizes and styles. It is some time since any change has been made on these lines but the tendency continues upwards as has been noted from time to time during the past two and one half years. Present discounts are as follows:

Carriage Bolts— $\frac{3}{8}$ and smaller, 5% off list; 7-16 and larger, 5% on list.

Machine Bolts— $\frac{3}{8}$ and smaller, 5% off list; 7-16 and larger, 5% on list.

Sleigh Shoe Bolts— $\frac{3}{8}$ and smaller, 5% on list; 7-16 and larger, 5% on list.

Plow Bolts—5% on list.

Shaft Bolts—5% on list.

Coach Screws—20% off.

Elevator Bolts are sold at the following net prices: $\frac{1}{4}$ x $\frac{3}{8}$, $\frac{3}{4}$, \$1 per 100; $\frac{7}{8}$, 1, \$1.05; $1\frac{1}{4}$, \$1.10; $1\frac{1}{2}$, \$1.15.

New Prices on Nuts

A rearrangement in prices being charged for nuts has been made and Hexagon and square now take different extras. The present quotations are based on the following extras:

Square tapped, 4 $\frac{1}{2}$ c on list; Blank, 4 $\frac{1}{2}$ c on list; Hexagon tapped, 5c on list; Blank, 4 $\frac{1}{2}$ c on list.

Full cases for all styles 1c per lb. less.

Net prices on the square tapped nuts, with which most retailers are familiar are given herewith:

$\frac{1}{4}$ in., \$18.75 per 100 lbs.; 5-16 in., \$17.75; $\frac{3}{8}$ in., \$15.85; 7-16 in., \$14.85; $\frac{1}{2}$ in., \$14.55; 9-16 in., \$13.95; $\frac{3}{4}$ in., \$14.05; $\frac{7}{8}$ in., \$13.75; 1 in., \$13.65.

Wire Nails Have Advanced 25c

Winnipeg.

Wire nails have advanced 25c per keg making a new basis of \$5.85 per keg.

Cast Steel Up

Cast tool steel has advanced to 15c lb. basis.

Bar Iron And Steel Advanced

Winnipeg.

One of the most important advances to record for the week is that affecting bar iron and steel, all lines of which have come in for a further revision in prices. The shortage affecting small bars continues and has influenced quotations to an extremely high level as will be seen below. The present basis for quotations on iron and steel is noted herewith:

Bar Iron—Base, \$4.50 per 100 lbs.; Round, 3-16, $\frac{1}{4}$, 5-16 in., \$6.75; $\frac{3}{8}$, 7-16 in., \$5.

Band Iron—Black, \$5.25 base per 100 lbs.; Galvanized, \$8.25.

Hoop Iron— $1\frac{1}{4}$, \$6 per 100 lbs.; $1\frac{1}{2}$, \$5.50; 2, \$5.50.

Swedes Iron Base—\$5.25 per 100 lbs. Angle Steel—\$5.35 per 100 lbs. base.

Band Steel—\$5.25 per 100 lbs. base.

Harrow Tooth Steel—\$5.25 per 100 lbs. base.

Machinery Steel—\$6.25 per 100 lbs. base.

Mild Steel—\$5.25 per 100 lbs. base.

Mild Steel—3-16, $\frac{1}{4}$, 5-16, \$6.75 per 100 lbs.

Plow Steel—Common, \$6.25 per 100 lbs. base.

Crucible, \$7.25 per 100 lbs. base.

Sleigh Shoe Steel—\$5.25 per 100 lbs. base.

Spring Steel—\$6.25 per 100 lbs. base.

Tire Steel—\$5.35 per 100 lbs. base.

Eavetrough And Pipe Advanced

Winnipeg.

Following a long period of inactivity, eavetrough and conductor pipe during the past six weeks has come to the fore in leaps and bounds and is again in the limelight this week with further advanced prices. The continued increase in galvanized sheets has made this necessary and in the light of present prices on this commodity, the revisions below on eavetrough seem quite justified. Present prices are as follows:

Eavetrough—8, \$6.10 per 100 ft.; 10, \$6.80; 12, \$8, 15, \$10.95.

Conductor Pipe—2, \$7.15 per 100 ft.; 3, \$8.60;

4, \$11.40; 5, \$15.45.

Conductor Pipe Elbows—2, \$1.70 doz.; 3, \$1.95;

4, \$3.15; 5, \$7.85.

Rainwater Cutoffs—3, 55c each; 4, 68c each.

Conductor Pipe Hooks—3, \$5.95; 4, \$7.

New Prices On Latches And Pulleys

Winnipeg.

Mentioned in last week's report were discounts on Yale night latches, awning pulleys, but at that time net prices were not available. Net prices are included herewith along with other sundry lines which have undergone a change in price.

Yale Night Latches—42, \$30.25 doz.; 042, \$28.25; 44, \$34.50.

Awning Pulleys—74x1, 57c; 1 $\frac{1}{4}$, 68c; 1 $\frac{1}{2}$, 85c;

2, \$1.60; 174x1 $\frac{1}{2}$, \$1.60; 2, \$3.40.

Side Pulleys—25x1 $\frac{1}{2}$, 77c; 2, \$1.10; 2 $\frac{1}{2}$, \$1.70.

Wing Pumps—1, \$7.10 each; 2, \$7.80; 3, \$9.50.

(Continued on page 73)

WHAT OTHER PAPERS SAY

DO YOU CHECK YOUR INVOICES?

From *Hardware Trade*

The attention of *The Hardware Trade* was recently called to the source of many complaints filed with wholesalers and others for merchandise supposedly short.

This source lay in the failure to carefully check the goods against the invoice with the result that many unfounded claims are made.

That there are occasional shortages is understood. No system is without an occasional lapse. Errors will creep in, in spite of the utmost care in checking and re-checking at the time the goods are assembled and packed for shipment.

In general, however, these lapses do not often exist. The extreme degree of care taken prevents their very frequent occurrence.

In spite of this, failure on the part of the retailers' clerks or "merchandise checkers" to exercise the same degree of diligence results in a constant supply of claims for shortages, many of which are later reported as non-existent with the subsequent discovery of the missing articles.

In the meantime, however, correspondence has ensued, the shipper has been forced to a lot of needless and costly investigation, and the merchandising speed has been retarded.

How then should these errors of omission and commission be removed?

Obviously by more care on the part of the receiver of merchandise. No box or case should be opened without the invoice handy for checking purposes.

Every box and carton in the larger case or package should be examined as it is often more feasible to pack several small items in one small container than to use a separate container for each.

When this care has been taken, and errors are found apparent, a second checking should be made with the thought that possibly the goods have been previously overlooked. If this results in their still being lacking, it is time to put in the customary claim for shortage.

Still another reason for due care in checking merchandise against the invoice exists under market conditions which have prevailed for the past few months.

With merchandise subject to frequent and radical price changes, practically all upward in their nature, the retailer who does not use this care is likely to find himself selling staples for less than his invoice cost, to say nothing of his added expense of handling.

The little leaks and losses, often overlooked because of their very smallness, are the leaks and losses which in the aggregate often stand between the retailer and the net profits which he should have.

Care is an essential of good merchandising.

A FOOD CONTROLLER.

From *The Financial Post*

The food problem ranks with that of the submarine menace in its great importance in relation to the conduct of the war. Food for the guns is now being created in satisfying quantities. It remains to supply the food for the men behind the guns. And it remains for the people behind the men behind the guns to arrange the supply. The problem has been increased by a shortage

of world production for which military activities and unfavorable weather have been responsible. The seriousness of the situation has been brought home to the individual by the rise in prices—by the effect upon the individual pocket rather than upon the national exchequer. There has been a great outcry by the people and a demand for a food controller. Let us consider what he may control.

In the first place there is production. In the second place there is consumption. The start-all and the end-all. Between is supply and demand—and buying power—to control the distribution. Price is the result or supply and demand and the prevalence of wealth which decides the relative value of the dollar for the time being.

The foregoing is a simple economic basis upon which to consider the problem. Therefore energies should be bended to the increase of production and the decrease of consumption, with elimination of waste bearing upon the latter phase. If a food controller is given power in regard to these matters, he may become a factor in the situation.

To take a further step will mean a long stride. If the Government wishes to dictate prices it must be prepared to go into the market and buy all produce when it comes to the market, and sell it when it goes to the consumer. This will raise many problems.

In the first place, the Government will require a marketing machine which will cover the whole country for buying and selling. This will be difficult to establish and we venture to say from experience with such Government efforts in Canada, that the expense and the loss through the inefficiency which will develop when party servants endeavor to operate such highly developed plants as those of the packing companies will be greater than the benefit which will result. We say this with emphasis, in the light of the fact that profiteering in foodstuffs has still to be proven.

Then there will be the consequence of artificial prices, to be considered. We are exporting and not importing foodstuffs in Canada. Therefore, it is to our national interest to have high prices. We do not

think that even a food controller can establish an export price on a different level to that for home consumption. If a maximum price is established lower than the natural market—that seems to be the public desire—then production will be discouraged, and that would be the greatest evil of all. Besides, our exports are going to our Allies, and we should not ask them to pay higher prices than we ourselves at home. Or, should we go so far as to fix prices on exports to our Allies, then we would have Canadian food products being sold at a lower level in the world market than those of other countries. This would be discouraging to our agricultural industry, the greatest industry of the country.

We believe that if a food controller is appointed, he should devote himself to increase of production, reduction of consumption, and elimination of waste. The crux of the difficulty is that there is a shortage of supply and the people are not satisfied to reduce consumption because they have the money to pay the price. If cases of cornering of supplies for the purpose of creating extortionate prices can be proven, the food controller should, of course, have power to deal with them, but up to the present such cases have existed only in the minds of agitators.

SMALL DEALER'S GOOD WILL

From *American Artisan and Hardware Record*

One of the greatest assets which the manufacturer and jobber can have is the good will of the retail merchant. Without it, they might as well cease to do business, for while they may spend thousands and hundreds of thousands of dollars in advertising in the community, the local man can in ninety-nine cases out of a hundred kill the proposed sale, even if the customer is set on buying a certain article.

That is where many of the manufacturers and jobbers make a vital mistake. They fail to see the retailer is an important cog in the machinery of the sale. They fail to see that, without his co-operation and help, they will not do one-half the business they should, even with a most worthy article. On the other hand, if they will but cultivate the good will of retail merchants, they will be surprised at the results achieved.

Recently a test was conducted by a committee of advertising men in a Western city, to learn if possible to what medium of advertising the various products owed their popularity and wide sale. After an unbiased investigation, it was found over fifty-three per cent. of the total goods sold was due entirely to the influence of the local merchant, who met the customers when they came into the store to make a purchase. The forty-five per cent. left was traced to various other forms of advertising, ranging from the daily newspaper to the billboards.

This is a startling illustration of what the good will of the little dealer does. He is too big a factor to be overlooked in the merchandising of any product and any one who is operating the sales department of any plant makes a vital mistake in neglecting this good will as one of the most important items of his sales campaign, for without it nothing like real success can be achieved.



First Aid.
—Kirby in *New York World*

WEEKLY MARKET REPORT

(Continued from page 71)

*Putty Advanced***50c 100 Pounds****Winnipeg.**

An advance of 50c per 100 lbs. has gone into effect on putty, making a new price of \$5 per 100 lbs. in 100 lb. irons and \$5.20 per 100 lbs. in 25 lb. irons.

No further change has been recorded locally on linseed oil and turpentine, prices remaining firm on the following basis.

Linseed oil, raw, \$1.64 per gal. bbl. lots; boiled, \$1.67.

Turpentine, \$85c per gal., bbl. lots; 88c per gal., ½ bbl. lots; 90c per gal., 5 and 1 gal. lots.

*Solder And Lead***Pipe Advanced****Winnipeg.**

New prices have been issued on solder, lead pipe and lead waste, representing a further advance as follows: Solder, cases, 41c lb.; less than cases 42c lb.; lead pipe \$17.40; lead waste, \$18.40.

NEW ROAD RULES FOR MONTREAL

(Continued from page 52)

this Act or of any regulation prescribed by the Lieutenant-Governor in Council, unless at the time of such violation the motor vehicle was in the possession of some person other than the owner without his consent, express or implied, not being a person in the employ of the owner.

21. The Minister of Public Works and Highways may at any time for misconduct or infraction of the provisions of this Act or of any regulations thereunder by an owner or driver of a motor vehicle suspend or revoke any permit or license, and during such suspension and until any such revocation shall be cancelled by the Minister of Public Works and Highways no further or other license shall be issued to such owner or driver.

24. (1) Any person who violates any of the provisions of sub-section 1 or 2 of section 8, sub-section 1 of section 9, or sections 12, 14 or 18 shall be liable, for the first offence to a penalty not exceeding \$50 or one week's imprisonment or both; for the second offence to a penalty not exceeding \$100 or one month's imprisonment or both, and for the third or any subsequent offence to imprisonment not exceeding six months.

Amendments to Highway Travel Acts

3. (3) Where a person travelling or being upon a highway in charge of a vehicle or on horseback meets another vehicle, or person on horseback at a cross-road or intersection, the vehicle or horseman to the right hand shall have the right of way.

10a. Any by-laws passed by any municipal corporation or board of police commissioners or police trustees for regulating traffic on the highways which are inconsistent with the provisions of this Act, shall be deemed to be repealed.

Unlicensed Motorists Get Extension of Time

In addition to these amendments, some

other provisions were also adopted. One of these provided for the extension of the period in which motorists could use their cars without taking out a provincial license, from twenty-one to thirty days. This clause chiefly affects tourist traffic from the United States, and permits of American autoists entering and remaining in Canada for a continuous period of thirty days without taking out an Ontario license.

Another welcomed provision which was ratified by the Government was that making it possible for motorists to pass funerals on country roads. Prior to this a funeral on a country road has held full sway, and owing to the probability of the horses taking fright at a passing automobile the authorities prohibited the practice. It is now recognized that with the increasing popularity of motor funerals much of the danger has been eliminated, hence the grant of permission to the motorist to pass such funerals.

NEW CUSTOMS RULING ON WELL MACHINERY**Special Cases to be Referred to Ottawa When Importer Appeals**

Appraisers' bulletin No. 1511 for the guidance of customs officers, on and after May 21, has been sent out by the Department of Customs, and is as follows:

Well drilling machinery and apparatus for drilling for water, natural gas and oil, in general, are held to be of a class or kind manufactured in Canada, and, as such, are not entitled to entry under tariff item 469, with the exceptions noted below.

The following well drilling machinery and apparatus believed to be of a class or kind not manufactured in Canada may be entered under tariff item 469 until further instructed:

Well drilling machinery operated on the "rotary flush system," the "jetting flush system," or the "hydraulic system," and in which the chisel-shaped drill is not used, not to include motive power.

Case hardened and forged steel nipples for recutting threads on casing or in casing coupling when lost in the well.

Well packers.

Swivel wrench (Barrett's).

Oil well jacks (Barrett's), not including wrenches for tightening and loosening joints.

Apparatus of greater weight or diameter than stated below:

Drilling bits, 1,100 lbs.

Under reamers, 1,060 lbs.

Drilling jars, 725 lbs.

Fishing jars, 650 lbs.

Swedges, 740 lbs.

Casing spears for 12 in. dia. casing.

Casing cutter for 6 in. dia. casing.

Ring and wedges (sometimes called spider and slips), for 6½ in. dia. casing.

Elevators for raising and lowering casing for 5 in. dia. casing.

Collectors may refer any special case to the department for ruling when the importer desires to appeal against the decision for the collection of duty on well drilling machinery and apparatus.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

842. **South African commission merchants.**—A well-established firm of commission merchants in Johannesburg, South Africa, wishes to arrange with Canadian manufacturers of all descriptions of goods, except machinery, to represent them on a commission basis in South Africa. Banking and other references furnished on application to the Commercial Intelligence Branch, department of Trade and Commerce.

843. **Axes, etc.**—An important concern in Newfoundland desires to be put in touch with Canadian manufacturers of axes and axe-handles.

844. **Lanterns.**—Canadian manufacturers in a position to supply kerosene oil lanterns are asked to communicate with a Newfoundland inquirer.

848. **Machinery.**—A British engineering firm in Vladivostok wishes to get in touch with Canadian firms supplying various kinds of machinery.

849. **Timber, machinery, wheat, clothing, etc.**—A Johannesburg, South Africa, firm of commission agents wishes to obtain agencies to represent Canadian exporters of timber, manufactured wood, agricultural machinery, wheat, clothing, binder twine, canvas and duck, cotton piece goods, butter and substitutes, foodstuffs and cheese.

853. **Infusorial earth.**—A large corporation in the United States wishes to secure regular supplies in carload lots of infusorial earth in its purified and finely-powdered form.

854. **Paper drinking cups.**—A New Zealand firm require large quantities of paper drinking cups and would like to communicate with Canadian manufacturers.

855. **Representation in Trinidad.**—The head of a long-established commission house in Port of Spain, Trinidad, which has travellers throughout the West Indies and successfully represents in those colonies a number of the most important manufacturing industries in Canada is now visiting Canada. He would like to arrange to represent a few additional lines of Canadian manufactures. Full particulars can be obtained from the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

It is a fact that catalogue buying can thrive only where the local dealers are sufficiently lacking in enterprise to let it grow. As every hardwareman knows, the local dealer has advantages which, if employed actively, reduce mail order buying, to a negligible quantity. If these advantages are used, the catalogue house, no matter how active a campaign it may make, will get but a slender share of the business.

During the past few years several thousand auto garages have been erected, some of wood and others of metal. In some instances they have been painted, and in others they have not. Every town can boast of a large number of private garages. Would it not be a good plan to obtain a list of garage owners in your town and try and interest them in the subject of painting.

WEEKLY PAINT DEPARTMENT

Pure Paint Bill Introduced

Formula on the Label, as a Protection to Customer—Bill in U.S. Congress Brings Out Interesting Points.

CANADIAN manufacturers and retailers of paint will follow with interest the procedure following the introduction in the United States Congress of a "Pure Paint Bill." The details of the bill are outlined in an interesting article in *Printers' Ink*, New York, as follows:—

"What does the public want in the way of information on the label of goods it buys? Is the name of the manufacturer and his trade-mark sufficient guarantee, or does the purchaser need the added protection that might be afforded by a formula showing the composition of the contents? These questions arise as a result of a bill introduced in the United States Senate to prevent the "manufacture, sale or transportation of adulterated, mislabeled or mis-branded linseed oil, turpentine or paint." The proposed law, called by its champions the "pure paint" bill, is of first importance, of course, to paint manufacturers and retailers.

Under the provisions of the bill, which Senator Kenyon introduced the Department of Agriculture would establish standards for determining the purity of "linseed oil," and for the enforcement of the new restrictions upon mis-branded paint there would be called into service Federal machinery approximating that now employed in the enforcement of the Pure Food and Drug Act. The label on any liquid or mixed paint would have to show the net measure of the contents of the container, and in the case of paste of semi-paste paints, labels must show weight of package if the goods are intended to be sold by weight. An interesting detail is the requirement that every label shall be printed in plain, legible type and, "so far as possible, common English words shall be used instead of technical terms."

This clause, from section 2, is significant: "Nothing in this Act shall prohibit a manufacturer of linseed oil, turpentine, or paint to sell upon a written contract to a consumer, for use only on products of his own manufacture, goods misbranded or unlabeled as to their ingredients, but bearing conspicuously the printed statement that they are made in accordance with a private formula."

Paint manufacturers who desire to preserve the prestige of an advertised

brand might also be enabled to establish important precedents for advertisers in other lines were they to take advantage of some of the provisions of Section 12. This section of the bill decrees that an article shall be deemed to be mislabeled, "First, if it be an imitation of or offered for sale under the name of another article. Second, if the contents of the package as originally put up shall have been removed, in whole or in part, and other contents shall have been placed in such package." It goes without saying that this code, if adopted with reference to certain other commodities, would bid fair to solve some of the problems of substitution that now worry many manufacturers.

Name of Manufacturer Means More Than Formula

A considerable share of the membership of the Paint Manufacturers' Association seems to be against "the formula label" feature of the bill on general principles. Speaking through Secretary G. B. Heckel, it claims "that the formula label sets up a false and misleading standard of quality." Pursuing the subject, Secretary Heckel declares: "I claim that it is perfectly possible to have two formulas on paint cans—both truthful—duplicate in every respect, and that the paint in the can shall be in the one case very bad and in the other case very good." And again he says: "The name of the manufacturer on a label, and the reputation of the manufacturer of the goods is of a great deal more importance than a chemical analysis placarded on a label. It implies not certain ingredients purchased haphazardly and put together haphazardly, but it implies an organization that knows how to do it and has obtained a reputation by doing it properly."

It is asserted, furthermore, that "purity" is not necessarily synonymous with "value" in a manufactured article. Senators who stand for the "pure paint" bill do so partly on the assumption that, from the standpoint of the ultimate consumer, pure and genuine ingredients are better than any substitutes, even though there remain all the degrees of difference in preparation above pointed out. Mr. Heckel, on the other hand, said: "I do not agree with the statement that purity, as implied in this act, is in any way

synonymous with paint value. That is a technical question entirely. Poor linseed oil, for some purposes is better than anything else for some paint purposes. For some other paint purposes it is entirely useless, and the same way with all the other materials that may be called pure adulterations. I believe that what are commonly called adulterations in moderate percentages are very useful in many paints."

The expense and inconvenience of formula labels, particularly under the rapidly changing conditions of the present, is a consideration that has been brought out rather conspicuously in the current inquiry. It has been asserted before the Senate Committee on Manufactures that by no means all of the paint on the market to-day is what it is labeled or represented, for the simple reason that some of the ingredients called for in the formula labels in use are virtually unobtainable. Rather than go to the bother of obtaining new labels, a number of manufacturers, it is reported to the Senate, have stood for inaccuracies.

More than this, the labels are frequently retained in an emergency of this sort to obviate the necessity of explaining to the buying public why the change in formula has been made. Senators who heard this argument conceived that it would be a wholly simple job "for an ordinary \$50-a-month clerk" to "run a pencil through the old ingredient and write the new one in," perhaps adding at the bottom some nice, pleasant thing to the effect that the material formerly used was no longer obtainable, but that the manufacturer recommended the substitute.

Many paint manufacturers are convinced that the average ultimate consumer pays very little attention to a formula label. "If the ultimate consumer," says Mr. Heckel, "finds a well-known article which has proved of value, I do not think his knowledge of the value of that material is going to be improved by the formula on the can."

The journeyman painter, on the other hand, is likely to try and test his paint in his own way and pronounce it good or bad on his individual judgment, regardless of what the label says. Furthermore, it is represented that qualified workers at the painting trade have a keener appreciation than some laymen of the fact that price determines quality to a great extent.

Some of the leading manufacturers, such as the Sherwin-Williams Company, of Cleveland, are regularly using formula

(Continued on page 78)

Four Garage-Door Problems Solved by Stanley Garage Hardware



Problem Number One

The owner of this garage wanted doors that would open and close easily, lock securely and close weather-tight. His problem was solved by swinging the doors on Stanley Garage Hinges No. 1457, equipping them with Garage Bolts No. 1055 and No. 1056 and securing them against slamming with Stanley Door Holders No. 1774.



Problem Number Two

This concrete garage has doors that are extra-heavy. Therefore they were hung on 36-inch Stanley Garage Hinges No. 1458, which will support the heaviest garage doors made, swinging them smoothly and without sagging.



Problem Number Three

The architect's plans called for curved-top doors, with windows so placed that strap hinges could not be applied. So the doors were hung with ball-bearing Stanley Garage Butts No. 252, three butts to a door. They are also equipped with Latches No. 1264 and Door Holders No. 1774.



Problem Number Four

When planning this garage, the owner wanted to be able to open all three doorways at once. And, since the garage might at times be crowded, the doors must take up no inside space. Accordingly, the doors were swung out on Stanley Garage Hinges No. 1457. Door Holders No. 1774 keep them from slamming.

Stanley Garage Hardware meets every requirement of the most exacting garage builder, and you can sell it at a good profit. If you do not already carry it, write to-day for Catalog W-52 and full information about selling helps.

The Stanley Works

New Britain,

Conn., U.S.A.

Canadian Representatives: A. MacFarlane & Co., Coristine Building, Montreal

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 31.—The advance in white lead in oil is the feature of the market for painters' materials this week. A dollar per hundred pounds is a decided jump. Linseed oil is a little, but only a very little easier, and expectations are not towards very much lower prices. Turpentine is easier and may go lower. Red lead is higher in line with market conditions. Glass and putty are very firm, and shellac keeps at high prices owing to the great scarcity of this material and the price of spirit.

Ready-Mixed Paints Steady For Present

Montreal.

MIXED PAINTS.—In every way the market for mixed paints keeps firm and steady at prices as last week. No advances have been made in mixed paints and while there are views beyond doubt that advances are justifiable and may come, the market is steady. It is expected that mixed paints may be more expensive in the fall, or possible sooner, unless conditions change materially. The trend of the metal markets is ominous, and it is obviously cheaper to buy ready mixed paints at present prices than to attempt to mix paints from the raw materials bought even in considerable bulk at present prices for raw materials of paint manufacture. Demand for paints is satisfactory, and there is a good steady movement of goods while transportation means are available by rail and water.

Linseed Oil Is Easier In Tone

Montreal.

LINSEED OIL.—There has been a slightly easier tendency again as regards linseed oil, flax-seed having declined at date of writing to 2.86¼ cents as contrasted with \$3.10 of the previous report. The reason for the reduction in the seed is said to be the release of larger quantities by the farmers when prices ruled high. There are big supplies coming into Fort William waiting for boats, and so far only one small cargo is reported to have reached Montreal by water. The outlook as to prices is uncertain, but to expect any marked drop in prices would not be in keeping with the known shortage of flax-seed for the supply of seeds on this continent, and the fact that the United States demand is taking away large amounts of Canadian flax-seed at present. That

firmness may be looked for continuously throughout the summer is the view of those in intimate touch with matters of this market. The range of quotations in Montreal shows the easier tendency noted \$1.38 to \$1.45 being asked for raw linseed oil per Imperial gallon, and \$1.40½ to \$1.48 being charged for boiled in one barrel lots. There is still some tendency to conserve linseed oil stocks, one firm in a big way of business stating that they were not anxious to sell, and not quoting.

Turpentine In Better Supply

Montreal.

TURPENTINE.—More turpentine is available on the Montreal market this week, than had been in sight last week. Quotations were easier than those of last report, and expectations were expressed that possibly even lower prices might be heard of for turpentine. Demand has not been more than average of late, and this may account for the easier market tone to some extent. From 70 to 76 cents per Imperial gallon represents the range of quotations heard of, and for quantities the following quotations were given by one source of supply dealing in oils only:

Turpentine	Per Imp.Gal.
1 to 4 bbls	70 cents
5 to 9 bbls	68 cents

White Lead In Oil Advances A Dollar

Montreal.

WHITE LEAD IN OIL.—Owing to the tremendous firmness in the market for the metal of late, also the continued firmness in linseed oil over such a prolonged period, white lead in oil has made another determined advance. This is strictly in accordance with the clear hint given in **HARDWARE AND METAL** last week, the report then given reading: "Owing to the general firmness in the metal market at present there might be further advances even above the present very high prices of white lead in oil." All records have been surpassed now by this material, the advance notched up on Friday being one dollar per hundred pounds making pure white lead in oil quotations in 5 ton lots \$17.00; in 1 ton lots \$17.30; and in less than tons \$17.60 per hundred pounds.

Dry Red Lead Has Made An Advance

Montreal.

RED LEAD.—Owing to the strict embargo placed by Great Britain upon the

export of English Red Lead there has naturally been a firming up of the market for the Canadian product, and the condition of the lead market does not tend to help matters downwards. Genuine dry red lead is now quoted at \$14.00 per cwt. in 560 lb. casks. In 100 lb. kegs it is quoted at \$14.75, and 16½ cents a pound for less quantities.

Glass And Putty Both Very Firm

Montreal.

PUTTY AND GLASS.—While the market for putty is still very firm, and there are no ideas of reduction in putty prices, advances have not been made as yet. Standard putty is still quoted at \$3.85 per hundred pounds in one ton lots, and \$4.05 per hundred pounds in less than tons. Pure putty is quoted at one dollar per hundred pounds over the price of standard. Glass is exceptionally firm, and likely to be scarce and firmer, but for the present the advances inevitable in Montreal district are in abeyance.

TORONTO

TORONTO, May 31.—There were two outstanding features in the paint markets during the past week, namely, the increase of \$1 per hundred in the price of white lead in oil and a decline in the price of linseed oil with a continued weakness in the latter market. Turpentine was also in weaker market with declines noted in certain quarters and an inclination to shade prices from the higher quotations. Mixed paints have been going into consumption at a good rate, helped along under the stimulus of favorable weather conditions. The opinion is expressed in certain quarters that while an advance is probably due in mixed paints, owing to the condition of the white lead in oil market, that an advance might be deferred owing to the fact that it is now in mid-season and is not an opportune time for price changes.

Linseed Oil Shows Decline In Week

Toronto.

LINSEED OIL.—There was a decidedly weaker tone in the linseed oil market during the week with declines ranging from 2 cents to 8 cents per gallon from the high and low quotations of last week. The range of prices for raw linseed in single barrels is now from \$1.32 to \$1.43 per gallon. On the low quotation this re-



Paint That Pleases Your Trade

That is the paint you want to sell.

Pleased customers buy again and they talk of your store to their friends, while you are advertised by the house they've painted with



B-H "ENGLISH" PAINT 70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

It is easy to sell this paint—more easy than it is to sell the average paint, for it has a reputation of many years' standing on quality and is extensively advertised in all parts of Canada.

If we are not represented in your district, we will be pleased to make you an attractive agency proposition.

BRANDRAM-HENDERSON

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY LIMITED

If interested, tear out this page and keep with letters to be answered.

presents a decline of 8 cents and on the high quotation a decline of 2 cents. There is a disposition to look for lower prices in some well-informed circles as it is pointed out that the October option on flaxseed at Winnipeg was on Wednesday of this week quoted at \$2.50 per bushel while May sales were made at \$2.79 1/4 per bushel. This shows a spread of 29 1/4 cents and would seem to indicate considerable faith in the new crop seed. Reports emanating from the West indicate that there will be a good acreage of flax this year. The condition for the future crop of seed has reacted upon the old crop and in the cash seed at Winnipeg during the past week a decline of 27 cents per bushel was recorded from Friday of last week to Wednesday of this week. Cash flaxseed closed at Winnipeg on the latter day at \$2.79 1/2 per bushel. Inspections of seed at Winnipeg have been heavy during the week, in five days totalling 175 cars. There is a fair movement of seed to Eastern Canada but much seed is undoubtedly finding its way into the United States. Linseed oil in the United States has also been on the down-grade. Locally the demand for oil cake from stockmen is keeping up well, somewhat to the surprise of the crushers. This is due in large measure to the fact that corn is not obtainable. This circumstance has its bearing on the price of linseed oil because disposal of this by-product enables the crushers to sell the oil at a lower price.

	Raw, Per gal.	Boiled, Per gal.
1 to 2 bbls.	\$1.32-\$1.43	\$1.35-\$1.46
3 to 5 bbls.	1.31- 1.42	1.34- 1.45
6 to 9 bbls.	1.30- 1.41	1.33- 1.44

Turpentine Goes To Lower Levels

Toronto.

TURPENTINE.—There was a sagging tendency in the turpentine market during the week, being quoted as low as 69c per gallon in single barrels in certain quarters. From that the price ranged up as high as 76c, but there was shading in prices for the high quotations where the competition of lower-priced turpentine made itself felt. Some dealers report a fairly good supply of turpentine while others assert that supplies have not been arriving very freely. The fact that freight for Toronto has been on the embargo list on account of the strike with the cartage companies has operated to delay shipments of cars from New York. In the Southern market at Savannah turpentine held fairly steady during the week, a decline of 1/4c. being in that quarter prevailing on Wednesday of this week over a week ago. With arrival of better supplies from the South the market is in line for easier prices more generally.

	Per Imp. Gal.
1 barrel lots	\$0.69-\$0.76
2 to 4 barrels	0.68- 0.75
5-gallon lots	0.87- 0.83

White Lead In Oil Jumps \$1 Per Hundred

Toronto.

WHITE LEAD IN OIL.—An advance of 1 cent per pound, or \$1 per hundred,

was put into effect on white lead in oil during the week. This makes the selling price now \$17.50 per hundred pounds in ton lots and \$17.80 in less than ton lots. Elephant genuine on the other hand has increased \$1.20 and is now selling at \$18.30 per hundred. B. B. genuine is quoted at \$19.35 per hundred in less than ton lots. The increase was occasioned through the steadily advancing market in pig lead.

Mixed Paints Are Holding Steady

Toronto.

MIXED PAINTS.—Opinion among those closely in touch with the paint situation indicates a disposition to look for higher prices. This opinion is based on the increased cost of white lead in oil and the increase in the cost of all tin cans. Some manufacturers, however, are protected for their requirements of tin for some time into the future and this may not be a deciding factor toward higher prices with some. On the other hand it is pointed out that with the trade in mid-seasons the time is not opportune for an advance until at sorting season is over. There is an excellent demand for paint at the present time and the fear was expressed that with an advance in price the demand might be curtailed.

Varnish And Gum Shellac Higher

Toronto.

SHELLAC.—Higher prices were recorded in both varnish shellac and gum shellac during the past week in certain quarters. In some instances where pure white varnish shellac had been selling at \$4 per gallon it was advanced to \$4.25, while pure orange that had been quoted at \$3.75 per gallon was advanced to \$4. Gum shellac was also moved to higher levels from the low quotations, following higher prices in the primary market in New York. In TN grade where the low quotation was formerly 62c per pound it is now 69c. On finest orange gum the low quotation is now 79c, which represents an advance of 9c. Finest white gum is also quoted at 79c, an advance of 9c per pound.

Wood Alcohol Has Again Advanced

Toronto.

WOOD ALCOHOL.—Higher prices on wood alcohol were made effective during the week, the range for single gallon now being from \$2.10 to \$2.15 and in barrels \$2 per gallon. There have been steadily advancing prices from the manufacturing drug companies. Furthermore there is a scarcity of the commodity. Demand is not heavy locally.

Glass And Putty Markets Hold Steady

Toronto.

GLASS AND PUTTY.—The situation in glass remains one of firmness. Dealers assert their belief that glass is pretty sure to go to higher levels and they

base the assumption on the fact that stocks in the hands of manufacturers in the U.S. were never lower than at present and that stocks in both Montreal and Winnipeg are light, whereas in Toronto they are fair. With the closing of the factories in the United States on May 25 the manufacture of additional stocks is shut off for the summer. Quotations continue to be made at 50 and 10 per cent. off new list recently issued. Putty was unchanged in price during the week, bulk in casks selling at \$3.90 per hundred pounds and at \$4.35 in 100-lb. drums.

A MINER WHO MOVED A MOUNTAIN

(Continued from page 62)

As a matter of fact it is merely Jackling's means of "keeping in touch." From Salt Lake to Idaho and Montana, then to Seattle and Alaska, and back through Nevada and New Mexico into Utah, is a round trip of about seven thousand miles over land and water. Much of it is bad travel. Jackling makes that round trip at least twice each year, and he carries his office with him every mile of the way. On his steam yacht and in his private car his books, maps, drawings and papers are always at hand.

Jackling's mining interests look like a man-sized job. But just for good measure, apparently, he is also vice-president of two railroads, and two banks, and is a director in seven other large concerns. His business policy is: "Get down to bed-rock economy—both of time and means."

Yes, he makes it all pay. Last year he paid a tax on an income of three quarters of a million dollars. And it is barely a dozen years since he was drawing \$150 a month as an assistant engineer at a small mine.

WEEKLY PAINT DEPARTMENT

(Continued from page 74)

labels on their products, although there are only about ten States of the Union that have laws requiring them.

The larger the operations of the manufacturer, the less in proportion should be his worries over labels, is a theory advanced in behalf of paint producers.

Paint manufacturers are represented at Washington as endorsing the provisions of this "Pure Paint" bill except, perhaps, as to certain particulars. All the same, there appears to be a feeling on the part of the manufacturers who have built up valuable good-will through advertising that whatever safeguards the law may seek to provide for ultimate consumers, they must continue to encourage the idea that the customer's best guarantee of quality and satisfaction is to be found in the name of a trusted manufacturer with a reputation to maintain.

St. Catharines, Ont.—A by-law has been passed by the City Council to sell a site to the Turnbull Electric-Metals, Ltd., for factory purposes. The sale is subject to the erection of a plant within two years.



Our Four Leaders

Canada Brand Pure Paints

(Quality Guaranteed)

Canada Brand Floor Paints

(Surpassed by none)

Jas-per-Lac Specialties

The Present-Future Finish

Jas-per-ite Varnishes

The Present-Future Varnish

Manufactured only by

Ottawa Paint Works Limited

Ottawa, Canada

Toronto Branch:

153 DUCHESS STREET, TORONTO



Easy Selling Varnishes

It's no trouble to sell any brand of varnish once, but a lasting and lucrative trade can only be built on a quality and confidence basis.

All varnish buyers have learned to trust the label of Berry Brothers because they know that every product sold under it is absolutely reliable and true to description.

This earned confidence makes every "Berry" brand safe to recommend and easy to sell.

LUXEBERRY WHITE ENAMEL—whitest white, stays white. Makes a permanent snow-white finish in either gloss or dull effects.

LIQUID GRANITE—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY WALL FINISH—produces artistic color effects on walls. Makes a soft, velvety finish in twenty-one attractive colors and shades.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

Write for Price List and Interesting Dealer's Proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE

ONTARIO

(574)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallies — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle, smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, \$32.75 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½, \$3.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (230 in box), \$3.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80.

Shot, standard, 100 lbs., Toronto, \$17.35; Montreal, \$18; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, \$0c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16.....	\$ 6.00	18/16.....	\$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 32½% off old list.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz.	10 00	12 00
Double Bit	13 00	15 00
Boys' Axes	7 50	8 50
Hunters' Axes	6 25	7 25
Bench—No. 2, doz.	9 40	
No. 3, doz.	10 20	
No. 4, doz.	10 90	

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb....\$1.35-\$1.60
Cut Lace Leather, lb....\$1.50-\$1.85
F.O.B. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.O.B. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.
Carriage Bolts (\$1 list), ¾ in. dia. and smaller, 10%.
Carriage Bolts (\$1 list), 7-16 dia. and larger, net list.
Machine Bolts, ¾ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts (\$3 list), net list.
Step Bolts, large head (\$3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list \$1.50.
Nuts, square, tapped, add to list \$1.75.
Nuts, hexagon, blank, add to list \$1.75.
Nuts, hexagon, tapped, add to list \$2.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12¼-12½
F.O.B. Montreal, London, Toronto.

BRASS

Per lb.
Spring sheets, 8 in. wide, up to 20 gauge 0 60
Rods, base ½ to 1 in. round. 0 55
Tubing, seamless base 0 57
Tubing, iron pipe size, 1 in. base 0 54
Copper I.P.S. 0 58
F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 00
3 sections, 5 ft., doz.	6 60
3 sections, 6 ft., doz.	7 50

F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy	14 50
30-gal. Standard	12 00

F.O.B. Montreal and Toronto.

BOARDS

Eake Boards.		Per doz.
F.O.B. Stratford.		
No. 1—18 in. x 24 in.	7 00	
No. 2—18 in. x 28 in.	7 65	
No. 3—20 in. x 30 in.	8 00	
Ironing Boards.		
Size 12 x 60 ins., doz.	8 00	
Size 14 x 60 ins., doz.	9 00	
Folding, 14 x 58 ins., doz.	21 00	
Sleeve Boards.		
Basswood, stationary, doz.	2 25	
Folding, per doz.	3 60	
Boards, Stove.		
See list under Wares.		
Tin		
BOARDS (Wash)		
Pony	Dozen	\$2 00
Crown	Dozen	4 05
Dandy	Dozen	4 25

Improved Globe	3 15	4 35
Standard Globe	3 25	4 45
Original Globe	3 50	4 75
Newmarket King	4 75	
Diamond King (Glass)	5 00	
Western King (Enamel)	5 25	
Wood, double faced	2 20	

Subject to small discounts for quantities.
f.o.b. Newmarket.

BUTTS

Wrought Steel:—	
No. 840	17½%
No. 800	15%
No. 838	17½%
No. 808	17½%
No. 804	20 and 10%
No. 802, 842, 844	25%
Nos. 810 and 814	12½%
Nos. 820 and 910	25%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Held Back Screen Door, on application.
F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—¼ in., \$14.70 per 100 lbs.; 3-16 in., \$10.20; ¼ in., \$7.80; 5-16 in., \$6.90; ¾ in., \$6; 7-16 in., \$7.65; ½ in., \$7.45; ¾ in., \$7.25; ¾ in., \$7.15; ¾ in., \$7; 1 in., \$6.85.

B.B.B. Chain is priced as follows: ¼ in., \$13; 5-16 in., \$11.10; ¾ in., \$10.30; 7-16 in., \$10.05; ½ in., \$9.85; ¾ in., \$9.65; ¾ in., \$9.50; ¾ in., \$9.35; 1 in., \$9.20.

Fire Welded—7-16 in., \$6; ½ in., \$6; ¾ in., \$6; ¾ in., \$6.

B.B.B. Crane Chain—¼ in., \$9 per 100 lbs.; 5-16 in., \$8; ¾ in., \$7.20; 7-16 in., \$7.20; ½ in., \$7.20; ¾ in., \$7.20; ¾ in., \$7.20. F.O.B. Montreal.

Canadian coil chain, 50% off list.
Cow ties, 12½%; trace chains, 12½%; dog chains, 32½%; halter chains, 32½%; tie-out chains, 60%; stall fixtures, net list; breast chains, 21½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., \$2.40.
F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

List prices power churns:—No. 0, \$11; No. 1, \$11; No. 2, \$12; No. 3, \$13; No. 4, \$17; No. 5, \$20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 25% out of stock.

CHOPPERS, FOOD

Universal (doz.)—		Montreal Toronto
No. 0	\$14 00	\$13 50
1	17 40	16 30
2	20 40	19 00
3	25 80	24 50

CLOTHES LINE (Galvanized)

No. Per 1000 ft.
17—7-strand, 100 ft. lengths...\$6 80
17—7-strand, 50 ft. lengths... 7 00
18—6-strand, 100 ft. lengths... 5 20
18—6-strand, 50 ft. lengths... 5 45
19—6-strand, 100 ft. lengths... 4 60
19—6-strand, 50 ft. lengths... 4 85
F.O.B. Montreal, Toronto, London.

COPPER

Montreal Toronto
Casting ingot, see weekly report.
Bars, ½ to 2 in.\$55 00 \$52 00
Plain sheets, 14 oz.,
14x28 in., 14x60 in. 52 00 54 00
Copper sheet, tinned,
16x60 in., 14 oz. 47 00 56 00
Copper sheet, plan-
ished, 14x60 base. 61 00 60 00
Braziers' in sheets,
6x4 base 52 00 55 00

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb. 0 48½
No. 7, lb. 0 47½
Nos. 8, 9, 10, 12. 0 47
F.O.B. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal. Montreal Toronto
Ordinary, 52 sheets... 9 00 8 50
Galvanized
Apollo Crown Gorbals
18x24x52 ... 6 25 7 50 9 75
60 ... 6 50 7 75 10 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 20x28 base\$24 00
IX, 20x28 base 28 00
IXX, 20x28 base 32 00
IXXX, 20x28 base 36 00
F.O.B. Toronto.
Raven and Murex Grades—
IC, 20x28 base, 112 sheets... 26 00
IX, 20x28 base, 112 sheets... 28 50
IXX, 20x28 base, 56 sheets... 15 00
IXXX, 20x28 base, 56 sheets... 16 00
F.O.B. Montreal.

TERNE PLATES

IC, 20 x 28, 112 sheets.... 20 00
F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—
14x20 IC, base 11 50
20x28 IC, double box 23 00
F.O.B. Montreal.

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE.

Nominal
IC, 14x20 base\$13 00
IX, 14x20 base 13 75
IXX, 14x20 base 14 50

CLOCKS

Good Ben\$2 40-\$2 65
Good Morning each 1 05
Lookout 1 35
F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, \$6.60 per 100 lbs.

DRILLS

Bit Stock Drills, 27½% to 40%.
Rd. Shk., 27½% to 40%.
Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899. %
Great Western, Amer. 55
Kearney & Foot, Arcade. 55
J. Barton Smith Eagle. 55
Disston Brand 47½
Globe 55
Nicholson 45
Black Diamond 45
Delta Files 40.5
F.O.B. Toronto, Montreal, London, and Hamilton.

QUALITY

Their great purity lends lasting qualities, makes every can go a surprisingly long way, and puts a fine finish to the work in hand. Very economical paint and the consumer soon finds it out. They promote repeat orders.

We have a good proposition ready, to make to dealers not yet allied with us. Give us your address.

R. C. Jamieson & Co.

Vancouver Limited Montreal
Established 1858

Owning and operating P.D. Dods & Co., Limited

Jamieson's
Pure Prepared
PAINTS
Make Good With
the Consumer



FIRST

MEAKINS BRUSHES



You know, Mr. Dealer, that price plays an important part in the sale—MEAKINS BRUSHES sell at a price that makes the sale easy and gives the quality that more than satisfies. Brushes may sell at higher prices, but MEAKIN QUALITY at MEAKIN PRICES is hard to beat.

Get our Catalog and compare values.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal



If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, net list; class B and C, net list. Cast iron fittings, 30% off list. Malleable and cast bushings, 37½%; unions, 45%; plugs, 35% off list. F.o.b. Toronto.

GRINDSTONES

Per 100 lbs.

Over 40 lbs. and 2 in. thick... 1 80
Under 40 lbs. 1 90
Mounted No. 115, each..... 4 50
Bi-Treadle, each 5 00
F.o.b. Toronto.

HALTERS (SNAP AND RING)

Doz.

Russet rope shank, 1 in....\$ 9 15
Russet rope shank, 1¼ in.... 10 30
Black rope shank, 1 in.... 10 55
Black rope shank, 1¼ in.... 12 00
Hand sewn, no shank, 1 in. 14 40
Hand sewn, no shank, 1¼ in. 17 40
Hand sewn, with shank, 1 in. 17 40
Hand sewn, with shank, 1¼ in. 19 30

Halters (Sisal).

7-16 in. gross, \$21.60; 9-16 in., \$32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.... 14 40
Masons, 5 lbs. and over, per cwt. 14 40
Napping, up to 2 lbs. 20 65
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles, 35%; all ash axe handles, 30%; all maple and oak axe handles, 57%; all other hickory handles, 37%; hickory cant hook and peavie handles, 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees, 25%; ash carriage neckyokes, 25%; ash and hickory carriage, buggy and democrat whiffletrees, 35%; twin neckyokes, 40%; chisel and file handles, 40%; chisel and file handles, 40%; Pearson horse pokes, 35%; dictator, Champion and Climax horse pokes, 30%; wood bow rake, 25%; wire bow rake, 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

Atlas, No. 0 8 45
Atlas, No. 1 9 25
Steelall, No. 50 7 30
Steelall, No. 51 7 80
Atlas, No. 2 10 75
Stearns, 4 in. 7 65
Stearns, 5 in. 10 65
Perfect, No. 1 10 45
Perfect, No. 1½ 12 00
Perfect, No. 2 10 00
Storm King and safety hangers, doz. 7 00
Steel track, 1¼ in. 7 00-8 00
F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	\$3 00	\$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch		14 40

Subject to discount of 20 and 10% off list.

Light	Strap	Tee
3-in., doz. prs....	1 00	1 00
4-in., doz. prs....	1 20	1 10
5-in., doz. prs....	1 40	1 30
6-in., doz. prs....	1 70	1 50
8-in., doz. prs....	2 50	1 80
10-in., doz. prs....	3 50	2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—
Under 12 in., per 100 lbs.... 7 25
Over 14 in., per 100 lbs.... 6 75
Extra hooks for above ¾ in., per lb. 7¼
Extra hooks for above, ¾ in., per lb. 7
F.o.b. Toronto, London, Hamilton and Montreal.

HOOKS, GRASS.

English

Canadian Fox

No. 2, per doz.\$2 65 \$3 25
No. 3, per doz. 2 75 3 70
No. 4, per doz. 2 85 4 00
Little Giant 4 65
F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

No. 2 No. 1

Sizes and

Patterns made larger smaller

Light iron 0-7 \$5 25 \$5 50

Long heel light iron 3-7 5 25

Medium iron .. 1-8 5 25 5 50

Heavy iron ... 6-8 5 25

Snow 1-6 5 50 5 75

New light "XL" steel 1-6 5 70 5 95

Featherweight "XL" steel.. 0-4 7 10*

Special counter-sunk 0-4 7 60*

Toe weight (front only) 1-4 8 10*

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

LADDERS, ETC.

Step Ladders. Per ft.

Shelf-lock 15c ft.
Ontario 20c ft.
Faultless 23c ft.
Mechanic 29c ft.
Hercules 26c ft.
Perfect 25c ft.
Faultless, extra heavy 28c ft.
Hercules, extra heavy 31c ft.
Mechanic, extra heavy 34c ft.
B.T. Standard 19c ft.
B.T. Economy 15c ft.
B.T. Iron Bound, 4-8 ft. 27c ft.
B.T. Iron Bound, 16 ft. 42c ft.
B.T. Iron Bound, 18 and 20 ft. 52c ft.
Crescent 18c ft.
Household 14c ft.
Standard, 4-12 ft. 20c ft.
Electrician 26c ft.
Heavy duty 47c ft.
Extension 25c ft.

Common and Roped Extension.

Up to 32 ft. 18c ft.
34 to 44 ft. 20c ft.
46 to 60 ft. 30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft. 14c ft.
18 ft. to 22 ft. 15c ft.
Chair ladders, each 2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

Per doz.

Short Globe, doz. 8 50
Jumbo, doz. 11 00
Jap'd Dash, doz. 11 00
Search Dash, doz. X-ray 12 60
Little Bobs 1 75 3 60
Copper, well japanned, doz. 14 25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short 0 90
Cold blast 1 00
Cold blast, short ruby. 3 25
Cold blast, common ruby 3 25
Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz. 1 90
Steel Thumb, No. 3, per doz. 2 50
Steel Thumb, No. 4, per doz. 4 45
Barn Door, No. 5, per doz. 2 55
Barn Door, No. 9, per doz. 3 85
F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

List Each

Canadian 9 00
Dowswork 9 00
Easywork 17 30
Noiseless 15 50
Hamilton 11 00
Snowball 15 00
Momentum 16 50
New Century, style A 16 50
New Century, style B 18 00
Playtime, engine drive 19 50
Ideal Power 28 00
Seafoam, electric 102 00
Seafoam, engine drive 44 00
New Idea, electric 134 00
Sunshine 8 50
Popular, No. 1 9 50
Economic 11 50
Champion 17 00
New Excell-All 18 00
Blue Bell, without stand. 16 50
Puritan Water Motor Washer, complete 28 00
Hydro, One Tub, engine drive 45 50
Low pressure water motor washer, each 30 00

Connor ball-bearing, with rack 18 50
I X L 18 50
Gem 16 50
Winner, plain 13 50
Connor Improved 9 00
Jubilee 8 50
Canada First 19 00

Discount, 45, 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A 8 50
B.T. Bonnie, style B 9 00
B.T. Ideal 13 50
B.T. Ideal Power 15 00
B.T. Ideal Water Motor 25 40
B.T. Cyclone 12 50
B.T. Vollmar, No. 2 13 00
B.T. Vollmar, No. 3 14 00
Forest City, engine-driven 40 00
Forest City, electric 92 09

Discount on B.T. Goods 45%. F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLET

Per doz.

Tinsmiths, 2½ x 5½ in....1.75-2.00
Carpenters', rd. hickory.....2.00-2.50
F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net....\$12 00
S. W. Mops, doz. 4 00
Mop Sticks, doz., No. 8..... 1 35
Cast head mops, doz. 1 50
Crescent, doz. 1 65
Crank wringing, doz. 5 95
F.o.b. Montreal, Toronto, Hamilton, London.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch....\$1	3 inch .....10c
1¼ inch....\$1	3¼ inch .....10c
1½ inch....65c	3½ inch .....10c
1¾ inch....40c	4 inch 5c
2 inch....40c	4½ inch 5c
2½ inch....30c	5 inch base.
2¾ inch....30c	5½ inch base.
3 inch....15c	6 inch base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, \$5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, \$5.25 base.

Freight equalized on above points.

Windsor, Walkerville, f.o.b. factory points, carload freight allowed, \$5.02½.

Sault Ste. Marie, Port Arthur, Fort William, \$4.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slatting, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, \$5 base; Toronto, \$5.05 base; London, \$5; Hamilton, \$5.05. No equalization of freights.

Roofing Nails — American, large head, keg, \$8.20.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		\$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00



Be Ready for the Demand

The advisability of a full stock of garden pest-exterminator is obvious. The increased acreage under cultivation—the back-yard garden plots—all point to big business for you.

Bug-O-Cide

is the practical exterminator for the farmer, the gardener or the amateur.

Bug-O-Cide is just as effective as Paris Green, just as easy to use and far more profitable to the dealer.

Be ready for the demand that is sure to come as the season advances. Stock up on Bug-O-Cide. Get the business of farmer and gardener with this practical exterminator.

The C.P. trade-mark guarantees the quality.

The Canada Paint Company, Limited

Makers of the

Famous Elephant Brand White Lead

572 William Street
112 Sutherland Avenue

Montreal
Winnipeg



No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton, London

"M.R.M." BRAND

Net Price List

No.	Lengths	of 25 lbs.
3	15"	\$18 75
4	13"	8 75
5	1 15-16"	3 75
6	2 1/8"	3 50
7	2 5-16"	3 25
8	2 1/2"	3 25
9	2 11-16"	3 00
10	2 7/8"	3 00
11	3 1-16"	3 00
12	3 1/4"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$2; No. 2 and larger, \$1.90; "Sharp," No. 2 and larger, \$2.10; "Sharp," No. 1 and smaller, \$1. Put up in 25-lb. boxes. F.o.b. St. John, N.B.

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.		
12 inch...	\$1 80	48 inch...\$ 6 20
18 inch...	2 65	60 inch... 7 70
24 inch...	3 40	72 inch... 9 20
30 inch...	4 00	84 inch... 10 50
36 inch...	4 75	96 inch... 12 00
42 inch...	5 50	

1 1/2 inch mesh and 19 ga. wire.		
12 inch...	\$3 50	42 inch...\$10 50
18 inch...	5 00	48 inch... 12 00
24 inch...	6 30	60 inch... 15 00
30 inch...	7 75	72 inch... 18 00
36 inch	9 00	

1 inch mesh and 20 ga. wire		
12 inch...	\$4 00	42 inch...\$12 00
18 inch...	5 50	48 inch... 14 00
24 inch...	7 00	60 inch... 17 00
30 inch...	8 50	72 inch... 20 00

3/4-inch mesh and 20 ga. wire)		
24 inch...	\$10 50	36 inch...\$15 00
30 inch...	12 75	

1/2-inch mesh and 22 ga. wire)		
24 inch...	\$16 50	36 inch...\$24 00
30 inch...	20 10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30 10% off list.

Montreal, 30% off list.

American netting, 30% off list.

	Per rod
Invincible—1640	\$ 0 70
1848	0 74
2060	0 85

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American).....	\$20 75
U.S. Navy (American).....	20 00
Clipper, U.S.	20 00
U.S. Navy (Eng.).....	18 50
Plumbers	\$8 50 9 00

F.o.b. Montreal, Toronto

OIL		
Montreal Toronto		
Can. prime white		
petrol	\$0 17	\$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	27-30
Black oil (Summer) ..	0 14	0 13
Black oil (Winter) ..	0 14 1/2	0 13 1/2
Cylinder Green	0 38	\$ 37 1/2
Paraffine	0 21 1/2	0 20 1/2
XXX Machine	0 24	0 23
Fuel oil, bbls.	0 12	0 11
Fuel oil, tank cars.	0 10 1/2	0 09 1/2

OLD MATERIALS

See weekly report.

PACKING		Per lb.
Fine jute	\$0 12	
Coarse jute	0 09 1/2	
Square braided hemp ..	0 34	
No. 1 Italian	0 40	
No. 2 Italian	0 32	

F.o.b. Montreal and Toronto.

PAPER

Per 400-ft. roll	
Dry Fibre, No. 1 roll ..	1 20
Dry Fibre, No. 2 roll ..	0 66
Tarred fibre, No. 1 roll ..	1 25
Tarred Fibre, No. 2 roll ..	0 79
Surprise Fibre	0 73
Tarred felt, per cwt.	3 35
Asbestos sheeting, (per 100 lbs.) ..	\$9 00 \$12 00
Carpet Felt, 16 oz., per 100 lbs.	\$4 50 \$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS (CLAY)		Rock	Clay
5 to 6 lbs. doz.		\$8 15	
6 to 7 lbs. doz.		8 45	
7 to 8 lbs.		8 75	
8 lbs. only		9 00	
7 lbs.		9 25	
8 lbs.		9 50	

F.o.b. Montreal and Toronto

PINS, CLOTHES

Per case	
5 gross, 4-in. (loose)....	\$0.80-\$0.90
4 gross (cartons) 4 1/2 in. 0.85-0.95	

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective May 14, 1917:

Black Galvanized			Per 100 feet
Standard Butt weld			
1/8 in.	\$ 4 50	\$6 00	
1/4 in.	4 50	\$6 00	
3/8 in.	4 96	7 00	
1/2 in.	6 29	7 86	
3/4 in.	7 94	10 06	
1 in.	11 73	14 83	
1 1/4 in.	15 87	20 13	
1 1/2 in.	18 98	24 06	
2 in.	25 53	32 38	
2 1/2 in.	40 95	51 77	
3 in.	53 55	67 70	
3 1/2 in.	66 24	83 26	
4 in.	78 48	98 65	
Standard Lap weld			
2 in.	28 40	34 97	
2 1/2 in.	42 71	52 94	
3 in.	55 85	69 23	
3 1/2 in.	68 08	86 02	
4 in.	80 66	101 90	
4 1/2 in.	93 98	118 70	
5 in.	109 50	138 40	
6 in.	142 10	179 50	
7 in.	185 60	232 05	
8 L in.	195 00	243 75	
8 in.	224 60	280 80	
9 in.	269 10	336 38	
10 L in.	249 60	312 00	
10 in.	321 40	401 70	

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 50%.	
4 1/2" and larger, 45%.	
4" and under, running thread 30%.	
Standard couplings, 4" and under, 40%.	
4 1/2" and larger, 20%.	

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)		Plain	List
2 in., in 10-ft. lengths, list	\$8 00		
3 in., in 10-ft. lengths, list	9 70		
4 in., in 10-ft. lengths, list	12 80		
5 in., in 10-ft. lengths, list	17 50		
6 in., in 10-ft. lengths, list	21 30		

Above subject to 25% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Montreal Toronto		%	%
Medium and extra heavy, 6" and under	47 1/2	50	
8" soil pipe	40	40	
Medium and extra heavy fittings, 6" and under	52 1/2	50 & 10	

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	\$ 2 00
12-oz. bottles, doz.	4 00
1-qt. can, doz.	10 00
1/2-gal. cans, doz.	16 00
1-gal. cans, doz.	24 00

Liquid Veneer—

4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders ..	10%
Brass Body Cylinders ..	net list

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17 1/2%; Iron Burrs, 17 1/2%. Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%. Extras on Copper Rivets, 1/2-lb. pkgs., 1c per lb.; 3/4-lb. pkgs., 2c per lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square	
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 55
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 05

Liquid roofing cement, per gal.	
in barrels	0 27
5 and 10 gal. lots, per gal.	0 32
Coal Tar. bbl.	\$4.50-\$5
Roofing Pitch, 75 to 85c per cwt.	

F.o.b. Toronto, London, Montreal.

ROPE

Pure Manila basis	33 1/2
British Manila basis	27 1/2
New Zealand hemp basis ..	27 1/2
Sisal basis	24 1/2

Above quotations are basis prices 3/4 and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than 3/4 and down to 7/16 dia.—1/8c above basis; 3/8 dia., 1c above basis; 1/2 and 5/16 dia. 1 1/2c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	24 1/2
Double lath yarn	25
Yacht marine, tarred	57
White polished halyards ..	30
Hemp, deep sea line basis ..	50
Hemp, tarred ratline basis ..	43
Hemp, tarred bolt rope basis.	45
Marline and Houseline	45
Jute rope basis	16-17 1/2
Italian rope basis	50
Cotton, 1/4 in.	0 44 1/2 0 49 1/2
5-32 in.	0 43 1/2 0 46
3-16 in.	0 41 0 43 1/4
1/4 in. and up.	0 40 0 42

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% on list.	
B. & A. emery cloth, 5% on list.	
B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.	

SCALES

Champion—	Scale	Stamping
	List	extra
4 lb.	\$ 4 60	\$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00

2000 lb.	39 00	1 00
2000 lb. Drop lever ..	46 00	1 00
10 lb. Household.	4 00	0 10
25 lb. Household.	5 20	0 30

Above list prices subject to a discount of 15%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72 1/2
Wood, R. H., bright	67 1/2
Wood, O. H., bright	67 1/2
Wood, F. H., brass	37 1/2
Wood, R. H., brass	32 1/2
Wood, O. H., brass	32 1/2
Wood, F. H., bronze	27 1/2
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Each	\$6 80
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SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

Re Gauges and Prices of Sheets. Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10 3/4 oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized.

	Per 100 lbs.
10 3/4 oz.	\$10 00
U.S. 28	9 70
U.S. 26	9 40
22 and 24	9 25
18 and 20	9 10
14 and 16	8 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, \$10.05; 22-24 gauge, \$10.25; 26 gauge, \$10.50; 28 gauge, \$10.75. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand Montreal Toronto	
14 gauge	8 40 8 85
16 gauge	8 40 8 95
18-20 gauge	8 60 9 10
22-24 gauge	8 80 9 25
26 gauge	9 00 9 40
28 gauge	9 40 9 70
10 3/4 ozs.	9 85 10 00

Add 20c for less than ton

RAMSAY'S

THE RIGHT PAINT TO PAINT RIGHT

UNICORN BRAND READY MIXED PAINT

The Paint that Gives Satisfaction To
The User and Profit to The Dealer

A. RAMSAY & SON CO.

In Business over 75 years

MONTREAL

TORONTO

VANCOUVER

**"A Friend in Need
is a Friend
Indeed"**

Frequently the dealer is confronted with a hard-to-please customer who wants to buy a faultless wall and ceiling finish. Dealers who know MURESCO merits turn instinctively to it under those circumstances and sell it without apology. They know MURESCO will please the customer if anything will.

***Sold at an Attractive
Price***

MURESCO a clear, uniform and artistic finish. A little spreads over a great surface and it is easy to apply. There is nothing of the kind to compare with it—and it costs very little.

**The
Best
Wall
Finish**

There is money in handling Benjamin Moore products. Why not become allied with us? Give us your name and address without delay.

BENJAMIN MOORE & COMPANY
West Toronto, Ontario



If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Ontario, Quebec and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35%	20 and 10%	12½%
Draining Tools	35%	35%	.....
Hollow Back Scoops	15%	.....	7½%
Hollow Backs, Sand Shovels and Coal Shovels	33 1-3%	.....	2½%
Riveted Back Scoops	12½%	12½%	12½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	12½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	1st Grade	2nd Grade	4th Grade
No. 2, black	\$19.00	\$16.50	\$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 3, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, black	18.00	.....	10.50
Coal Shovels, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished\$1.00 per dozen net

Half polished50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananogue, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	\$12 55
Perfection 4-burner	16 00
No. 22G oven for above stoves	3 30
F.o.b. Sarnia, London, Toronto, Ottawa	

Oil Burning Heaters

No. 520 (120), each	\$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 630 (230), each	5 65
No. 660 (260), each	7 95
F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa	

SWEEPERS, CARPET

Boudoir	Doz. \$31 00
Champion Nic	25 00
Champion Jap	23 00
Univ. japt., cyco bearing	26 00
Univ. N.P., cyco bearing	29 00
Grand Rapid, japt., ball-bearing	28 00
Grand Rapid, N.P., ball-bearing	31 00
Princess, N.P., ball-bearing	32 00
Elite, ball-bearing	36 00
Am. Queen, N.P., ball-bearing	34 00
Parlor Queen	37 00
F.o.b. Toronto, London, Hamilton, Montreal	

SWEEPERS (Vacuum)

Grand Rapids Vac.	doz \$77 00
Household Vac.	63 00
Superba Vac.	92 00
F.o.b. Toronto, Hamilton, London and Montreal	

SWINGS, LAWN

Ontario, 4-passenger, each	\$7 20
Ontario, 2-passenger, each	5 50
Baby, each	3 50
F.o.b. Stratford	
"Quebec," 4-passenger, each	6 50
"Quebec," 2-passenger, each	5 50
F.o.b. Montreal	

TACKS

Wire Tacks .....	.65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916 .....	.65 and 12½%
Double pointed tacks .....	.60 10%
Shoe findings list adopted April 23, 1917—Net list	
List of Capped Goods adopted Jan. 1, 1916 .....	.65 12½%
F.o.b. Toronto, Hamilton, Montreal, London	

TINNERS' TRIMMINGS

See prices under head of Wares.	
TOOLS, HARVEST	
Ordinary brands, 33 1-3%	
Samson, 25 and 5%	
F.o.b. Montreal, Toronto, Hamilton, London	

TROUGH (EAVE)

O. G. Square bead and half round. Size in girth	Per 100 ft.
8 in.	\$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00
Discount, 25%	
F.o.b. Toronto, Oshawa, Ottawa	

TRAPS (GAME)

Victor No. 1	Doz. \$1 65
Jump, No. 1	2 15
Hawley & Norton, No. 1	2 50
Newhouse, No. 1	3 45
F.o.b. Toronto, London, Hamilton, Montreal	

TWINE (Binder)

500 ft.	\$ 0 15½	\$ 0 19½
550 ft.	0 16½	0 20
600 ft.	0 17	0 20½
650 ft.	0 17½	0 21½
In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.		
F.o.b. Montreal, Toronto, Hamilton, London		

TWINE (COTTON)

3-ply wrapping	38½-48½
4-ply wrapping	44-52
F.o.b. Toronto, Hamilton	

WOOD TUBS

No. 0, per doz.	\$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75
F.o.b. Newmarket	

VALVES

Ground work	35-53
Compression work, standard	55
High grade	48
Cushion work	49
Fuller work, standard	54
High grade	47
Basin cocks, No. 0 standard	49-53
High grade	49
Nos. 1 and 2, standard	49-53
Bath cocks	55
Standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	10
Radiator valves, standard	15
High grade	15
Globe, angle and check valves, standard	15
Do., high grade	7½
Patent quick opening valves	55
F.o.b. Toronto	

WARES, ETC.

Scotch Grey Ware, 60%	
Colonial, 30, 20%	
Imperial Ware, 30 and 20%	
Premier, 25%	
Canada Ware, 25%	
White Ware, 50, 17½%	
Japanned Ware, list	
Japanned Ware, White, list, plus 10%	
Plain and Jap Sprinklers, list plus 5%	
Stamped Ware, plain, 50, 15%	
Stamped Ware, retinned, 50, 10%	
Copper Bottoms, list, plus 10%	
Tinners' Trimmings, plain, 50, 15%	
Tinners' Trimmings, retinned, 50 and 10%	
Tinners' Trimmings, general, 5%	
Milk Can Trimmings, list, plus 30%	
Cream Cans, Railroad, 5%	
Factory Milk Cans, list, plus 10%	
Railroad Delivery Milk Cans, 12½%	

Pieced Ware, C.B., list, plus 30%.

Sheet Iron Ware, 7½%.

Pieced Ware, ordinary, list, plus 12½%.

Fry Pans, 50 and 10%.

Spiders, 30 and 10%.

Fire Shovels, 10%.

Steel Sinks, painted, 10%.

Steel Sinks, galvanized, 5%.

Light Galv. Pails and Tubs, list plus 10%.

Heavy Galv. Pails & Tubs, list.

Garbage Pails, list.

Balance Galv. Goods, list, plus 10%.

Jap. Coal Hods, list, plus 7½%.

Galv. Coal Hods, list, plus.

Paper Lined Boards, 50, 5%.

Wood Lined Boards, 40, 12½%.

Elboks, 2½%.

Elbows, Galv., list, plus 12½%.

Elbows, Light, 5" and 6", \$1.70.

Elbows, Light, 7", \$1.85.

Stove and other Pipes, list, plus 10%.

Stove Pipe Thimbles, 50, 10%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list.

F.o.b. Montreal, Toronto, London

WASHERS, IRON

Full box, 10%. Price less 50 lbs.

add 1c lb.; less 25 lbs., 2 lb.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

Tor'to Lond'n Mont'l

Sectional, 1 lb.

per 100 lbs. \$4 25 \$4 25 \$4 00

Sectional, ½ lb.

per 100 lbs. 4 25 4 50 4 00

Solid, 3 to 30

lbs. per cwt. 2 55 3 50 2 50

WHEELBARROWS

Navy, steel wheel, doz. 45 40

Garden, steel wheel, doz. 47 40

Light garden, doz. 33 00

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

Per 100 lbs.

No. 9 \$6 00 |

No. 10 6 05 |

No. 11 6 15 |

No. 12 6 25 |

No. 13 6 35 |

No. 13½ 6 35 |

No. 14 6 50 |

No. 15 6 75 |

Stovepipe Wire

No. 18 6 95 |

No. 19 7 45 |

Hay Wire in Coils

No. 13 5 70 |

No. 14 5 75 |

No. 15 5 85 |

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 00 |

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c;

No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire.

10c; spring wire, \$2.50; bright soft

drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases.

15c; tacking and paverings, 10c;

50 and 100-lb. coils, in 25-lb. coils,

15c; in 5 and 10-lb. coils, 25c; in

1-lb. coils, 50c; in ½-lb. coils, 75c;

in ¼-lb. coils, \$1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17 \$5 00 |

No. 18 5 50 |

No. 19 6 00 |

No. 20 6 65 |

No. 21 7 00 |

No. 22 7 30 |

No. 23 7 65 |

No. 24 8 00 |

No. 25 9 00 |

For prices of fine steel wire add 30% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25 \$3 00 |

Nos. 26-31 5 00 |

Nos. 32-34 7 00 |

Coppered 0 75 |

Oiling 0 10 |

In 25-lb. bundles 0 15 |

In 5 and 10-lb. bundles 0 25 |

In 1-lb. hanks 0 25 |

In ¼-lb. hanks 0 28 |

In ¼-lb. hanks 0 50 |

Packed in casks or cases 0 15 |

Bagging or papering 0 16 |

Oiled and Annealed Wire

No. 10 \$6 16 |

No. 11 6 23 |

No. 12 6 30 |

Wire Bale Ties

No. 12 \$6 05 |

No. 13 6 15 |

No. 13½ 6 20 |

No. 14 6 30 |

No. 15 6 50 |

No. 16 6 75 |

Fence Wire Toronto London

Barb \$6 95 \$4 65 |

No. 9 pl. galv. 6 55 4 25 |

No. 12 pl. galv. 6 70 4 45 |

No. 13 pl. galv. 6 85 4 55 |

No. 9 coil sp. 6 60 4 30 |

No. 12 coil sp. 6 80 |

Quotations are at times made on

wire at lower figures than the general

market by jobbers having large

stocks to dispose of.

Fence Staples

Fence staples, bright \$5 35 |

Fence staples, galvanized 6 20 |

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, gal-

vanized, list \$12 00 |

Less discount of 12½%.

Bright poultry netting staples are

\$1.10 less than galvanized after dis-

count has been made.

Copper and Brass Wire

Copper wire list, plus 10% |

Brass wire, 3 to 24 gauge, add 40% |

25 to 36 gauge, add 25% |

Wire Cloth

Black Fly Screen Cloth, per

100 sq. ft. in 100-ft. rolls \$3 00 |

In 50-ft. rolls 3 05 |

Bronze, sq. ft. 0 14 |

London Black Fly Screen

100 ft. rolls \$2 75 |

50 ft. rolls 2 80 |

Wire Goods

Discounts apply to list adopted

Nov. 20, 1916.

Bright Screw Eyes Suits,

A.B.C.M. 82½% |

Bright Iron Gate Hooks and

eyes 82½% |

Bright square cornered

screw hooks, and stove

pipe eyes 82½% |

Brass, screw eyes suits,

A.B.C. 70% |

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It is a service we give free, and it is printed solely for the convenience of our readers.

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The Carborundum Co., Niagara Falls, N.Y.

Aluminium, Alloy, Ingot, Sheet, Wire

British Aluminium Co., Ltd., Toronto.

Aluminium

British Aluminium Co., Ltd., Toronto.

Aluminium Solder

British Aluminium Co., Ltd., Toronto.

Canada Metal Co., Toronto.

Aluminium Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.

Anchors, Guy

Northern Electric Co., Montreal.

Artist Brushes

T. S. Simms & Co., St. John, N.B.

Ammonia, Valves and Gauges

Jas. Morrison Brass Mfg. Co., Toronto

Ammunition

Caverhill, Learmont & Co., Montreal.

Lewis Bros., Ltd., Montreal.

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Oneida Community, Niagara Falls, Ont.

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Caverhill, Learmont & Co., Montreal.

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Lewis Bros., Ltd., Montreal.

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Automobile Tires and Tubes

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Cleveland Stone Co., Cleveland, Ohio.

Auto Liquid Veneer

Buffalo Specialty Co., Bridgeburg, Ont.

Automatic Opening Die Heads

Wells Bros. Co., of Toronto, Galt

Auto Oils

Imperial Oil Co., Toronto.

Prairie City Oil Co., Winnipeg, Man.

Automobile Soap

Prairie City Oil Co., Winnipeg, Man.

Automobile Screw Plates

Wells Bros. of Canada, Galt.

Automatic Drills

Goodell-Pratt Co., Greenfield, Mass.

Awls

Stanley Rule & Level Co., New Britain, Conn.

Axes

Canadian Warren Axe and Tool Co., St. Catharines.

Caverhill, Learmont & Co., Montreal.

Lewis Bros., Ltd., Montreal.

Axe Handles

J. H. Still Mfg. Co., Chatham.

Walter Woods & Co., Hamilton.

St. Mary's Wood Specialty Co., St. Mary's, Ont.

Axles

B. J. Coghlin & Co., Montreal.

Axle Grease

Prairie City Oil Co., Winnipeg.

Babbitt Metal

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal.

Hoyt Metal Co., Toronto.

Lewis Bros., Ltd., Montreal.

Tallman Brass & Metal Co., Hamilton.

Bags, Paper

Walter Woods & Co., Hamilton.

Bake Boards

Stratford Mfg. Co., Ltd., Stratford.

Bale Ties

Laidlaw Bale Tie Co., Hamilton.

Steel Co. of Canada, Ltd., Hamilton.

The Stanley Works, New Britain, Conn.

Bar Iron

D. Ackland & Son, Winnipeg.

Canadian Rolling Mills Co., Ltd., Montreal.

Canadian Tube & Iron Co., Ltd., Montreal.

London Rolling Mills, London, Ont.

Wilkinson & Kompass, Hamilton.

Barbed Wire

Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets

Walter Woods & Co., Hamilton.

Barn Door Hangers

Dillon Mfg. Co., Oshawa, Ont.

Barn Door Track

Allith Mfg. Co., Hamilton.

Beatty Bros., Ltd., Fergus.

Canada Steel Goods Co., Hamilton.

Barn Door Hardware

Canada Steel Goods Co., Hamilton.

Barrel Hoops

Laidlaw Bale-Tie Co., Ltd., Hamilton.

Barrel Stands

Wakye Mfg. Co., Winnipeg.

Baskets, Bushel

Andrews Wire Works Co., Ltd., Watford, Ont.

Bath Room Fixtures

Landers, Frary & Clark, New Britain, Conn.

Jas. Morrison Brass Mfg. Co., Toronto.

Kinzinger, Bruce & Co., Niagara Falls, Ont.

Batteries and Accessories

Canada Dry Cells, Ltd., Winnipeg.

Caverhill, Learmont & Co., Montreal.

Hyslop Bros., Ltd., Toronto.

Line, Hansen & Kimball, Moose Jaw.

Metal Specialties Mfg. Co., Chicago, Ill.

Northern Electric Co., Ltd., Montreal.

Barn Door Hangers

Allith Mfg. Co., Hamilton.

Balers, Steel

Climax Baler Co., Hamilton.

Spielmann Agencies, Montreal.

Barrels, Oil

Winnipeg Ceiling & Roofing Co., Winnipeg.

Bats, Baseball

St. Mary's Wood Specialty Co., St. Mary's, Ont.

Readers

Stanley Rule & Level Co., New Britain, Conn.

Belts, Ship, Locomotive and Gang Belts

Jas. Morrison Brass Mfg. Co., Toronto.

Belting, Rubber

Canadian Consolidated Rubber Co., Montreal.

Gutta Percha & Rubber Ltd., Toronto.

Bevels

Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

Belting, Stitched Cotton Duck

Dominion Belting Co., Hamilton.

Belt Dressing

Dominion Belting Co., Hamilton.

Prairie City Oil Co., Winnipeg.

Bench Drills

Goodell-Pratt Co., Greenfield, Mass.

Bench Grinders

Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes

Goodell-Pratt Co., Greenfield, Mass.

Bicycles

Johnsons, Iyer, Arms & Cycle Works, Fitchburg, Mass.

Hyslop Bros., Toronto.

Bird Cages

Thos. Davidson Mfg. Co., Ltd., Montreal.

Andrew B. Hendryx Co., New Haven, Conn.

Bits

Caverhill, Learmont & Co., Montreal.

Russell, Jennings Mfg. Co., St. Catharines.

Millers Falls Co., Millers Falls, Mass.

North Bros. Mfg. Co., Philadelphia, Pa.

Bits, Auger

Caverhill, Learmont & Co., Montreal.

Irwin Auger Bit Co., Wilmington, Ohio.

Russell, Jennings Mfg. Co., St. Catharines.

Millers Falls Co., Millers Falls, Mass.

North Bros. Mfg. Co., Philadelphia, Pa.

Wilkinson & Kompass, Hamilton

Bits, Forstner

Progressive Mfg. Co., Torrington, Conn.

Bits, Screw Driver

Caverhill, Learmont & Co., Montreal.

Goodell-Pratt Co., Greenfield, Mass.

Russell, Jennings Mfg. Co., Chester, Conn.

North Bros. Mfg. Co., Philadelphia, Pa.

Bit Braces

Caverhill, Learmont & Co., Montreal.

Russell, Jennings Mfg. Co., Chester, Conn.

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

Bells

Northern Electric Co., Ltd., Montreal.

Belt Fasteners

Dominion Belting Co., Hamilton

Bit Brace Extension

Goodell-Pratt Co., Greenfield, Mass.

Black Steel Sheets

Dominion Sheet Metal Co., Ltd., Hamilton.

Blacksmiths' Supplies

D. Ackland & Son, Winnipeg.

Blow Pipes

Jas. Morrison Brass Mfg. Co., Toronto.

Bolts and Nuts

Canadian Tube & Iron Co., Ltd., Montreal.

Caverhill, Learmont & Co., Montreal.

Lewis Bros., Ltd., Montreal.

The Stanley Wks., New Britain, Conn.

Steel Co. of Canada, Ltd., Hamilton.

Northern Bolt & Screw Co., Owen Sound.

The Stanley Works, New Britain, Conn.

Wilkinson & Kompass, Hamilton.

Bolts, Panic

Wm. Newman & Sons, Birmingham, Eng.

Boot Calks and Tools

Steel Co. of Canada, Ltd., Hamilton.

Boring Bars

Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf

Canada Steel Goods Co., Hamilton.

The Stanley Wks., New Britain, Conn.

Brass Goods

Jas Cartland & Son, Ltd., Birmingham, England.

Landers, Frary & Clark, New Britain, Conn.

Jas. Morrison Brass Mfg. Co., Toronto.

Tallman Brass & Metal Co., Hamilton.

Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass Sheets

Tallman Brass & Metal Co., Hamilton.

Brass Rods

Tallman Brass & Metal Co., Hamilton.

Brass Tubes

Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Block Planes

National Machinery & Supply Co., Hamilton.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, \$7.40 per 100 lbs.; 5 lb. packages, \$7.20 per 100 lbs.; white, 2½ lbs., \$6.80 per 100 lbs.; 5 lbs., \$6.60 per 100 lbs. F.O.B. Montreal, Toronto, London.

BEESSWAX

Per lb.
Small quantities, ...\$0 40 \$0 45
Larger quantities ... 0 38 0 40
F.O.B. Toronto.

BLUE STONE

Montreal Toronto
Per lb. 14-16 13½
London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1, \$1.50-\$2.00
Banana oil, gal. 3.50-4.25
F.O.B. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., doz.\$1 35
Weighted, 20 lbs., doz. 1 60
F.O.B. Montreal, Toronto, London.

COATING

Cement Coating\$2 25 3 38
F.O.B. Montreal, Toronto.

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg. 5-12c
Burnt Umber, 100 lbs. 5-12c
Raw Sienna, 100 lb. keg. 5-12c
Burnt Sienna, 100 lb. keg. 5-12c
Imp. green, 100-lb. kegs. 0 23
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs. 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02½
Spruce ochre, 100-lb. kegs. 0 04
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02
F.O.B. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins. 0 15
pure 20-26
Indian red 36-45
Chrome yellow, pure 20-22
Golden ochre, pure 16-18
French spruce ochre, pure. 18-26
Chrome green, pure 18-26
French permanent green, pure 0 26
Signwriters' black, pure. 27-36
Marine black, 5-lb. irons. 0 17
Lambblack 0 25
F.O.B. Montreal, Toronto.

FILLER

Gal.
Luxeberry Enamel\$6 00
Screen Enamel, BB. 1 70

GLUE

Per lb.
French medal (prices withdrawn)
English common sheet30-35
English prima 0 38
White pigsfoot 0 40
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags 35-38
Gelatin, 112 lb. bags.45-60
Ground glues, 112 lb. bags—
No. 1 30-32

GLASS

Single Double
Thick Thick
Montreal Prices.
(Under 25)\$7 80 \$11 90
26 to 34 8 15 12 85
35 to 40 8 50 13 60
41 to 5011 75 15 50
51 to 6012 25 15 85

61 to 7013 10 16 80
71 to 8014 75 18 35
81 to 84 22 75
85 to 90 24 35
91 to 94 25 00
95 to 100 29 00
101 to 105 32 00
106 to 110 37 00

Montreal—Single or Double
Thick, 10%; 35 cases and over,
open.

Ontario Prices.

B.S. B.D.
Up to 25\$17 00 \$24 00
26 to 34 18 00 26 00
35 to 40 18 60 26 40
41 to 50 24 30 31 20
51 to 60 25 60 32 00
61 to 70 27 50 34 00
71 to 80 31 00 37 00
81 to 84 49 00
85 to 90 53 00
91 to 94 54 00
95 to 100 65 00
101 to 105 68 50
106 to 110 79 00

Discount 50 and 10%. Cash 2%.

F.O.B. Toronto, London, Hamilton

GLASS, PLATE

Discounts below apply to plate
glass list.

Montreal city price 25 and 5
per cent. off list; country, 15% to
25%. Windshields in some in-
stances are quoted net list.

Toronto, Hamilton and London,
city price, 20% off; country dis-
count, 20 and 5% off.

F.O.B. warehouse on orders up
to \$75 gross list value. Orders
over \$75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.
F.O.B. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)
Prices are per 100 lbs. in ton lots.
Less than ton lots are 30c per
100 lbs. higher than quoted be-
low.

Montreal Toronto

C.P. Lily Pure\$17 30 \$17 50
Anchor, Pure 17 30 17 50
Crown Diamond 17 30 17 50
Green Seal 17 30 17 50
Tiger Pure 17 30 17 50
Ramsay's Pure 17 30 17 50
Moore's Pure 17 30 17 50
O.P.W. Dec. Pure 17 30 17 50
Red Seal 17 30 17 50
Decorator's Pure 17 30 17 50
O.P.W. English 17 50 17 70
Elephant Genuine 17 90 18 30
B.B. Genuine Lead, less than
tons, \$19.55 Toronto; \$19.35 Mont-
real. Ton lots 5% off.

LEAD (RED DRY)

Montreal Toronto
Genuine, 560-pound
casks, per cwt. 14 00 14 70
Genuine, 100-pound
kegs, per cwt. 14 75 15 45
Less quantity 16 50
F.O.B. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs. Dry Paste
1-lb. tins\$31 50 \$22 75
2-lb. tins 21 75
5-lb. tins 29 50 17 50
10-lb. tins 28 50
25-lb. casks 28 00 16 25
50-lb. casks 27 50 15 75
100-lb. casks 27 00 15 25
300-lb. casks 15 00
600-lb. casks 14 75

F.O.B. Toronto, Montreal and
Hamilton.

MURESCO

Tints in 5 lb. packages, per 100
lbs., \$6.60. White in lb. pkgs.,
per 160 lbs., \$6.

F.O.B. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

Elephant White\$3 20
Elephant Colors 2 80
B.H. English white\$3 30
B.H. English, colors 3 05
Minerva White 3 10
Minerva Colors 2 50
Crown Diamond, white. 3 05
Crown Diamond, colors. 2 80
Fresco Tone, white 2 85
Fresco Tone, colors 2 65
Moore's House Colors 2 75
Moore's Floor Paint 2 45
Moore's Egyptian Paint. 2 20
Moore's Sani-Flat 2 35
C.P.C. Pure, white 3 30
C.P.C. Pure, colors 3 05
O.P.W. Can. Brand, white. 3 05
O.P.W. Can. Brand colors. 2 85
O.P.W. Can. Brand, floor. 2 45
O.P.W. Flat Wall, white. 2 95
O.P.W. Flat Wall, colors. 2 75
Ramsay's Pure, white 3 15
Ramsay's Pure, colors 2 85
Martin-Senour, 100% white. 3 30
Martin-Senour, 100% colors. 3 05
Martin-Senour Porch Paint. 3 05
Martin-Senour Neu-Tone, white 2 85
Martin-Senour Neu-Tone, colors 2 65
Senour's Floor Paint. 2 05
Sherwin-Williams, white 3 30
Sherwin-Williams, colors 2 05
Flat Tone, white 2 50
Flat Tone, colors 2 65
Lowe Bros. H.S., white. 3 30
Lowe Bros. H.S., colors 3 05
Mellotone, white 2 95
Mellotone, colors 2 75
Sanitone, White 2 65

F.O.B. Montreal, Toronto.

Per 100 lbs.
PARIS Mun. C.P. Ber-
GREEN ro's Co. gers
600-lb. bbls.\$53 75 \$54 50
250-lb. kegs. 53 75 54 00 54 75
100-lb. drums. 54 75 55 00 55 75
50-lb. drums. 54 75 55 00 55 75
25-lb. drums. 55 00 55 25 56 00
1-lb. 100s. pks 57 00 57 25 58 00
¼-lb. 100s 59 00 59 25 60 00
1-lb. 100s, tins 58 00 58 25 59 00

Prices f.o.b. Toronto, Hamilton
London and ¼c less in Montreal.

PARIS, PLASTER

Toronto London
Per barrel\$2.45-\$3.40 \$2.35

PASTE WOOD FILLER

Pound
1 lb. cans 0 14
2 lb. cans 0 14
5 lb. cans 0 14
12½ lb. cans 0 10
25 lb. cans 0 09

F.O.B. Montreal, Toronto.

Standard
Less than tons
PUTTY Montreal Toronto

Bulk, in casks 3 80 3 90
Bulk, 100-lb. drums 4 25 4 35
Bulk, 25-lb. drums 4 35 4 45
Bulk, 12½-lb. irons 4 60 4 70
Bladders, in bbls. 4 50 4 60

Ton lots standard are 20c per
hundred pounds less.

Pure Putty, \$1 cwt. advance.

London and Hamilton prices
same as Toronto.

SHELLAC

Pure White, gal.\$4.25-\$4.50.
Pure Orange, gal.\$3.75-\$4.00.
Gum Shellac, TN., 62-80c lb.;
finest orange, \$70-85c; finest white,
70-88c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 40
Cumoff 2 40
O.P.W. Presto 2 50
Lingerwett 2 90
F.O.B. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in
this issue for prices.

SLATING Gal

Liquid Slating, B.B.\$2 20

VARNISHES Per gal cans

No. 1 Furniture, extra,
barrels, \$1.10 gal; gal.
tins\$1 35
Gold Medal 2 05
Maritime Spar 4 25
B.-H. Stovepipe Varnish,
½ pints, per gross. 10 80
Sun Varnish 2 40
Sun Spar 4 18
Sun Waterproof Floor. 2 75
Jasperite Interior and
Exterior 2 25
Jasperite Pale Hard Oil. 1 60
Jasperite Floor Finish. 2 25
M-S Marble-ite Floor 2 77
M-S Wood-Var 2 77
M-S Finest Interior 3 25
M-S Durable Spar 3 90
Elastic Interior 2 40
Quick Action House 2 25
Mar-not 3 20
Rexspar 4 20
Scar-Not 3 03
Kyanize Spar 4 60
Kyanize Cabinet Rubbing 3 50
Kyanize Interior 3 50
Luxeberry light 3 00
Luxeberry granite 3 15
Luxeberry spar 4 50
Ramsay's Universal 2 40
B.H. Frescota, 5 lbs., white,
\$.50; colors 6 00
F.O.B. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls 0 14
Opalite, 100 lb. kegs 0 15
1 gal. package, per pkg. 0 10
½ gal. package, per pkg. 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06
F.O.B. Montreal, Toronto.

WASTE

Extra Quality XXX 0 18½
F.o.b. Toronto.

WHITE WIPING

XXX Extra 0 20
X Grand 0 19
XLGR 0 18
X Empire 0 17
X Press 0 16

WASTE, COLORING WIPING

XX Quality 0 16½
XA Quality 0 15
X Quality 0 14
Quality I. 0 14
Quality II. 0 10
Quality III. 0 09
Quality IV. 0 08½

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 16
Dark Colored 9

This line subject to trade dis-
count for quantity.

WAX

Per lb.
C. P. Floor Wax 0 35
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Anchor 0 33
O.P.W. Lion Brand 0 80
Old English 44-46
Johnsons 44-46
Gold Medal 0 30
Ramsay's 0 30
F.o.b. Montreal and Toronto.

WHITING Per 100 lbs.

Plain, in bbls.\$1.75-\$2.50
Gilders, bolted, in bbls. 2.50-2.75
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL Per gal.

In gallons\$2.10-\$2.15
Barrels 1.90-2.00

\$4 extra for barrels

F.O.B. Montreal, Toronto, London.

The Utility Varnish that will pay you
to keep in stock at all times.

Dougall Univernish

This is a fine varnish of excellent quality for everything and anything that needs varnishing. Pleasing results will be obtained on front doors and vestibules, interior trim of houses, floors, furniture, table tops, inside and outside of boats, etc. It is not harmed by hot dishes, hot liquids, ammonia or alcohol — nothing turns it white — one of the complete Dougall Line of Quality Varnishes.

THE DOUGALL VARNISH CO., LTD., MONTREAL

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.00; chilled, \$18.50; buckshot, \$17.80; ball, \$18.20.

ANVILS

Peter Wright, 80 lbs. and up, 20c per lb.; clip horn, 21c lb.
Norris, 80 lbs., and over, 15c.

AXES

Single Bit \$ 9 00 \$14 00
Double Bit 14 50 16 50
Broad axes 28 00 31 00

BARS, CROW. \$6.25 per 100 lbs.

BAR IRON

Bar iron, \$4.50; Swedish iron, \$5.25; sleigh shoe, steel, \$5.25; spring steel, \$6.25; machinery steel, \$6.25; tool steel, octagon, 100 lbs., \$12.50.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, \$1.30 per lb.; cut, \$1.45 per lb.; rawhide, sides, \$1.25; cut, \$1.40.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ¾ and smaller, 15%; 5%; 7-16 and larger, 5% on list; machine, ¾ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%, plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 30%; sleigh shoe bolts to ¾, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, \$1.05 to \$1.65 per roll, according to quality; plain, 80c to \$1.50.

CHAIN

Coil, 3-16 in., \$12.50; ¼, \$9.75; 5-16, \$8.85; ¾, \$8; 7-16, \$7.75; 1½, \$7.50; 9-16, \$7.50; ¾, \$7.40; ¾, \$7.25; Logging, 5-16, 9¼c; ¾, 8¼c; tie-out, 5½c.

CHURNS

Barrel, No. 0, \$6.75; No. 1, \$6.75; No. 2, \$7.50; No. 3, \$8.25; No. 4, \$9.75 each.

CLEVISES, MALL. 13c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 30%.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., \$6.10; 10 in., \$6.80; 12 in., \$8.

Conductor pipe, 2 in., per 100 ft., ft., \$7.15; 3 in., \$8.60; 4 in., \$11.40.

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, \$2.15 each; 24-oz. bottles, \$4.35 doz.; 12-oz. bottles, \$2.25 doz.

GALVANIZED WARE

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	\$ 8 75	\$12 75
26 to 40	9 75	14 75
41 to 50	12 50	16 50
51 to 60	13 00	17 25
61 to 70	14 00	18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., \$2.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 15%.

Corrugated Strap Hinges—4, \$1.35 5, \$1.90; 6, \$2.65; 8, \$4.30; 10, \$6.35; 12, \$9.70.

Corrugated Tee Hinges—4, \$1.70; 5, \$2.60; 6, \$3.15; 8, \$5.50; 10, \$7.85; 12, \$11.10.

HORSESHOES

Iron, No. 0 to 1, \$6.25; No. 2 and larger, \$6.00; snowshoes, No. 0 to No. 1, \$6.50; No. 2 and larger, \$6.25; steel, No. 0 to 1, \$6.70; No. 2 and larger, \$6.45; featherweight, \$7.85.

JACKSCREWS

20 per cent. off list.

IRON BAND

1½ in., \$5.30; 1¼ in., \$5.30; 1 in., \$5.40.

IRON GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	12 00 12 00
28 Am. or 26 Eng.	11 70 11 70
26 Am. or 26 spec.	11 40 11 40
24	11 25 11 25
22	11 25 11 25
18 and 20	11 10 11 10
16 Am.	10 95 10 95

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set..... \$1 20
Mrs. Pott's No. 50, set..... 1 25

Mrs. Pott's common sad iron handles, \$1.15 dozen. Mrs. Pott's improved, \$1.50 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$5.50; per doz., 75c; B, per case 6 doz., \$4.85; per doz., 90c.

LANTERNS

No. 2, plain	\$8 75
No. 20, X-ray	12 50
No. 22, Dash-board	11 25
Short Globe, doz.	8 75

LEAD PIPE, \$17.40

LEAD WASTE, \$18.40

LINSEED OIL

See weekly report.

MATTOCKS

Picks, \$7.75; cutter, \$7.75.

NAILS

Wire, f.o.b. Fort William, \$5.45 base; Winnipeg, \$5.85 base; Cut f.o.b., Winnipeg, \$6.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., \$3.50; 36 in., \$4.50; 48 in., \$5.25; 60 in., \$6.25; 72 in., \$7.

NUTS

Square, small lots, blank, 4¼c; tapped, 4¾c advance on list; Hexagonal, small lots, blank, 4¾c; Tapped, 45c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 20c; Ideal Thresher, 37c; "B" Castor machine oil, 24¼c; Buffalo engine gasoline, 35c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 20c; "Engoline" engine coal oil, 16c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 10¼c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, \$3.35; Stephen's House, \$3.10; Stephens' Floor, \$2.70; Silkstone, \$2.65.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, \$2.50; less than barrels, \$3.50; American vermilion, 20c; English vermilion, \$3 per lb.; Canadian metallic oxides, barrel lots, 3¼c; English purple oxide, in casks, 3¼c; less quantities, 4c per lb. Red lead, kegs, \$14; less quantities, 16c.

PICKS, Clay, 6-7, \$7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	\$ 5 63	\$ 7 97
¾ inch	5 72	8 06
1 inch	7 34	9 14
1½ inch	9 27	11 70
2 inch	13 73	17 28
2½ inch	18 57	23 40
3 inch	22 19	27 95
3½ inch	29 84	37 62
4 inch	47 84	60 12
4½ inch	62 55	78 66
5 inch	77 40	.....
6 inch	91 70	.....
8 inch	108 00	.....
10 inch	126 00	.....
12 inch	163 80	.....

PLASTER, Paris, per bbl., \$3.75.

PLATES, CANADA

18 x 21 per box, half polish, \$8.50; full polished, \$9.50; 18 x 24, half polished, \$8.50; full polished, \$9.50; 20 x 28, half polished, \$8.75; full polished, \$9.75.

PLOW SHARES.....10c per lb.

POINTS

Landslide plow, 1½ x 14 in., \$1.75 per dozen.

PUTTY

100-lb. irons 5 00
25-lb. irons, per cwt. 5 30
1½-lb. tins 0 08½

RIVETS AND BURRS

Iron rivets, 10 per cent.; copper No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 24¼c base; pure Manila, 34c base; British Manila, 27½c base; lath yarn, 24¼c base; African hemp, 26¼c base; cotton rope, ¼ and over, 46c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), Net list.

SAWS, BUCK

Happy Medium, \$7.50; Watch Spring, \$7.75; Lance Tooth or Lightning Blades, \$8.25; New Century, \$9.75.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	\$10 25
12 gauge	10 25
14 gauge	10 00

16 gauge	10 00
18-20 gauge	9 80
22-24 gauge	9 85
26 gauge	9 90
28 gauge	10 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., \$11.25 per doz.; D.H., Rd. Pt., \$11.25 per doz.; L.H., Sqr. Pt., \$11.25; L.H., Sqr. Pt., \$11.25; D.H., Rd. Pt., \$11.25; Bulldog and Jones, D.H., Rd. Pt., \$12.35; D.H., Sqr. Pt., \$12.35; L.H., Rd. Pt., \$12.35; Black Cat and Crescent Scoops—No. 4, \$12.30 doz.; No. 6, \$13.15; No. 8, \$13.95; No. 10, \$14.80; Moose and Jones Scoops, No. 4, \$13.60; No. 6, \$14.40; No. 8, \$15.25; No. 10, \$15.90 per dozen.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., \$7.05; 5-16, \$6.70; ¾, \$6.50; 1½, \$6.30.

STAPLES

Bright wire, per cwt., \$5.30 at Fort William, \$5.70 Winnipeg; galvanized staples, \$6.10 Fort William, \$6.50 Winnipeg.

STEEL

Sleighshoe, \$5.25 base per cwt.; plow, common, \$6.25; crucible plow, \$7.25; angle, \$5.35; harrow, \$5.25 base; cast, octagon tool steel, 15c base; square tool, 13¼c base; spring, \$6.25; machine, \$6.25 base; tire, \$5.35. Mild, 3-16, ¼, 5-16, \$6.75 base; other sizes, \$5.25 base.

STEEL HOOPS

½ in., \$7.25; ¾ in., \$7; 1 in., \$6.25; 1¼ in., \$6; 1½ in., \$6; 1½ in., \$5.50.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TIN PLATE

20 x 28 I.C.	\$23 00
20 x 18 I.X.	25 00
20 x 33 I.C.	27 25
20 x 33 I.X.	29 50
Terne plates	20 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luxinette, gal.... \$2 20
Stephens Exallite, gal..... 3 00

WASHERS

Iron, small lots, 5%+75c; full boxes, iron, 10%+75c.

WHITE LEAD

Decorators' pure, ton lots \$17.05; less than ton lots, \$17.40.

WIRE, BARB

Lyman, 4-point, \$4.20 f.o.b. Ft. William, \$4.50 Winnipeg; Glidden Cattle, 2-pt., \$4.05 Ft. William, \$4.35 Winnipeg; Baker 2-pt., \$4 Ft. William, \$4.30 Winnipeg; plain twist, cwt., Ft. William, \$4.35; Winnipeg, \$4.75; plain galvanized, Ft. William, No. 9, \$4.85; No. 12, \$5.10; Winnipeg, No. 9, \$5.25; No. 12, \$5.50; coil spring, Ft. William, No. 9, \$5; No. 12, \$5.25; Winnipeg, No. 9, \$5.30; No. 12, \$5.55.

Patented screen in 100-ft. rolls, \$3 per hundred sq. ft.; in 50-ft. rolls, \$3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, \$7.20 Winnipeg; \$6.80 Fort William. Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, \$6.70; 10, \$6.75; 12, \$6.90; 14, \$7.10; 16, \$7.25; 18, \$7.40 per 100 lbs.

WRINGERS

Royal Canadian, \$47.65 per doz.; Eze, \$51.50 per doz.; Bicycle, \$57.80 per doz.; Ajax, \$115.40 doz.

ACKLAND'S

PAINTED EVENER SETS

WAGON SETS PLOW SETS

ARE LEADERS

In Quality - In Design - In Finish

WE ARE HEADQUARTERS FOR

Crescent Plowshares - Harrow Teeth
Blacksmiths' and Horseshoers' Equipment,
Tools and Supplies

Write us for Catalogue and Prices. We can convince you.

D. ACKLAND & SON, LIMITED
 WINNIPEG AND CALGARY

Every Day Is Pay Day

THAT'S right—every day you work our plan, your pay is given you. "Pay yourself first" that's the idea of our representative plan. When you devote ten hours daily acting as our representative—your pay is sure and certain.

We need a hustling representative right in your district. A young man capable of producing good business, preferably one with salesmanship experience. The position will pay big money to one with enthusiasm, energy and ability. Do you know, or are you such a man?

If you are and are willing to exchange your spare time, representing our publications, we will show you how that same spare time, properly used, will produce for you as much cash as your regular income.

Does this interest you, if so write us TO-DAY and we will tell you all about it.

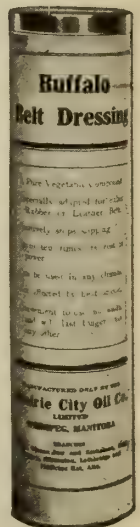
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BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited
 WINNIPEG, MANITOBA

If interested, tear out this page and keep with letters to be answered.

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Bolt Cutters (Threading Machines)

Wells Bros. of Canada, Galt.

Boiler Compound

Prairie City Oil Co., Winnipeg.

Boiler Taps

Wells Bros. of Canada, Galt.

Bolster Springs

Wilkinson & Kompass, Hamilton

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The Stanley Works, New Britain, Conn.

Box Hinges and Locks

The Stanley Works, New Britain, Conn.

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Kinzinger, Bruce & Co., Niagara Falls, Ont.

Breeding Cages

Andrew B. Hendryx Co., New Haven, Conn.

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Landers, Frary & Clark, New Britain, Conn.

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Goodell-Pratt Co., Greenfield, Mass.

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Boeckh Bros. Co., Ltd., Toronto.

Meakins & Sons, Ltd., Hamilton.

J. S. Simms & Co., Ltd., St. John.

Walter Woods & Co., Hamilton.

Brooms, Stable

Boeckh Bros. Co., Ltd., Toronto.

Meakins & Sons, Ltd., Hamilton.

T. S. Simms & Co., Ltd., St. John.

Brushes

Boeckh Bros. Co., Ltd., Toronto.

Meakins & Sons, Ltd., Hamilton.

T. S. Simms & Co., Ltd., St. John.

Walter Woods & Co., Hamilton.

Brushes, Saddlery

Boeckh Bros. Co., Ltd., Toronto.

Meakins & Sons, Ltd., Hamilton.

T. S. Simms & Co., Ltd., St. John.

Brushes, Household

Boeckh Bros. Co., Ltd., Toronto.

Meakins & Sons, Ltd., Hamilton.

T. S. Simms & Co., Ltd., St. John.

Brushes, Paint

Boeckh Bros. Co., Ltd., Toronto.

Meakins & Sons, Ltd., Hamilton.

T. S. Simms & Co., Ltd., St. John.

Brushes, Stable

Boeckh Bros. Co., Ltd., Toronto.

Meakins & Sons, Ltd., Hamilton.

T. S. Simms & Co., Ltd., St. John.

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Collins Mfg. Co., Toronto.

Builders' Tools and Supplies

Cleveland Stone Co., Cleveland, Ohio.

Buckles

Parmenter & Bulloch, Gananoque.

Builders' Hardware

Caverhill, Learmont & Co., Montreal.

Canada Steel Goods Co., Hamilton.

Jas. Cartland & Son, Ltd., Birmingham, England.

The Stanley Works, New Britain, Conn.

Burrs

The Stanley Works, New Britain, Conn.

Builders, Tools

L. S. Starrett Co., Athol, Mass.

Burring Reamers

Wells Bros. of Canada, Galt.

Burners, Natural Gas

Aylmer Pump & Scale Co., Aylmer, Ont.

Brushes, Artists'

T. S. Simms & Co., Ltd., St. John, N.B.

Brushes, Varnish

Boeckh Bros. Co., Ltd., Toronto.

Meakins & Sons, Ltd., Hamilton.

T. S. Simms & Co., Ltd., St. John, N.B.

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Bird & Son, East Walpole, Mass.

Caverhill, Learmont & Co., Montreal.

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Walter Woods & Co., Hamilton.

Butter Molds

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Butter Tubs

Walter Woods & Co., Hamilton.

Butter Workers

Beatty Bros., Ltd., Fergus.

Burrs

The Stanley Wks., New Britain, Conn.

Steel Co. of Canada, Ltd., Hamilton.

Parmenter & Bulloch, Gananoque.

Wrought Washer Mfg. Co., Milwaukee, Wis.

Butts

Canada Steel Goods Co., Hamilton.

The Stanley Wks., New Britain, Conn.

Jas. Smart Mfg. Co., Brockville.

Canada Steel Goods Co., Hamilton.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Butts and Hinges

Canada Steel Goods Co., Hamilton.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

The Stanley Wks., New Britain, Conn.

Car Movers

Dillon Mfg. Co., Oshawa, Ont.

Carpenters' Tools

Goodell-Pratt Co., Greenfield, Mass.

Carriers, Cash and Parcel

Gipe-Hazard Store Service Co., Toronto.

Cartridges

Dominion Cartridge Co., Ltd., Montreal.

Caverhill, Learmont & Co., Montreal.

Remington Arms-Union Metallic Cartridge Co., Windsor.

Lewis Bros., Ltd., Montreal.

Marble Arms & Mfg. Co., Gladstone, Mich.

Caverhill, Learmont & Co., Montreal.

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Caverhill, Learmont & Co., Montreal.

Remington Arms-Union Metallic Cartridge Co., Windsor.

Lewis Bros., Ltd., Montreal.

Marble Arms & Mfg. Co., Gladstone, Mich.

Caverhill, Learmont & Co., Montreal.

Chimneys, Lamp

Walter Woods & Co., Hamilton.

Chucks, Tap

Wells Bros. of Canada, Galt.

Churns, Hand and Power

Beatty Bros., Ltd., Fergus.

Caverhill, Learmont & Co., Montreal.

Cummer-Dowswell, Ltd., Hamilton.

Landers, Frary & Clark, New Britain, Conn.

Walter Woods & Co., Hamilton.

Clamps, Steel

Goodell-Pratt Co., Greenfield, Mass.

Clamp, Steel Bar

National Machinery & Supply Co., Hamilton.

Clippers, Horse and Sheep

American Shearer Mfg. Co., Nashua, N.H.

Clippers, Toilet

American Shearer Mfg. Co., Nashua, N.H.

Closets

Wakye Mfg. Co., Winnipeg.

Clothes Dryers

Cummer-Dowswell, Ltd., Hamilton.

Stratford Mfg. Co., Ltd., Stratford.

Clothes Lines

Walter Woods & Co., Hamilton.

Western Wire & Nail Co., London.

Clothes Pins

Wm. Cane & Sons Co., Newmarket, Ont.

Walter Woods & Co., Hamilton.

Clothes Reels

Cummer-Dowswell, Ltd., Hamilton.

Clothes Racks

Walter Woods & Co., Hamilton.

Coal Chutes

Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods

Thos. Davidson Mfg. Co., Ltd., Montreal.

Coal Tar and Pitch

J. H. McComb, Ltd., Montreal, Que.

Coal Oil

Imperial Oil Co., Toronto.

Prairie City Oil Co., Winnipeg.

Cocks, Basin

Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Bath

Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Brass and Iron

Jas. Morrison Brass Mfg. Co., Toronto.

Coffee Mills

Landers, Frary & Clark, New Britain, Conn.

Cobblers' Sets

Jas. Smart Mfg. Co., Brockville.

Coffee Percolators

Thos. Davidson Mfg. Co., Montreal.

Landers, Frary & Clark, New Britain, Conn.

Coffee Urns

Wrought Iron Range Co., Toronto.

Coils, Brass, Iron and Copper

Jas. Morrison Brass Mfg. Co., Toronto.

Concrete Reinforcings

McGregor, Banwell Fence Co., Ltd., Walkerville.

Pedlar People, Limited, Oshawa.

Commutator Stones

Cleveland Stone Co., Cleveland, Ohio.

Compasses

Marble Arms & Mfg. Co., Gladstone, Mich.

Conductor Heads, Ornamental

Metallic Roofing Co., Toronto.

and Winnipeg.

Wheeler & Bain, Toronto.

CLASSIFIED LISTS OF ADVERTISEMENTS

Conductor Hooks

Wheeler & Bain, Toronto.

Conductor Hooks, All Steel

Metallic Roofing Co., Toronto and Winnipeg.

Conductor Pipe

Metallic Roofing Co., Toronto and Winnipeg.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Wheeler & Bain, Toronto.

Coping Saws

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Copper Ingots

Tallman Brass & Metal Co., Hamilton.

Copper Sheets

Tallman Brass & Metal Co., Hamilton.

Corner Bead, Metallic

Metallic Roofing Co., Toronto and Winnipeg.

Cornices, Metallic

Metallic Roofing Co., Toronto and Winnipeg.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Corrugated Fasteners

Steel Co. of Canada, Ltd., Hamilton.

The Stanley Works, New Britain, Conn.

Cold Rolled Strip Steel

The Stanley Works, New Britain, Conn.

Corn Brooms

T. S. Simms & Co., St. John, N.B.

Corn Planters

Eureka Planter Co., Woodstock.

Cotton Waste

Prairie City Oil Co., Winnipeg.

Corrugated Irons

Metallic Roofing Co., Toronto and Winnipeg.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Counters

Cameron & Campbell, Toronto.

Countersinks

Goodell-Pratt Co., Greenfield, Mass.

Couplings, Wrought

Canadian Tube & Iron Co., Ltd., Montreal.

Cow Stalls and Stanchions

Dillon Mfg. Co., Oshawa, Ont.

Cultivators, Garden, Hand and Wheel

Eureka Planter Co., Woodstock.

C. S. Norcross & Sons, Bushnell, Ill.

Cuspidors

Thos. Davidson Mfg. Co., Ltd., Montreal.

Crowbars

B. J. Coghlin & Co., Montreal.

Cut Nippers

Brown, Boggs Co., Ltd., Hamilton.

L. S. Starrett Co., Athol, Mass.

Cutlery

Caverhill, Learmont & Co., Montreal.

James Hutton & Co., Montreal.

Canadian Wm. A. Rogers, Ltd., Toronto.

Geo. Butler & Co., Ltd., Sheffield, Eng.

John Chatillon & Sons, New York, N.Y.

Jonathan Crooks & Son, Ltd., Sheffield, Eng.

McGlashan-Clarke Co., Niagara Falls, Ont.

Lewis Bros., Ltd., Montreal.

Cutlery, Kitchen

Landers, Frary & Clark, New Britain, Conn.

Cutlery, Non-stain

Geo. Butler & Co., Ltd., Sheffield, Eng.

James Hutton & Co., Montreal.

Cutlery, Pearl Handle and Silver

Landers, Frary & Clark, New Britain, Conn.

Cutters, Paper

Walter Woods & Co., Hamilton.

Cotter Pins

Wilkinson & Kompass, Hamilton

Culverts, Corrugated Metal

Winnipeg Ceiling & Roofing Co., Winnipeg.

Crimped Iron Sheets

Wheeler & Bain, Toronto.

Cut Nippers

L. S. Starrett & Co., Athol, Mass.

Cylinder Oils

Imperial Oil Co., Toronto.

Prairie City Oil Co., Winnipeg.

Dairy Pails

Thos. Davidson Mfg. Co., Ltd., Montreal.

Depth Gauges

Goodell-Pratt Co., Greenfield, Mass.

Dies

Butterfield & Co., Rock Island, Que.

Pratt & Whitney Co., Ltd., Dundas.

Display Racks and Stands

Cameron & Campbell, Toronto.

Dividers, Angle

Stanley Rule & Level Co., New Britain, Conn.

Door Bolts

Richards-Wilcox Canadian Co., Ltd., London.

The Stanley Works, New Britain, Conn.

Door Checks

Wm. Newman & Sons., Birmingham, Eng.

Doors, Fireproof

Metallic Roofing Co., Toronto and Winnipeg.

Doors, Metal

Metallic Roofing Co., Toronto and Winnipeg.

Pedlar People, Limited, Oshawa.

Door Hangers

Canada Steel Goods Co., Hamilton, Ont.

Doors, Kalameined

Metallic Roofing Co., Toronto and Winnipeg.

Doors, Metal

Metallic Roofing Co., Toronto and Winnipeg.

Pedlar People, Limited, Oshawa.

Door Pulls

The Stanley Wks., New Britain, Conn.

Door Springs

Jas. Cartland & Son, Ltd., Birmingham, Eng.

Wm. Newman & Sons., Birmingham, Eng.

Driers

Dougall Varnish Co., Ltd., Montreal.

Benjamin Moore & Co., Ltd., Toronto.

Martin-Senour Co., Ltd., Montreal.

A. Ramsay & Son, Co., Montreal.

G. F. Stephens & Co., Ltd., Winnipeg

Drills

Goodell-Pratt Co., Greenfield, Mass.

North Bros., Mfg. Co., Philadelphia, Ja.

Stanley Rule & Level Co., New Britain.

Wilkinson & Kompass, Hamilton

Dies, Threading

Wells Bros. Co. of Canada, Galt.

Disinfectant, Liquid

Wakyte Mfg. Co., Winnipeg.

Disinfectant, Powder

Wakyte Mfg. Co., Winnipeg.

Die Stocks

Wells Bros. Co. of Canada, Galt.

Domestic Water Systems

Aylmer Pump & Scale Co., Aylmer, Ont.

Dowel Pins, Brass, Pattern

Makers' Canadian Winkley Co., Windsor.

Drills, Breast

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks

Goodell-Pratt Co., Greenfield, Mass.

Dusters, Feather

Walter Woods & Co., Hamilton.

Dusters

Channel Chemical Co., Toronto.

Dry Colors

Brandram-Henderson, Ltd., Halifax, N.S.

R. C. Jamieson & Co., Ltd., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

Ottawa Paint Works, Ottawa.

A. Ramsay & Son Co., Montreal.

G. F. Stephens & Co., Ltd., Winnipeg.

Martin-Senour Co., Ltd., Montreal.

McArthur Irwin, Montreal.

Dry Cells

Canada Dry Cells Ltd., Winnipeg

Canadian H. M. Johns-Manville Co., Toronto.

Hyslop Bros., Ltd., Toronto.

Line Hansen & Kimball, Moose Jaw.

Great West Electric Co., Ltd., Winnipeg.

Maytag Co., Ltd., Winnipeg.

Metal Specialties Mfg. Co., Chicago, Ill.

Eave Trough

Metallic Roofing Co., Toronto and Winnipeg.

Pedlar People, Limited, Oshawa.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Cases

Walter Woods & Co., Hamilton

Ejectors and Syphons

Jas. Morrison Brass Mfg. Co., Toronto.

Elbows

Thos. Davidson Mfg. Co., Ltd., Montreal.

Pedlar People, Limited, Oshawa.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells

Northern Electric Co., Ltd., Montreal.

Electric Lighting Fixtures

Barton-Netting Co., Windsor.

Electric Fans

Northern Electric Co., Ltd., Montreal.

A. C. Gilbert Co., New Haven, Conn.

Dynamos

Northern Electric Co., Montreal.

Egg Beaters

Collette Mfg. Co., Collingwood.

Electric Flashlights

Northern Electric Co., Ltd., Montreal.

Electric Fixtures

Northern Electric Co., Ltd., Montreal.

Tallman Brass & Metal Co., Hamilton.

Electric Heating Specialties

Northern Electric Co., Ltd., Montreal.

Electric Specialties

A. C. Gilbert Co., New Haven, Conn.

National Electric Heating Co., Toronto.

Northern Electric Co., Ltd., Montreal.

Electrical Tools

Northern Electric Co., Ltd., Montreal.

Electrical Supplies

Northern Electric Co., Ltd., Montreal.

Electrical Household Specialties Landers, Frary & Clark, New Britain, Conn.

Electro Plated Ware

McGlashan, Clarke Co., Niagara Falls, Ont.

Electric Irons

Landers, Frary & Clark, New Britain, Conn.

Electric Toasters

Landers, Frary & Clark, New Britain, Conn.

End Cutting Tools

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery

John Oakey & Sons, London, Eng.

Emery Glass and Papers

John Oakey & Sons, London, Eng.

Emery Wheels

Carborundum Co., Niagara Falls, N.Y.

Emery Stones

Carborundum Co., Niagara Falls, N.Y.

Enamels

R. C. Jamieson & Co., Ltd., Montreal.

Benjamin Moore & Co., Ltd., Toronto.

McArthur Irwin, Montreal.

Enamels, High Gloss

Benjamin Moore & Co., Ltd., Toronto.

Enamels, Waggon and Carriage Benjamin Moore & Co., Ltd., Toronto.

Enamelled Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.

Electrical Toys

A. C. Gilbert Co., New Haven, Conn.

Engine Oils

Imperial Oil Co., Toronto.

Prairie City Oil Co., Winnipeg.

Engineers' Supplies, Rubber Canadian Consolidated Rubber Co., Montreal.

Gutta Percha & Rubber, Ltd., Toronto.

Envelopes

Walter Woods & Co., Hamilton.

Extension Ladders

Stratford Mfg. Co., Ltd., Stratford.

Fanlight Openers

Jas. Bartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen

The Stanley Works, New Britain, Conn.

Faucets

Jas. Morrison Brass Mfg. Co., Toronto.

CLASSIFIED LISTS OF ADVERTISEMENTS

Feed Cookers

Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felt, Tarred

J. H. McComb Ltd., Montreal,
Que.

Fencing and Gates

Banwell-Hoxie Wire Fence Co.,
Hamilton.
McGregor-Banwell Fence Co.,
Ltd., Walkerville.
Standard Tube & Fence Co.,
Woodstock.
Steel Co. of Canada, Ltd., Ham-
ilton.

Fencing, Farm

McGregor-Banwell Fence Co.,
Ltd., Walkerville.
Standard Tube & Fence Co.,
Woodstock.

Fencing, Lawn

Banwell-Hoxie Wire Co., Ltd.
Hamilton.
Caverhill, Leamont & Co.,
Montreal.
McGregor-Banwell Fence Co.,
Ltd., Walkerville.
Lewis Bros., Ltd., Montreal.
Standard Tube & Fence Co.,
Woodstock.

Fencing, Poultry

McGregor-Banwell Fence Co.,
Ltd., Walkerville.
Standard Tube & Fence Co.,
Woodstock.

Files

G. & H. Barnett Co., Philadel-
phia, Pa.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd.,
Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co.,
Montreal.
Wilkinson & Kompass, Hamilton

Finials, Metallic

Metallic Roofing Co., Toronto
and Winnipeg.

Fitters

Benjamin Moore Co., Ltd., To-
ronto.

Filters

Thos. Davidson Mfg. Co., Mont-
real.

Extinguishers, Fire

Northern Electric Co., Montreal.
Gutta Percha & Rubber, Toronto

Fire Department Supplies

Jas. Morrison Brass Mfg. Co.,
Toronto.
Gutta Percha & Rubber, Ltd.,
Toronto.

Fire Extinguishers

Gutta Percha & Rubber, Ltd.,
Toronto.

Fireplace Furnishings

Barton Netting Co., Windsor.

Fireproof Doors

Metallic Roofing Co., Toronto
and Winnipeg.

Fireproof Metal Windows

Metallic Roofing Co., Toronto
and Winnipeg.

Flashlights, Electric

Canada Dry Cells, Ltd., Winni-
peg.
Interstate Electric Novelty Co.,
Toronto.
Great West Electric Co., Ltd.,
Winnipeg.
Metal Specialties Mfg. Co.,
Chicago.
Northern Electric Co., Montreal.

Flint Cloths

John Oakey & Sons, London,
Eng.

Flashings, Metallic

Metallic Roofing Co., Toronto
and Winnipeg.

Floor Paints

Benjamin Moore & Co., Ltd.,
Toronto.

Fly Catchers

Walter Woods & Co., Hamilton.

Flush Tanks

Jas. Morrison Brass Mfg. Co.,
Toronto.

Folding Chairs and Tables

Stratford Mfg. Co., Ltd., Strat-
ford.

Food Choppers

F. W. Lamplough & Co., Mont-
real.
Landers, Frary & Clark, New
Britain, Conn.

Foot Powers

Goodell-Pratt Co., Greenfield,
Mass.

Fire Alarm Apparatus

Northern Electric Co., Montreal.

Farm Lighting Outfits

Northern Electric Co., Montreal.

Floor Oil

Prairie City Oil Co., Winnipeg.

Force Cups

Canadian Consolidated Rubber
Co., Toronto.

Gutta Percha & Rubber, Ltd.,
Toronto.

Fore Planes

National Machinery & Supply
Co., Hamilton.

Forged Tire Tools

Bridgeport Hdwe. Mfg. Corp.,
Bridgeport, Conn.

Forgings

Steel Co., of Canada, Ltd., Ham-
ilton.

Fruit Jars

Walter Woods & Co., Hamilton.

Friction Taps

Northern Electric Co., Ltd.,
Montreal.

Forstner Bits

Progressive Mfg. Co., Torring-
ton, Conn.

Funnels

Thos. Davidson Mfg. Co., Ltd.,
Montreal.

Furniture Polish

Buffalo Specialty Co., Bridge-
burg.

Channel Chemical Co., Toronto.

Gages

L. S. Starrett Co., Athol, Mass.
Wells Bros. Co. of Canada, Galt.

Gages, Cylindrical Limit
Wells Bros. Co. of Canada, Galt.

Gages, Plug and Templet
Wells Bros. Co. of Canada, Galt.

Gages, Thread Turret
Wells Bros. Co. of Canada, Galt.

Gages, Screw Pitch
Wells Bros. Co. of Canada, Galt.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto
and Winnipeg.

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Thos. Davidson Mfg. Co., Ltd.,
Montreal.

Galvanized Iron
Thos. Davidson Mfg. Co., Ltd.,
Montreal.

Galvanized Steel Tanks
Pedlar People Limited, Oshawa.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd.,
Hamilton.

Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Galvanizing
Thos. Davidson Mfg. Co., Mont-
real.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co.,
Toronto.

Gauges and Recording
Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co.,
Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasoline Drums
Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Stanley Rule & Level Co., New
Britain, Conn.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell,
Ill.

Eureka Planter Co., Woodstock,
Ont.

Schoener Mfg. Co., St. Cloud,
Minn.

Garage Hardware
The Stanley Works, New Bri-
tain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd.,
Montreal.

J. Samuels, Toronto.

Garnet Paper
The Carborundum Co., Niagara
Falls, N.Y.

Garages, Portable

Winnipeg Ceiling & Roofing Co.,
Winnipeg.

The Pedlar People, Oshawa.

Gates, Farm

McGregor-Banwell Fence Co.,
Ltd., Walkerville.

Gates, Stock

McGregor-Banwell Fence Co.,
Ltd., Walkerville.

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A. Ramsay & Son Co., Montreal.

G. F. Stephens & Co., Ltd., Win-
nipeg.

Toronto Plate Glass Imp. Co.,
Toronto.

Glass, Plate
Toronto Plate Glass Imp. Co.,
Toronto.

Glass, Beaded
Toronto Plate Glass Imp. Co.,
Toronto.

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Toronto.

Glass, Stained
Toronto Plate Glass Imp. Co.,
Toronto.

Glass Cutters
Goodell-Pratt Co., Greenfield,
Mass.

Glass Benders
Toronto Plate Glass Imp. Co.,
Toronto.

Glaziers' Diamonds
Sharrett & Newth, London, Eng.

A. Shaw & Son, London, Eng.

Glues
R. C. Jamieson & Co., Ltd.,
Montreal.

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Wakye Mfg. Co., Winnipeg.

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Pedlar People Limited, Oshawa.

Metallic Roofing Co., Toronto
and Winnipeg.

Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Granary Lining
Metallic Roofing Co., Toronto
and Winnipeg.

Grease Cups, Pressed Steel
and Brass
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The Carborundum Co., Niagara
Falls, N.Y.

Grindstones
Carborundum Co., Niagara Falls,
N.Y.

Cleveland Stone Co., Cleveland.

Grinding Wheels
The Carborundum Co., Niagara
Falls, N.Y.

Generators
Northern Electric Co., Montreal.

Glass, Art
Saskatchewan Glass & Supply
Co., Moose Jaw, Sask.

Glass, Polished, Wired
Saskatchewan Glass & Supply
Co., Moose Jaw, Sask.

Glass, Bevelled
Saskatchewan Glass & Supply
Co., Moose Jaw, Sask.

Excelsior Plate Glass Co., To-
ronto.

Glass, Window
Excelsior Plate Glass Co., To-
ronto.

Toronto Plate Glass Imp. Co.,
Toronto.

Glass, Windshield
Saskatchewan Glass & Supply
Co., Moose Jaw, Sask.

Greases, Transmission
Prairie City Oil Co., Winnipeg.

Gloves, Rubber
Northern Electric Co., Montreal.

Gunsights
Marble Arms & Mfg. Co., Glad-
stone, Mich.

Guns
Remington Arms-Union Metallic
Cartridge Co., Windsor.

Caverhill, Learmont & Co., Mon-
treal.

Lewis Bros., Ltd., Montreal.

Harrington & Richardson Arms
Co., Worcester, Mass.

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Goodell-Pratt Co., Greenfield,
Mass.

L. S. Starrett Co., Athol, Mass.

National Machinery & Supply
Co., Hamilton.

Victor Saw Works Ltd., Hamil-
ton, Ont.

Hack Saw Blades

Goodell-Pratt Co., Greenfield,
Mass.

Victor Saw Works Ltd., Hamil-
ton, Ont.

Hack Saw Frames

Bridgeport Hdwe. Mfg. Corp.,
Bridgeport, Conn.

Goodell-Pratt Co., Greenfield,
Mass.

National Machinery & Supply
Co., Hamilton.

L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Goodell-Pratt Co., Greenfield,
Mass.

Hammers
Stanley Rule & Level Co., New
Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield,
Mass.

Hammer Handles
St. Mary's Wood Specialty Co.,
St. Mary's, Ont.

Handles
The Stanley Works, New Bri-
tain, Conn.

Handles, All Kinds
Wilkinson & Kompass, Hamilton

J. H. Still Mfg. Co., St. Thomas.

St. Mary's Wood Specialty Co.,
St. Mary's, Ont.

Hangers, Door
Beatty Bros., Ltd., Fergus.

National Machinery & Supply
Co., Hamilton.

F. E. Myers & Bro., Ashland,
Ohio.

The Stanley Wks., New Britain,
Conn.

Hangers, Door and Track
Canada Steel Goods Co., Ham-
ilton.

Hangers, Storm Sash and Screen
The Stanley Works, New Bri-
tain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply
Co., Hamilton.

Handscrews, Adjustable Wood
National Machinery & Supply
Co., Hamilton.

Hand Vises
Goodell-Pratt Co., Greenfield,
Mass.

Hardwood Lumbers
D. Ackland & Son, Winnipeg.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp.,
Bridgeport, Conn.

Harness Oil
Prairie City Oil Co., Winnipeg,
Man.

Hardware, Barn Door
R. Dillon & Sons, Oshawa, Ont.

Hatchets
Marble Arms & Mfg. Co., Glad-
stone, Mich.

Hasps
Canada Steel Goods Co., Ham-
ilton.

Hay Unloading Tools
Dillon Mfg. Co., Oshawa, Ont.

Heaters
Thos. Davidson Mfg. Co., Ltd.,
Montreal.

Hinges, Spring
Wm. Newman & Sons, Birming-
ham, Eng.

Hinges
Canada Steel Goods Co., Ham-
ilton.

Chicago Spring Butt Co., Chi-
cago, Ill.

Wm. Newman & Son, Birming-
ham, Eng.

Steel Co., of Canada, Ltd., Ham-
ilton.

The Stanley Works, New Bri-
tain, Conn.

Hockey Pucks
Gutta Percha & Rubber, Ltd.,
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Manitoba, Bissett & Webb, Ltd., Winnipeg.

British Columbia, MacPherson &

Teetzel, Vancouver

BAR IRON



NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.

ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

**MONEL
METAL**

We are **SOLE PRODUCERS** of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

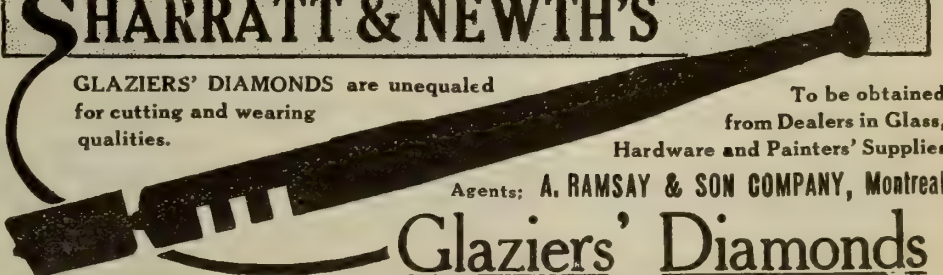
43 EXCHANGE PLACE, NEW YORK

SHARRATT & NEWTH'S

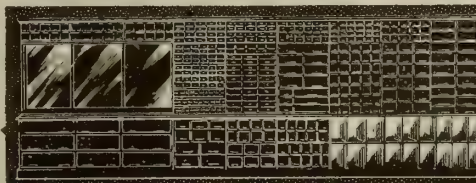
GLAZIERS' DIAMONDS are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: **A. RAMSAY & SON COMPANY, Montreal**



Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Packed right.

CAMERON & CAMPBELL
Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

- Hockey Sticks**
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co.,
St. Mary's, Ont.
- Hoes**
Ward & Payne, Sheffield, Eng.
- Hoists**
Manitoba Bridge & Iron Wks.,
Ltd., Winnipeg.
- Hollow Handled Tools**
Stanley Rule & Level Co., New
Britain, Conn.
- Horse Singers**
Collins Mfg. Co., Toronto.
- Hones, Razor**
The Carborundum Co., Niagara
Falls, N.Y.
- Hose, Mill Fire**
Gutta Percha & Rubber Co. Ltd.,
Toronto.
- Hardware, Metal Window**
The Stanley Works, New Bri-
tain, Conn.
- Harvester Oil**
Prairie City Oil Co., Winnipeg.
- Heaters, Globe**
Wheeler & Bain, Toronto.
- Hoes, Five-Prong and
Three-Prong**
C. S. Norcross & Sons, Bushnell,
Ill.
- Hose, Garden and Lawn**
Gutta Percha & Rubber Co.,
Toronto.
- Hooks, All Steel, Conductor**
Metallic Roofing Co., Toronto
and Winnipeg.
- Horse Covers, Rubber**
Canadian Consolidated Rubber
Montreal.
- Horse Shoes**
D. Ackland & Son, Winnipeg.
Steel Co., of Canada, Ltd.,
Hamilton.
Wilkinson & Kompers, Hamil-
ton.
- Horse Nails**
D. Ackland & Son, Winnipeg.
- Hotel and Restaurant
Kitchen Equipment**
Wrought Iron Range Co., Tor-
onto.
- Hoops, Wire**
Laidlaw Bale Tie Co., Ltd.,
Hamilton.
- Hose, Fittings and Supplies**
Canadian Consolidated Rubber
Co., Montreal.
Caverhill, Learmont & Co.,
Montreal.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co.,
Toronto.
Gutta Percha & Rubber, Limit-
ed, Toronto.
Goodyear Tire & Rubber Co.,
Toronto.
- Household Brushes**
Boeckh Bros., Toronto.
Meakins & Son, Hamilton.
T. S. Simms & Co., St. John,
N.B.
- Ice Cream Freezers**
Wm. Crane & Sons Co., Ltd.,
Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd.,
Montreal.
North Bros. Mfg. Co., Philadel-
phia, Pa.
- Ice Scrapers**
James Bros. Co., Perth.
- Ignition Accessories**
Northern Elec. Co., Montreal.
- Incubators**
Collins Mfg. Co., Toronto.
- Indicators, Speed**
L. S. Starrett Co., Athol, Mass.
- Indicators, Test**
L. S. Starrett Co., Athol, Mass.
- Injector, Automatic**
Jas. Morrison Brass Mfg. Co.,
Toronto.
- Instruments of Precision**
L. S. Starrett Co., Athol, Mass.
- Iron, Corrugated**
Metallic Roofing Co., Toronto
and Winnipeg.
Wheeler & Bain, Toronto.
- Iron Sheets, Black
and Galvanized**
Dominion Sheet Metal Co.,
Ltd., Hamilton.
London Rolling Mill Co., Lon-
don, Ont.
- Iron Bars**
Manitoba Bridge & Iron Wks.,
Ltd., Winnipeg.
- Iron and Steel Bars**
Caverhill, Learmont & Co., Mon-
treal.
Steel of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glas-
gow, N.S.
- Irons, Electric**
Landers, Frary & Clark, New
Britain, Conn.
Northern Electric Co., Ltd.,
Montreal.
- Irons, Gas**
National Stamping & Electric
Works, Chicago, Ill.
- Jack Planes**
National Machinery & Supply
Co., Hamilton.
- Japans, Colors**
Benjamin Moore, Co., Ltd., To-
ronto.
- Joint Planes**
National Machinery & Supply
Co., Hamilton.
- Junction Boxes**
Northern Electric Co., Montreal.
- Kalsomine Brushes**
T. S. Simms & Co., St. John,
N.B.
- Knives, Butcher, Skinning**
John Chatillon & Sons, New
York, N.Y.
- Knives, Cook**
John Chatillon & Sons, New
York, N.Y.
- Kettles**
Thos. Davidson Mfg. Co., Ltd.,
Montreal.
- Kitchen Ware**
Thos. Davidson Mfg. Co., Ltd.,
Montreal.
- Kitchen Utensils**
The Carborundum Co., Niagara
Falls, N.Y.
- Kitchen Ware, Transparent**
Corning Glass Works, Corning,
N.Y.
- Knives, Pocket**
Geo. Butler & Co., Ltd., Shef-
field, Eng.
- Jonathan Crookes & Son, Ltd.**
Sheffield, Eng.
- James Hutton & Co., Montreal.**
Landers, Frary & Clark, New
Britain, Conn.
- Knives, Sportsmen's**
Marble Arms & Mfg. Co., Glad-
stone, Mich.
- Knives, Table, Oyster, Carving,
Bread, Slicers**
Canadian Wm. A. Rogers, Ltd.,
Toronto.
Geo. Butler & Co., Ltd., Shef-
field, Eng.
Jonathan Crookes & Son, Ltd.,
Sheffield, Eng.
James Hutton & Co., Montreal.
- Ladders**
Walter Woods & Co., Hamilton.
- Ladders, Shelf**
McFarlane Ladder Works, To-
ronto.
- Ladders, Fruit-Picking**
Stratford Mfg. Co., Stratford.
- Ladders, Extension**
Aylmer Pump & Scale Co., Ayl-
mer, Ont.
Stratford Mfg. Co., Stratford.
- Ladders, Step**
Aylmer Pump & Scale Co., Ayl-
mer, Ont.
Stratford Mfg. Co., Stratford.
- Lath, Metallic**
Metallic Roofing Co., Toronto
and Winnipeg.
Saskatchewan Glass & Supply
Co., Moose Jaw, Sask.
- Lamps, Hand**
Interstate Electric Novelty Co.,
Toronto.
- Lamps, Gasoline, Table & Hall**
National Stamping & Electric
Works, Chicago, Ill.
- Lamp Black**
L. Martin Co., New York, N.Y.
Wilkes, Martin, Wilkes Co., New
York.
- Lamp Chimneys**
Walter Woods & Co., Hamilton.
- Lantern Globes**
Walter Woods & Co., Hamilton.
- Lanterns**
Thos. Davidson Mfg. Co., Ltd.,
Montreal.
National Stamping & Electric
Works, Chicago, Ill.
- Lanterns, Electric**
Canada Dry Cells Ltd., Winni-
peg.
- Latches**
The Stanley Works, New Bri-
tain, Conn.
- Lead, Black**
John Oakey & Sons, London,
Eng.
- Lead, Sheet**
Hoyt Metal Co., Toronto.
- Lamps, Incandescent**
Northern Electric Co., Montreal.
- Latches, Sliding Door**
National Machinery & Supply
Co., Hamilton.
- Lawn Swings**
J. E. Beauchamp & Co., Montreal.
Winnipeg.
Stratford Mfg. Co., Ltd., Strat-
ford.
- Lawn Seats**
Stratford Mfg. Co., Ltd., Strat-
ford.
- Lawn Gates**
McGregor Banwell Fence Co.,
Ltd., Walkerville.
- Lawn Settees**
McFarlane Ladder Works, To-
ronto.
- Lead Traps and Bends**
Hoyt Metal Co., Toronto.
- Levels**
Goodell-Pratt Co., Greenfield,
Mass.
Stanley Rule & Level Co., New
Britain, Conn.
L. S. Starrett Co., Athol, Mass.
- Level Glasses**
Stanley Rule & Level Co., New
Britain, Conn.
- Lines, Clothes**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., Lon-
don.
- Lighting Outfits, Automobile**
Northern Electric Co., Montreal.
- Linseed Oil**
Brandram-Henderson, Ltd., Hal-
ifax, N.S.
Dominion Linseed Oil Co., Mon-
treal.
R. C. Jamieson & Co., Ltd.,
Montreal.
Prairie City Oil Co., Winnipeg.
Sherwin-Williams Co., Ltd.,
Montreal.
- Liquid Veneer**
Buffalo Specialty Co., Bridge-
burg, Ont.
- Loaded Paper Shot Shells**
Remington Arms-Union Metallic
Cartridge Co.
- Locks**
Springer Lock Mfg. Co., Belle-
ville.
- Lubricators and Grease Cups**
Jas. Morrison Brass Mfg. Co.,
Toronto.
- Machines, Hand and Power,**
D. Ackland & Son, Winnipeg.
- Machinery and Supplies**
Manitoba Bridge & Iron Wks.,
Ltd., Winnipeg.
- Mantels and Grates**
Barton Netting Co., Windsor.
- Mats and Matting, Rubber**
Gutta Percha & Rubber Co.,
Ltd., Toronto.
- Mayonnaise Mixers**
Landers, Frary & Clark, New
Britain, Conn.
- Measuring Machines, Lumber**
Jas. Morrison Brass Mfg. Co.,
Toronto.
- Machine Dies**
Wells Bros. Co. of Canada, Galt.
- Machine Oil**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
- Machinists' Vises**
National Machinery & Supply
Co., Hamilton.
- Meat Choppers**
Landers, Frary & Clark, New
Britain, Conn.
- Metal Shingles, Siding, etc.**
Metallic Roofing Co., Toronto
and Winnipeg.
Winnipeg Ceiling & Roofing Co.,
Winnipeg.
- Metal Stampings**
Hamilton Stamp & Stencil Co.,
Hamilton.
- Metals**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Mon-
treal.
Lewis Bros., Ltd., Montreal.
H. S. Howland Son & Co., To-
ronto.
Tallman Brass & Metal Co.,
Hamilton.
Williams Bros. & Piggott, Ltd.,
Birmingham, Eng.
- Metal Polish**
Prairie City Oil Co., Winnipeg.
- Metallic Ceilings and Walls**
Metallic Roofing Co., Toronto
and Winnipeg.
Winnipeg Ceiling & Roofing Co.,
Winnipeg.
- Mendets**
Collette Mfg. Co., Collingwood.
- Metallic Corner Bead**
Metallic Roofing Co., Toronto
and Winnipeg.
Winnipeg Ceiling & Roofing Co.,
Winnipeg.
- Meters, Electric Frequency,
Speed**
Northern Electric Co., Montreal.
- Metallic Lath**
Metallic Roofing Co., Toronto
and Winnipeg.
- Metallic Roofing**
Metallic Roofing Co., Toronto
and Winnipeg.
Winnipeg Ceiling & Roofing Co.,
Winnipeg.
- Metallic Skylights**
Metallic Roofing Co., Toronto
and Winnipeg.
- Metal Window Hardware**
The Stanley Works, New Bri-
tain, Conn.
- Metal Doors**
Pedlar People, Limited, Oshawa.
Metallic Roofing Co., Toronto
and Winnipeg.
Winnipeg Ceiling & Roofing Co.,
Winnipeg.
- Metal Windows**
Metallic Roofing Co., Toronto
and Winnipeg.
Winnipeg Ceiling & Roofing Co.,
Winnipeg.
- Micrometers**
Goodell-Pratt Co., Greenfield,
Mass.
L. S. Starrett Co., Athol, Mass.
- Milling Cutters**
Pratt & Whitney Co., Ltd., Dun-
das.
- Milk Cans**
Thos. Davidson Mfg. Co., Ltd.
Montreal.
- Mirrors**
Toronto Plate Glass Imp. Co.,
Toronto.
- Mitre Boxes**
Goodell-Pratt Co., Greenfield,
Mass.
Stanley Rule & Level Co., New
Britain, Conn.
- Mops, Twine**
T. S. Simms & Co., Ltd., St.
John.
- Mops**
Channel Chemical Co., Toronto.
- Monel Metal**
International Nickle Co., New
York

Straight Talk From the Manager

No. 66

THE COLORED PAGES

Every little while, some hardware merchant tells us that he has been making a big success of selling auto accessories, and that the news stories and advertisements in Hardware and Metal have given him the information necessary to his success.

This is an issue that will be found particularly valuable to dealers who are handling auto accessories or who contemplate doing so. The colored pages, both advertising and editorial, should be carefully studied, for you will find helpful facts on auto accessories and sporting goods on those pages.

J. G. L.

CLASSIFIED LIST OF ADVERTISEMENTS

Motor Accessories

Evinrude Motor Co., Milwaukee, Wis.
Canada Dry Cells, Ltd., Winnipeg.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal.
Eclipse Mfg. Co., Indianapolis, Ind.
Line, Hansen & Kimball, Moose Jaw, Sask.

Motors, Outboard

Evinrude Motor Co., Milwaukee, Wis.

Motors, Detachable

Evinrude Motor Co., Milwaukee, Wis.

Motors, Canoes

Evinrude Motor Co., Milwaukee, Wis.

Motor Tire Supplies

Gutta Percha & Rubber, Toronto

Motors, Electric

Northern Electric Co., Montreal.

Motor Generators

Northern Electric Co., Montreal.

Motorcycles

Johnson's, Iver Arms & Cycle Wks., Fitchburg, Mass.

Motor Cars

Hyslop Bros., Ltd., Toronto.

Mouldings

Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Nail Pullers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe

Steel Co., of Canada, Ltd., Hamilton.

Nails

Laidlaw Bale-Tie Co., Ltd., Hamilton.

Nails, Wire

Canadian Tube & Iron Co., Ltd., Montreal.

Caverhill, Learmont & Co., Montreal.

Colonial Wire Mfg. Co., Ltd., Montreal.

Lewis Bros., Ltd., Montreal.

Steel Co. of Canada, Ltd., Hamilton.

Parmenter & Bulloch, Gananoque.

Western Wire & Nail Co., London.

Napkin Rings

Canadian Wm. A. Rogers, Ltd., Toronto.

Nail Sets

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

L. S. Starrett Co., Athol, Mass.

Neatsfoot Oil

Prairie City Oil Co., Winnipeg, Man.

Nickelware

Landers, Frary & Clark, New Britain, Conn.

Nickel

International Nickel Co., New York.

Nipples

Canadian Tube & Iron Co., Ltd., Montreal.

Nitrogen Lamps

Canadian Laco-Phillips Co., Toronto.

Nuts and Bolts

Canadian Tube & Iron Co., Ltd., Montreal.

Caverhill, Learmont & Co., Montreal.

Lewis Bros., Ltd., Montreal.

Northern Bolt & Screw Co., Owen Sound.

Steel Co. of Canada, Ltd., Hamilton.

Stanley Works, New Britain, Conn.

Oils

Dominion Linseed Oil Co., Montreal.

R. C. Jamieson & Co., Ltd., Montreal.

Imperial Oil Co., Toronto.

Prairie City Oil Co., Winnipeg.

Oil Cake

Dominion Linseed Oil Co., Montreal.

Oil Cans

R. E. Bloomer, Keithsburg, Ill.

Oils, Cylinder

Prairie City Oil Co., Winnipeg.

Oils, Motor

Hyslop Bros., Ltd., Toronto.

Prairie City Oil Co., Winnipeg.

Oil, Furniture

Prairie City Oil Co., Winnipeg.

Oil, Road

Prairie City Oil Co., Winnipeg.

Oilers

R. E. Bloomer, Keithsburg, Ill.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Cups

Canadian Winkley Co., Windsor.

Oil Hole Covers

Canadian Winkley Co., Windsor.

Oil Stoves

Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps

Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Stones

Cleveland Stone Co., Cleveland, Ohio.

Oil Colors

Benjamin Moore & Co., Ltd., Toronto.

McArthur Irwin, Montreal.

Oil Stones

The Carborundum Co., Niagara Falls, N.Y.

Ornamental Fence

Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates

McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Tile Roofings

Metallic Roofing Co., Toronto and Winnipeg.

Ovens

Andrews Wire Works, Watford.

Packing Rubber

Gutta Percha & Rubber Co., Ltd., Toronto.

Pads

D. Ackland & Son, Winnipeg.

Pails

Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Wooden

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Paint

Brandram - Henderson, Ltd., Halifax, N.S.

Canada Paint Co., Ltd., Montreal.

R. C. Jamieson & Co., Montreal.

Martin-Senour Co., Ltd., Montreal.

Benj. Moore & Co., Toronto.

The Ottawa Paint Wks., Toronto.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

G. F. Stephens & Co., Winnipeg.

Paint, Aluminum

Brandram - Henderson, Ltd., Halifax, N.S.

Benjamin Moore & Co., Ltd., Toronto.

Ottawa Paint Co., Ottawa.

Paint, Bridge

Brandram - Henderson, Ltd., Halifax, N.S.

Ottawa Paint Co., Ottawa.

Benjamin Moore & Co., Ltd., Toronto.

A. Ramsay & Son Co., Montreal.

G. F. Stephens & Co., Winnipeg.

Martin-Senour Co., Ltd., Montreal.

Paint Brushes

Boeckh Bros., Toronto.

Meakins & Sons, Hamilton.

T. S. Simms & Co., St. John, N.B.

Paint, Barn and Roof

Brandram - Henderson, Ltd., Halifax, N.S.

Benjamin Moore & Co., Ltd., Toronto.

Ottawa Paint Co., Ottawa.

A. Ramsay & Son Co., Montreal.

G. F. Stephens & Co., Winnipeg.

McArthur Irwin, Montreal.

Paint, Cement Coating

Brandram - Henderson, Ltd., Halifax, N.S.

Benjamin Moore & Co., Ltd., Toronto.

Martin-Senour Co., Ltd., Montreal.

Ottawa Paint Co., Ottawa.

A. Ramsay & Son Co., Montreal.

G. F. Stephens & Co., Winnipeg.

Paint, Concrete

Brandram - Henderson, Ltd., Halifax, N.S.

Canada Paint Co., Ltd., Montreal.

Benjamin Moore & Co., Ltd., Toronto.

Sherwin-Williams Co., Ltd., Montreal.

G. F. Stephens & Co., Winnipeg.

R. C. Jamieson & Co., Montreal.

A. Ramsay & Son Co., Montreal.

Ottawa Paint Works, Ottawa.

Martin-Senour Co., Ltd., Montreal.

Paint, Flat Wall

Brandram - Henderson, Ltd., Halifax, N.S.

Canada Paint Co., Ottawa.

A. Ramsay & Son Co., Montreal.

G. F. Stephens & Co., Winnipeg.

Paint, Floor

Brandram - Henderson, Ltd., Halifax, N.S.

Benjamin Moore & Co., Ltd., Toronto.

Ottawa Paint Works, Ottawa.

A. Ramsay & Son Co., Montreal.

G. F. Stephens & Co., Winnipeg.

Paint, Galvanized Iron, Metal

Canada Paint Co., Ltd., Montreal.

Brandram - Henderson, Ltd., Halifax, N.S.

Benjamin Moore & Co., Ltd., Toronto.

Ottawa Paint Works, Ottawa.

A. Ramsay & Son Co., Montreal.

G. F. Stephens & Co., Winnipeg.

Martin-Senour Co., Ltd., Montreal.

Paint, House Colors

Benjamin Moore & Co., Ltd., Toronto.

Ottawa Paint Co., Ottawa.

A. Ramsay & Son Co., Montreal.

G. F. Stephens & Co., Winnipeg.

Paint, Mixed

Brandram - Henderson, Ltd., Halifax, N.S.

Canada Paint Co., Ltd., Montreal.

R. C. Jamieson & Co., Montreal.

McArthur Irwin, Montreal.

The Lowe Bros. Co., Toronto.

Martin-Senour Co., Ltd., Montreal.

Benjamin Moore & Co., Ltd., Toronto.

The Ottawa Paint Works, Toronto.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

G. F. Stephens & Co., Winnipeg.

Paint, Marine

Benjamin Moore & Co., Ltd., Toronto.

Paints, Mill White Gloss

Benjamin Moore & Co., Ltd., Toronto.

Paint, Oil Colors

Benjamin Moore & Co., Ltd., Toronto.

Paint, Structural

Benjamin Moore & Co., Ltd., Toronto.

Paint, Red Lead

R. C. Jamieson & Co., Ltd., Montreal.

Paints, White Lead

Brandram - Henderson, Ltd., Halifax, N.S.

R. C. Jamieson & Co., Ltd., Montreal.

Benjamin Moore & Co., Ltd., Toronto.

A. Ramsay & Son Co., Montreal.

G. F. Stephens & Co., Winnipeg.

Paint, White Zinc

Benjamin Moore & Co., Ltd., Toronto.

Paints, Wall Finish, Muresco

Benjamin Moore & Co., Ltd., Toronto.

Paint and Varnish Remover

R. C. Jamieson & Co., Ltd., Montreal.

Paper Balers

Climax Baler Co., Hamilton.

Spielmann Agencies, Montreal.

Parcel Carriers

Gipe-Hazard Store Service Co., Montreal.

Paris Green

McArthur Irwin, Montreal.

Park Seats

Stratford Mfg. Co., Ltd., Stratford.

Paper Bags

Walter Woods & Co., Hamilton.

Paper, Wrapping

Walter Woods & Co., Hamilton.

Pens, Bull and Calf

Dillon Mfg. Co., Oshawa, Ont.

Percolators, Coffee

Landers, Frary & Clark, New Britain, Conn.

Northern Electric Co., Ltd., Montreal.

Percussion Caps

Remington Arms—Union Metallic Cartridge Co., Windsor.

Pick Handles

J. H. Still Mfg. Co., St. Thomas, Ont.

St. Marys Wood Specialty Co., St. Marys, Ont.

Pig Iron

Nova Scotia Steel Co., New Glasgow, N.S.

Steel Co. of Canada, Ltd., Hamilton.

Pins, Cotton

Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon

Parmenter & Bulloch, Gananoque.

Pipe Thread Gages

Wells Bros Co. of Canada, Ltd., Galt.

Pipe Stocks and Dies

Wells Bros Co. of Canada, Ltd., Galt.

Pipe, Wrought, Black and Galvanized

Canadian Tube & Iron Co., Ltd., Montreal.

Caverhill, Learmont & Co., Montreal.

Steel Co. of Canada, Ltd., Hamilton.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Wheeler & Bain, Toronto.

Lewis Bros., Ltd., Montreal.

Trimont Mfg. Co., Roxbury, Mass.

Pipe, Galv'd, Conductor

Pedlar People, Ltd., Oshawa.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Pipe, Lead

Hoyt Metal Co., Toronto.

Pipe, Stove

Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor

Metallic Roofing Co., Toronto and Winnipeg.

Pipe Vises

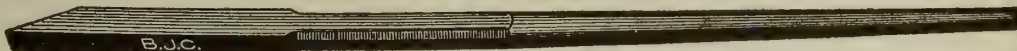
National Machinery & Supply Co., Hamilton.

Pistols

Johnson's, Iver-Arms & Cycle Works, Fitchburg, Mass.

CROWBARS

No. 102-A—CHISEL POINT

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

TARRED FELT**SPECIFY
DOMINION BRAND****J. H. McCOMB, LIMITED**Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar**MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

CANADIAN ROLLING MILLS CO., LIMITED**WORKS: LACHINE CANAL, MONTREAL****MANUFACTURERS OF****BAR IRON and STEEL: Rounds, Squares and Flats.****ALSO****Twisted Steel Bars for Reinforcing****SELLING AGENTS:****CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL****You Sell Something to Somebody**

AND to that somebody you must make known — by advertising — what you sell, why it is good, and so on. Also, you must have a medium—a publication read by your customers or should-be customers.

All this you consent to without demur. What may perplex you a little is the Medium to employ.

This should not be a puzzle if your product or commodity is one purchased by the general public, and if your constituency of buyers is found everywhere in Canada.

The one medium of quality and of national circulation is

**MACLEAN'S
MAGAZINE**

You can find no substitute for it at a lower cost, and none that will carry your proposals or announcement with greater acceptability.

The conclusion is plain.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by

The MacLean Publishing Co., Limited, 143-153 University Ave., Toronto

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.

CLASSIFIED LIST OF ADVERTISEMENTS

- Planes**
Caverhill, Learmont & Co., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
- Planes, Adjustable Wood and Iron**
Northern Machinery Supply Co., Hamilton.
- Plasterer's Corner Bead**
Metallic Roofing Co., Toronto and Winnipeg.
- Plates, Felloed, Sheared and Punched.**
Wrought Washer Mfg. Co., Milwaukee, Wis.
- Planters**
Eureka Planter Co., Woodstock.
- Plated Ware**
McGlashan, Clarke Co., Niagara Falls, Ont.
- Pliers, Cutting**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
- Pliers, Combination**
Goodell-Pratt Co., Greenfield, Mass.
- Plowshares**
D. Ackland & Son, Winnipeg.
- Plugs, Rubber**
Canadian Consolidated Rubber Co., Montreal.
- Plumb Bob**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
- Plumbers' Supplies, Rubber**
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Pedlar People, Ltd., Oshawa.
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Northern Electric Co., Montreal.
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- Protractors**
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- Polish, Floor**
Channel Chemical Co., Toronto.
- Polish, Furniture**
Channel Chemical Co., Toronto.
Buffalo Specialty Co., Bridgeburg.
Wakye Mfg. Co., Winnipeg.
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Rice, Lewis & Sons, Ltd., Toronto.
Whites, Limited, Collingwood.
- Powder**
Dominion Cartridge Co., Ltd., Montreal.
- Polishing Heads**
Goodell-Pratt Co., Greenfield, Mass.
- Precision Tools**
Goodell-Pratt Co., Greenfield, Mass.
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Aylmer Pump & Scale Co., Aylmer, Ont.
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R. McDougall Co., Ltd., Galt.
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- Tapes and Compounds**
Northern Electric Co., Montreal.
- Tap Wrenches**
Wells Bros. Co. of Canada, Galt.
- Telephones and Equipment**
Northern Electric Co., Montreal.
- Tiling, Rubber**
Gutta Percha & Rubber, Toronto.
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- Tools, Metal Workers'**
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L. S. Starrett Co., Athol, Mass.
- Tools, Jewelers'**
L. S. Starrett Co., Athol, Mass.
- Tools, Machinists'**
L. S. Starrett Co., Athol, Mass.
- Tools, Millwrights'**
L. S. Starrett Co., Athol, Mass.
- Tools, Mechanics'**
Goodell-Pratt Co., Greenfield, Mass.
- Tools, Lumbering**
Lachute Shutte Col., Limited.
- Towel Bars**
Kinzingers Bruce & Co., Niagara Falls, Ont.
- Top Pins**
Lachute Shutte Col., Limited.
- Tools, Woodworkers'**
National Machinery & Supply Co., Hamilton.
- Tools, Sets**
Goodell-Pratt Co., Greenfield, Mass.
Will B. Lane, Chicago, Ill.
- Trammel Points**
Stanley Rule & Level Co., New Britain, Conn.
- Track, Barn Door**
Dillon Mfg. Co., Oshawa, Ont.
National Machinery & Supply Co., Hamilton.
- Track Systems**
Dillon Mfg. Co., Oshawa, Ont.
- Transformers**
Northern Electric Co., Montreal.
- Trestles and Scaffolds, Painters'**
Stratford Mfg. Co., Stratford.
- Trolley Systems**
Richard-Wilcox Canadian Co., Ltd., London.
- Troughs**
Beatty Bros., Ltd., Fergus, Ont.
- Trowels**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.
- Trucks, Feed, Floor and Platform**
Dillon Mfg. Co., Oshawa, Ont.
- Truing Devices**
Cleveland Stone Co., Cleveland, Ohio.
- Turning Tools**
Buck Bros., Milbury, Mass.
- Turpentine**
Prairie City Oil Co., Winnipeg.
- Tubs**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
- Twines**
Walter Woods & Co., Hamilton.
- Trolley Line Material**
Northern Electric Co., Montreal.
- Troughs, Galvanized Steel**
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Tumbler Holders**
Kinzingers Bruce & Co., Niagara Falls, Ont.
- Tubes, Speaking**
Wheeler & Bain, Toronto.
- Tubing, Steel**
Standard Tube & Fence Co., Woodstock.
- Vacuum Specialties**
Landers, Frary & Clark, New Britain, Conn.
- Valley Iron**
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
- Valve Discs**
Gutta Percha & Rubber, Limited, Toronto.
- Valves, Rubber**
Gutta Percha & Rubber, Limited, Toronto.
- Valve Grinders**
Goodell-Pratt Co., Greenfield, Mass.
- Valve Grinding Compound**
Northwestern Chemical Co., Marietta, Ohio.
The Carborundum Co., Niagara Falls, N.Y.
- Varnishes**
Berry Bros., Walkerville.
Brandram - Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
The Lowe Bros. Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Sherwin - Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
The Ottawa Paint Wks., Toronto.
Wilkinson & Kompass, Hamilton.
- Varnishes, Auto**
Northwestern Chemical Co., Marietta, Ohio.
- Varnishes, Finishes**
Benjamin Moore & Co., Ltd., Toronto.
- Varnish Remover**
Dougall Varnish Co., Ltd., Montreal.
- Varnish Brushes**
Boeckh Bros., Toronto.
Meakins & Son, Hamilton.
T. S. Simms & Co., St. John, N.B.
- Ventilators, Metallic**
Metallic Roofing Co. Toronto and Winnipeg.
Pease Foundry Co., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Vises**
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
Richards-Wilcox Canadian Co., Ltd., London.
North Bros. Mfg. Co., Philadelphia, Pa.
- Vulcanizers**
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Ltd., Montreal.
- Vises, Universal**
National Machinery & Supply Co., Hamilton.
- Vises, Woodworkers,**
National Machinery & Supply Co., Hamilton.
- Vises, Oval Slide**
National Machinery & Supply Co., Hamilton.
- Vises, Self-Locking Pipe**
National Machinery & Supply Co., Hamilton.
- Vises, Household**
National Machinery & Supply Co., Hamilton.
- Wads**
Remington Arms-Union Metallic Cartridge Co., Windsor.
- Wall Board**
Bird & Son, East Walpole, Mass.
- Washers**
Dillon Mfg. Co., Oshawa, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee, Wis.
Wilkinson & Kompass, Hamilton.
- Washer Cutters**
Goodell-Pratt Co., Greenfield, Mass.
- Wash Boards**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
McFarlane Ladder Works, Toronto.
- Wash Stands**
Wakye Mfg. Co., Winnipeg.
- Washing Machines, Electric and Power**
Beatty Bros., Ltd., Fergus.
J. H. Connor & Son, Ltd., Ottawa.
Cummer-Dowswell, Ltd., Hamilton.
Northern Electric Co., Ltd., Montreal.
- Washing Machines, Hand**
Beatty Bros., Ltd., Fergus.
J. H. Connor & Son, Ltd., Ottawa.
Cummer-Dowswell, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Waste, Cotton**
Prairie City Oil Co., Winnipeg.
Wilkinson & Kompass, Hamilton.
- Water Bowls**
Dillon Mfg. Co., Oshawa, Ont.
- Watering Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Wax, Floor**
Benjamin Moore & Co., Ltd., Toronto.
- Well Curbing**
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Weather Vanes**
Metallic Roofing Co., Toronto and Winnipeg.
- Whitewash Outfits**
Collins Mfg Co., Toronto.
- Weeders, Flowers and Shrubbery**
C. S. Norcross & Sons, Bushnell, Ill.
- Weeders, Garden (hand and wheel)**
C. S. Norcross & Sons, Bushnell, Ill.
- Wholesale Hardware**
Caverhill, Learmont & Co., Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice, Lewis & Sons, Ltd., Toronto.
Whites, Ltd., Collingwood.
- Whisks**
Meakins & Sons, Ltd., Hamilton.
- White Lead**
Brandram - Henderson, Ltd., Halifax, N.S.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
- Windows, Metallic, Fireproof**
Pedlar People, Ltd., Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
- Wire**
Canadian Tube & Iron Co., Ltd., Montreal.
British Aluminum Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Steel Co. of Canada, Hamilton.
Western Wire & Nail Co., London.
- Windmills**
Manitoba Engines, Brandon, Man.
- Wires and Cables**
Northern Electric Co., Montreal.
- Wire Fence**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
- Wire Goods**
Steel Co. of Canada, Ltd., Hamilton.
- Wire Guards**
McGregor, Banwell Fence Co., Ltd., Walkerville.
- Wire Work**
McGregor, Banwell Fence Co., Ltd., Walkerville.
- Wire Cutters**
Northern Electric Co., Ltd., Montreal.
- Wire Hoops**
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
- Wire Nails**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
- Wire Rods**
Steel Co. of Canada, Ltd., Hamilton.
- Wood Finishes**
R. C. Jamieson & Co., Ltd., Montreal.
- Wood Screws**
Canadian Tube & Iron Co., Ltd., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
- Wrenches & Accessories**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Iver, Johnson's Arms & Cycle Works, Fitchburg, Mass.
- Wrenches, Car**
Dillon Mfg. Co., Oshawa, Ont.
- Wrenches, Ratchet**
L. S. Starrett Co., Athol, Mass.
- Wrenches, Rim**
Goodell-Pratt Co., Greenfield, Mass.
- Wrenches, Bit, Brace, Nut**
Wells Bros. Co. of Canada, Galt.
- Wrenches, Speed**
Canadian Edge Tool Co., Galt.
- Wringers, Hand**
Caverhill, Learmont & Co., Montreal.
Cummer-Dowswell, Ltd., Hamilton.
J. H. Connor & Son, Ltd., Ottawa.
Lewis Bros., Ltd., Montreal.
- Wringers, Power**
J. H. Connor & Son, Ltd., Ottawa.
Cummer-Dowswell, Ltd., Hamilton.
- Zinc Ornaments and Stampings**
Metallic Roofing Co., Toronto and Winnipeg.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

STEEL FIGURES

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS
36 James St. South, Hamilton, Ontario.

"EUREKA" Garden Tools and Implements

The Eureka Line includes Garden Drills, Cultivators, Sprayers, Planters and Seeders, Sanitary Churns, Root Cutters, Combination Wagon Box and Rack Spring Seats. These goods are standard goods of a high quality and are guaranteed as represented. Ask for Catalogue.

The Eureka Planter Co. Ltd., Woodstock, Ont.

BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

Trulite The Original Short Globe Lantern.

Made only by
Ontario Lantern & Lamp Co.,
HAMILTON, CANADA Limited

Make Your Own Paper Money



Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Perfect Paper Baler

Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD
45 St. Alexander St., Montreal.

WRITE TO-DAY

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

Waste Paper Balers

"CLIMAX"
ALL STEEL

Turn your waste paper into money.
12 sizes. \$22.50 up

Climax Baler Company

Emerald St.
Hamilton, Ont.



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

FOOD CHOPPERS



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W. Lamplough & Co., Unity Bldg., Montreal

The PARMENTER BULLOCH CO., Ltd GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Over-shoe Buckles, Feloe Plates.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business.
WILCKES-MARTIN, WILCKES CO.
135 WILLIAM ST. NEWYORK

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Price Rite



Quick Service

Northern Bolt, Screw & Wire Co., Ltd., Owen Sound, Ont.

The Spraying Season is Here—Are You Ready?

There will be a big demand this season for spraying outfits. The Government is stimulating the idea of greater production, and people are turning to gardening and chicken raising. Be ready for the annual demand for sprays and the regular spring business for spraying chicken coops, etc.



We are makers of several kinds of Sprayers—Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

THE COLLINS MFG. CO.
415 Symington Ave., Toronto

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street 52 Canada Life Bldg.,
Toronto. Montreal.



POULTRY LEG BANDS & 25¢ EAR TAGS FOR STOCK

Poultry Leg Bands and Ear Tags for Stock. Tag your stock and mark your poultry. Best means of identification for Sheep, Cattle and Poultry. Name, address and number stamped on tag. Samples and prices on request.
THE RIDEAU SPECIALTY CO.,
Smiths Falls, Ont.

Agents having connection with large workshops, factories in mechanical construction business and dealing in tools and tool outputs, wish to represent in France a good house manufacturing especially Lathes, Drills, Files, Vises, Tinware machinery, Tool outputs, etc.

Good references, Address Messrs. Hoon & Barrennet, 11 Rue Bichet, Paris.

TANKS

GASOLINE TANKS FOR UNDERGROUND STORAGE

Complete Outfits with Brass Pumps and Fittings, from \$25.00 Upwards

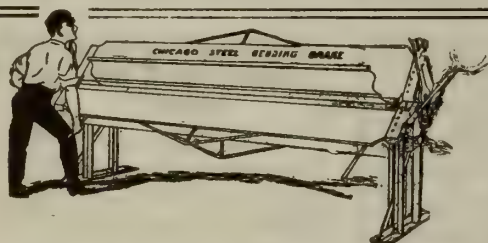
Sold on Approval Fully Guaranteed

Write for Catalogue
The Steel Trough & Machine Co. Ltd.
TWEED, ONT.

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Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

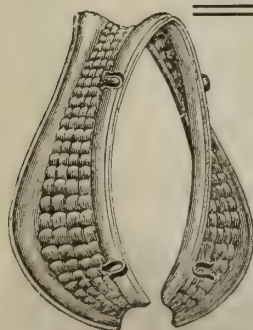
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CHICAGO STEEL BENDING BRAKES MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers
in U. S.

Mail us a post card to-day for catalog and full particulars.
The Steel Bending Brake Works Ltd., Chatham, Ont.



Good Profit Here SWEAT COLLARS

We have them in all kinds and sizes
—Stuffed Pads, Brown and White.
All Yellow, Red, Felt Edge, Ventilex and a Felt.

Write for description and prices.

SAMUEL TREES & COMPANY, Limited
Toronto Whitby Winnipeg

THEY
SELL

Arctic Metal

Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.

Try it and prove it for yourself.
We guarantee every pound.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Corn and Bean Planters



The old and reliable King of the Field is the one asked for—also made with pumpkin seed attachment or with fertilizer attachment.

OTTERVILLE MFG. CO., LIMITED
OTTERVILLE, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Wanted

SITUATIONS VACANT

WANTED—AN EXPERIENCED HARDWARE clerk for town in Southern Saskatchewan. One with some knowledge of tinsmithing preferred. Good wages to right man. Can commence at once if desired. Box 463, Hardware and Metal.

WANTED — SALESMEN CALLING UPON hardware trade, to sell babbitt metals as side line. Good commission. Give full particulars in confidence as to firms represented and territory covered. Box 458, Hardware and Metal.

SITUATIONS WANTED

ENERGETIC YOUNG MARRIED MAN WHO has had eight years' experience in hardware, plumbing, heating and tinsmithing business, good education, not afraid of work, desires position with a good, reliable concern with some chance of advancement. Box 464, Hardware and Metal.

Agents wanted to sell our Signs and Show Cards

W. H. STEVENSON
STEVENSON BLDG. TORONTO

The Cost of Selling

SCARCELY necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—**DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?**

Are you spending the money?

Let's look at the cost of close-up work in

The FARMER'S MAGAZINE

A half-page 12 times will cost you \$367.20 (\$30.60 per insertion). A full page, \$714.00 (\$59.60 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

You should—and can, at so low a price.

Write in about it.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

FOR SALE

FOR SALE BY TENDER—RETAIL HARD-ware business in Dundas; established fourteen years. Good stock. May be inspected any week day. Tenders close June 4th. Apply H. J. Baine, Bank of Hamilton Building, Hamilton, Ont.

FOR SALE, CHEAP — NEARLY NEW SET tinsmith tools. Frank Kell, Port Rowan, Ont.

HARDWARE, STOVE AND TINWARE BUSI-ness in Niagara Peninsula. Stock about fourteen thousand. For particulars write Box 465, Hardware and Metal.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFAC-turers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal under this heading.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

UNDERWOOD TYPEWRITERS — MODERN visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

FIFTY DOLLARS TIED UP IN OLD FIX-tures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY IN-stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

No Need to Stock Heavily

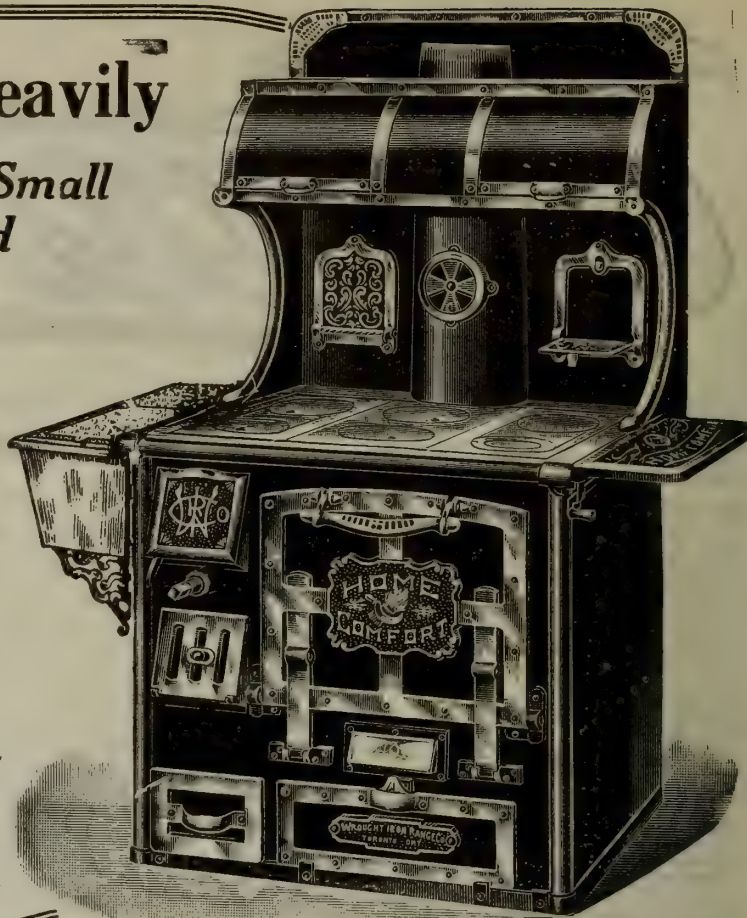
Only Small Space and Small Investment Required

The "Home Comfort" Range has a record—a good sales record and its career is still robust. For 20 years this range has given entire satisfaction to thousands of customers and so correct are the principles of its construction that there has been no need for any change. This range is Canada's favorite—particularly in Western Canada where it has many friends—users in all Canada total over 50,000. This mighty army are spreading its praise and making selling easy for you. The Home Comfort is made only in one style. It takes little space and requires but a small investment to enable you to display the range and take your orders making a nice profit.

Write for our agency proposition.

Wrought Iron Range Company of Canada, Limited

Office: 151 King St. West TORONTO, Ont. Factory: 22 Orillia St.



ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont.

Vancouver Branch—109 Powell Street

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.
LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - ONTARIO

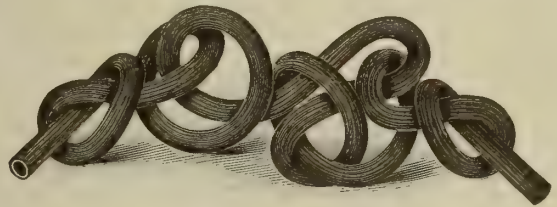
MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY
STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

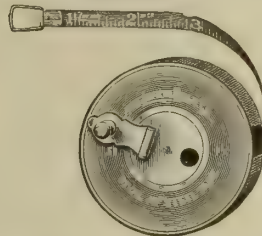
"RELIABLE"



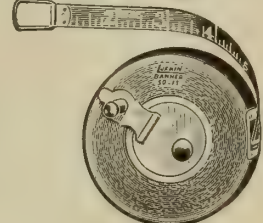
"CHALLENGE"



"RIVAL"



"BANNER"



Everybody Knows These **LUFKIN** Tapes

They have been pioneers in connection with the noteworthy improvements made in tapes.
They are distinctive in quality. Each style the very best of its kind.

Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Stocked by all Jobbers.

TINKER TOM'S TALKS.

Talk Number One Hundred and Three

Last December or January when you read what I had to say about the coming scarcity of Galvanized Sheets at the high prices—did you say, "Well, no doubt the Old Boy knows, I'll order my 'PREMIER' SHEETS now!" If you did, you can "afford a Ford" if you incline that way now.

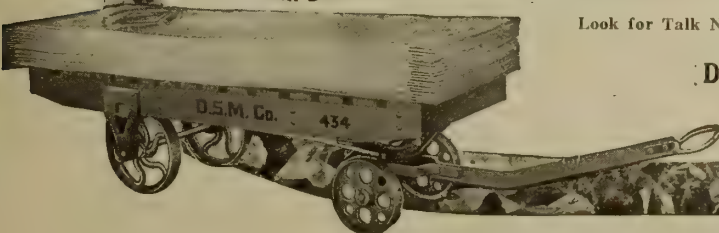
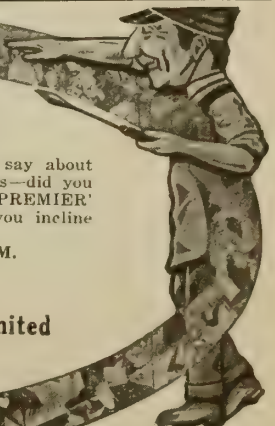
TINKER TOM.

Look for Talk No. 104 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA

DOMINION SHEET METAL CO. LTD.
PREMIER
HAMILTON, CANADA.

D.S.M. Co. 434



McKinnon Electric-Welded Cow Ties



Electric-Welded

Lighter

Stronger

More Serviceable



Electric-Welded

Chain used in the manufacture of these cow ties is our lapwelded, tested, Canadian Coil. The smooth, uniform swell at the end of the links adds 25% more strength and wear. Chains are highly polished and packed one half dozen in neatly labelled boxes.

McKINNON CHAIN COMPANY

ST. CATHARINES, ONTARIO

DEPENDABLE GOODS

Many years of progressive manufacturing experience and fair dealing has made our Thistle Brand the sterling mark of quality for the saddlery and harness trade of Canada.

Bits
Buckles
Dees
Rings
Snaps



Clevises
Cockeyes
Hooks
Swivels
Oar Locks

Make yours a Thistle Brand Store. Carry Thistle Brand goods exclusively—they're trade-building, profit-makers.

McKINNON DASH COMPANY

ST. CATHARINES, CANADA

HARDWARE AND METAL

Vol. XXIX

PUBLISHED EVERY SATURDAY SINCE 1888

June 9

No. 23

THE MACLEAN PUBLISHING COMPANY, LIMITED

1917

PUBLICATION OFFICE: TORONTO, CANADA



There's
Money For
Dealers in Every
Sale of

BRANTFORD ROOFING

Best Roofing
For Barns

Best Roofing
For Residences

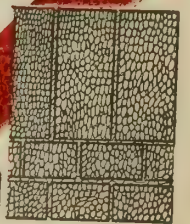
In justice to yourself—and your business—you should consider carefully the question of carrying a stock of both Brantford Roll Roofing and Brantford Asphalt Slates.

No other line of roofing made or sold can equal the Brantford in all 'round, general customer-satisfying qualities. No other line yields a better profit and no other line can excel Brantford Roofing in talking points—long-fibred felt saturated through and through with pure asphalt, extreme durability, weatherproof, fireproof, troubleproof, never cracks, cur's, melts or rots, easy to apply, etc., etc.

We want to tell you personally about a Special Profit-making Proposition we offer every dealer who handles the Brantford Line. We are positive it will interest you for it means real money if you take take advantage of it. Don't delay. Write for full particulars at once.



Best Roofing
For Factory



Brantford
Asphalt
Slates



Brantford Roofing
in Rolls

BRANTFORD ROOFING COMPANY LIMITED

HEAD OFFICE and FACTORY

BRANTFORD, CANADA

Branches:—9 Place d'Youville, Montreal, Que.; 124 Richmond St. W., Toronto, Ont.



PYREX IS GUARANTEED

"PYREX IS GUARANTEED NOT TO BREAK IN ACTUAL OVEN USE."

This original transparent oven-ware is used daily by thousands of housewives who have tried it — tested it and know its many advantages for oven baking.

It is the double-purpose ware—food is served from the same dish in which it is baked.

It is the time-saving ware—requires less time to bake in Pyrex—less fuel to bake the food and less time to wash the dishes.

It is the durable-sanitary ware—it never chips, flakes, crazes, dents or bends, and nothing can adhere to its hard grease-proof and odor-proof surface.

PYREX

TRADE MARK REG.

Transparent OVEN-WARE

Has the name on every piece

Pyrex is a business builder for the live merchant who wants the trade of the women of his community. Our national advertising and special service for dealers are helping stores which sell Pyrex to make many sales every day.

Pyrex is stocked and distributed by leading Canadian Jobbers.

Pyrex Sales Division

CORNING GLASS WORKS

122 Tioga Avenue Corning, N.Y., U.S.A.





Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co. Wiebusch & Hilger, Ltd.
Montreal, Canada New York City
Selling Agents








SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

**Pratt & Whitney Company
of Canada, Limited**
Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of
Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

**Yale
Products**


Padlocks

*Night
Latches*

**made in
Canada**

*Door
Closers*

*Builders'
Hardware*

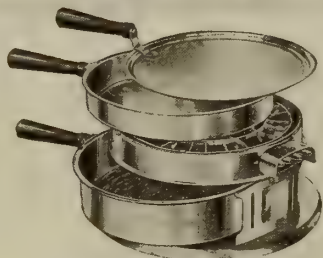


You have the right to look to the manufacturer for satisfaction. And your customer has the right to look to you. When you stock and sell the Yale line you have done the utmost in guaranteeing your own interests and your customer's.

The name "Yale" helps make the sale.

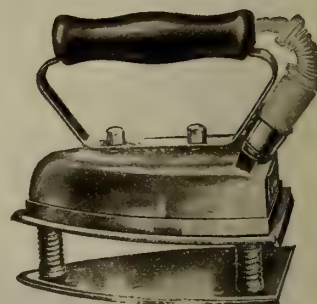
Canadian Yale & Towne Limited, St. Catharines, Ont.

UNIVERSAL ELECTRIC HOME NEEDS



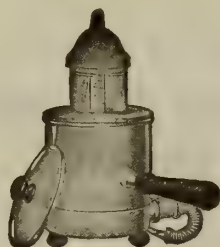
UNIVERSAL
Four-Heat Electric Grill.

The line that never fails to increase Summer Sales.



UNIVERSAL Electric Iron

The biggest line of best known superiorities.

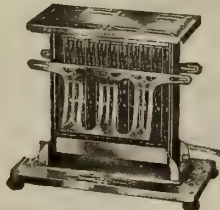


UNIVERSAL
Milk
Warmer

The line that you can guarantee to the limit with certainty that we'll back you up.



UNIVERSAL
Electric Heating
Pad



UNIVERSAL
Electric Toaster

THE WELL KNOWN TRADE-MARK

UNIVERSAL



UNIVERSAL
Electric Chafer



UNIVERSAL
Electric Percolator



UNIVERSAL Electric Range (Single)



UNIVERSAL
Electric Tea Samovar

LANDERS, FRARY & CLARK

New Britain, Conn., U.S.A.

A. MacFarlane & Company, Montreal, Canadian Representatives.

If interested, tear out this page and keep with letters to be answered.

LEWIS BROS., LIMITED, MONTREAL

Headquarters for

DISSTON TOOLS

DISSTON TROWELS

Designed to meet the demand of **ALL USERS**. They are made—not merely to sell—but for Practical Use by Skilled, Practical Men, as well as by the less experienced.

Are the product of a factory with 57 years' experience in trowel making.

They maintain the High and Envious Reputation of Tools bearing the name

Henry Disston & Sons

That Same High Standard of Quality, Workmanship and Efficiency Which Has Won World-Wide Renown For DISSTON SAWS During the Past 74 Years Characterizes All
DISSTON BRAND TOOLS
That Last For GENERATIONS

LEWIS BROS., LIMITED MONTREAL

No. 5 London Pattern
Round Narrow Head

If interested, tear out this page and keep with letters to be answered.

Quick Hot Water at a Big Saving of Gas

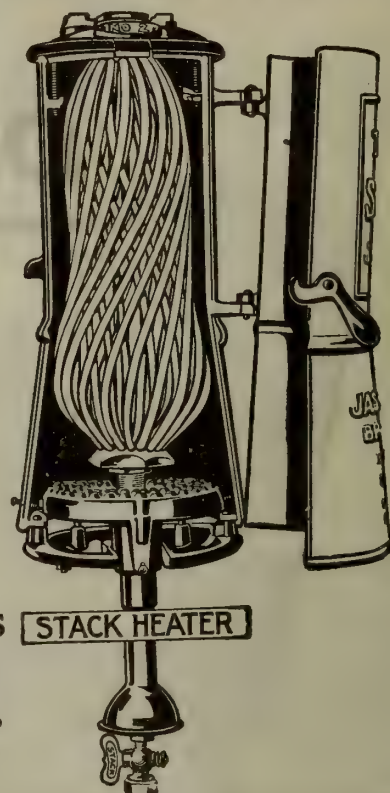
ONE MINUTE AFTER THE

Stack Gas Water Heater

IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Costs but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.



EASILY SOLD

BIG PROFITS

James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

STOCK POT



With or Without Tap
Imp. Qts.—14, 22, 40

STEAMERS AND BOILERS



Dimensions of Boiler, 10" x 6½"
Dimensions of Steamer, 10" x 6½"
Quarts, 19

DAVIDSON'S

Manufacturers of the Celebrated
**COLONIAL and PREMIER
ENAMELWARE**



Sizes—15, 17, 19 inches

We show here a few of our lines, chiefly used in hotels and large establishments. Write for full particulars.

**The Thos. Davidson Mfg.
Company, Limited**

Toronto

Montreal

Winnipeg

COFFEE BOILER



Qts.—4½, 6, 8½, 11½

TEA BOILER



Qts.—4½, 6, 8½, 11½

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HERE is the most useful measuring instrument which machinists need in laying out their work. It is an easy tool to sell because of the complicated layouts which are constantly arising nowadays in metal manufacturing.

Because of its variety of uses, most tool-makers and machinists want the

Starrett TRADE MARK REG. U.S. PAT. OFF. **Surface Gage**

for scribing lines on the work. This gage may be used on all kinds of surfaces. Starrett surface gages are made in many different styles and sizes.

Ask your tool clerk to study the uses of this surface gage. It is fully described on pages 236 to 241 of the Starrett catalog No. 21MA.

42-666



The L. S. Starrett Co.

*The World's Greatest
Toolmakers*

Athol, Mass.



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No. SC 935

Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges.....	" " "	SC 904
Heavy Strap Hinges.....	" " "	SC 209
Heavy Tee Hinges.....	" " "	SC 609

Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire
Needle Wire
Spring Wire
Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, for Buses
Steel Wire for Metal Fret Saws
Galvanized Wire for Hawfers and
Submarine Cables

J. SHIPMAN & CO., LTD.

ATTERCLIFFE STEEL WORKS & WIRE MILLS,
SHEFFIELD, Eng. Telegrams: "Shipman Sheffield."
Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave,
Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES



Bags for Heavy Hard-
ware and Fittings,
Broom Covers and
Broom Handles

also

Bags for Forks and
Hoe Handles

Specialty Paper Bag Co., Ltd.

Department M.

12-14-16 Johnston Street, Toronto, Canada

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SAMSON FARM TOOLS

You can be sure of all that's best in Farm
Tools if you look for the "SAMSON"
trade mark.

ABSOLUTELY GUARANTEED

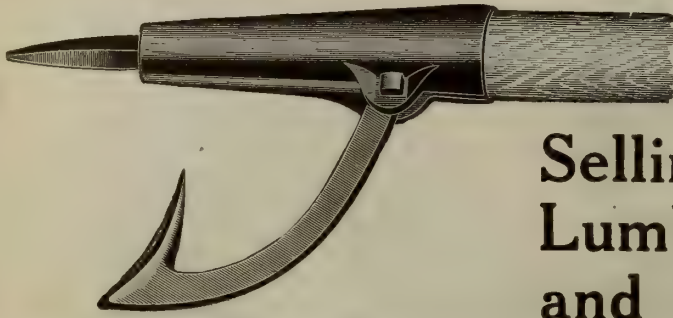
H. S. HOWLAND, SONS & CO.
LIMITED

TORONTO



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STAPLE STOCK AND SEASONABLE SPECIALTIES



START NOW

**Selling Soo Line
Lumbering Tools
and Sager Axes**



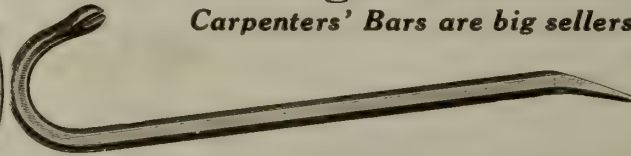
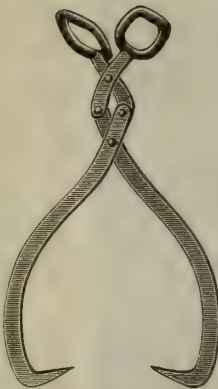
Now Listen



If Hemlock logs are cut near your place they peel tan bark—it's June and July they use Bark Spuds—You know when ice tongs are used and if you don't stock them the day they are wanted the other fellow gets the business.

Carpenters' Bars are big sellers now—If your jobbers can't supply phone or wire us

Can. Warren Axe & Tool Co.
ST. CATHARINES, ONT. Limited



For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.

**Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs**

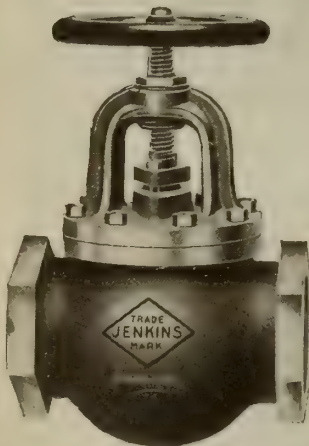


FIG. 141

JENKINS BROS.

Standard Pattern Iron
Body Globe Valve
Screwed with Yoke.

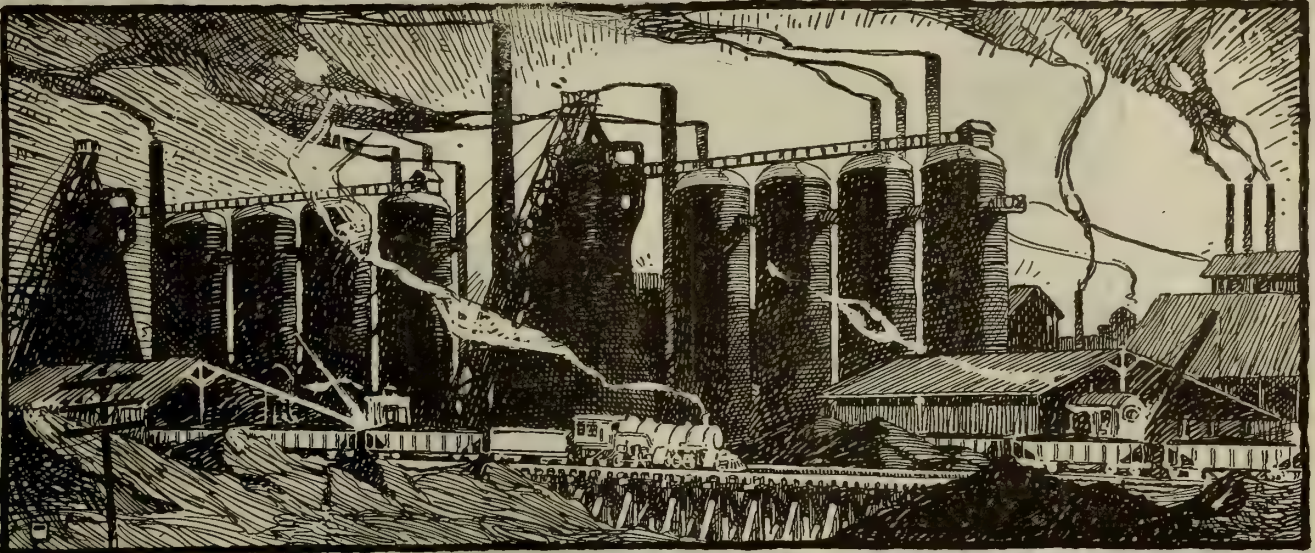
The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL

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LITTLE WORDS WITH BIG MEANING



According to "Webster,"
Quality is "an excellence
of character; natural
superiority."



Webster's definition of
"Service" is; "The per-
formance of labor for the
benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

THE STEEL COMPANY OF CANADA

LIMITED
MONTREAL HAMILTON

Pig Iron,
Steel & Iron Bars,
Horse Shoes,
Steel and Iron Products.

Steel Billets,
Track Spikes &
Bolts, Forgings, Wire
of every description.

If interested, tear out this page and keep with letters to be answered.



Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited

91 Delorimier Avenue
Montreal

Order Yours Now Be Prepared

Each of the three Freezers, **LIGHTNING, GEM or BLIZZARD**, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.



They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.

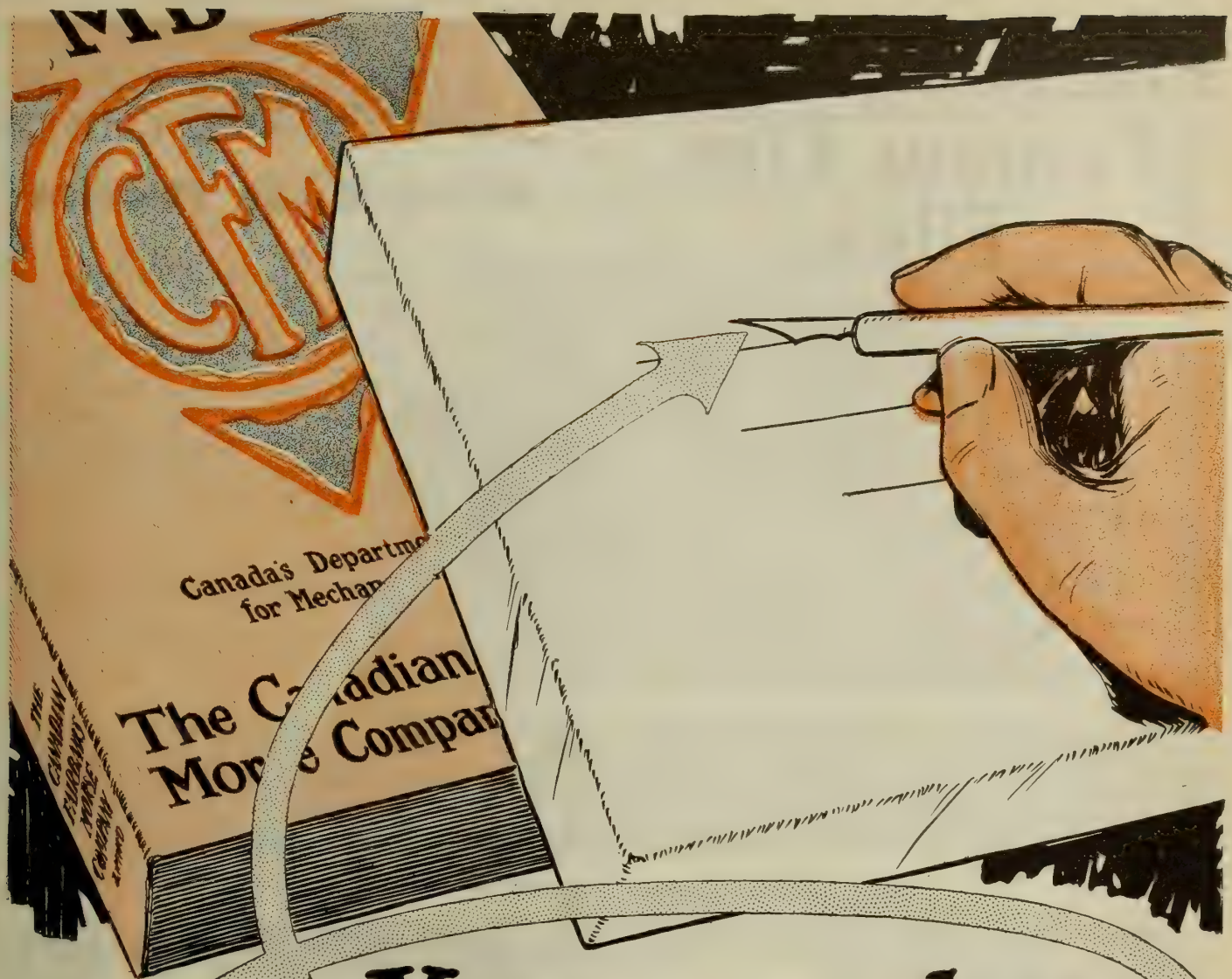


This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.
PHILADELPHIA - PA.

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Your name here

Will bring you free a copy of our new catalogue The F.-M. Book.

A book of over—1000 pages a veritable encyclopedia of mechanical goods.

It contains a very complete line of Fairbanks Scales—Fairbanks Valves—Steam goods of all kinds—Fairbanks-Morse Oil Engines—Automobile & Motor Boat Accessories—Fairbanks-Morse Electrical Machinery—Pumps of all kinds—Machine Tools—Transmission Appliances—Railway & Contractors Supplies Small Tools & Machine Shop Supplies.

Address our nearest warehouse

The Canadian Fairbanks-Morse Co., Limited

ST. JOHN, QUEBEC, MONTREAL, OTTAWA, TORONTO, HAMILTON,
WINDSOR, WINNIPEG, SASKATOON, CAGARY,
VANCOUVER, VICTORIA.

Clip and Mail Coupon

The Canadian Fairbanks-Morse Co., LIMITED

Send me your C. F.-M. Book containing a full line of Mechanical goods.

Add my name to your permanent mailing list—free

Name

Street

City and Province

H.M. 6-9-17

Five Facts about Famous Five Files

They are made from high carbon steel.

The heat treatment for each file is scientifically determined.

The grinding is done by machinery which insures a perfect surface for cutting.

The teeth are mathematically correct, insuring a sharp, even cut.

They are recognized as standard tools by mechanics everywhere.

Be on the safe side and specify "Famous Five" Files when ordering from your jobber.

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

Made in Canada by



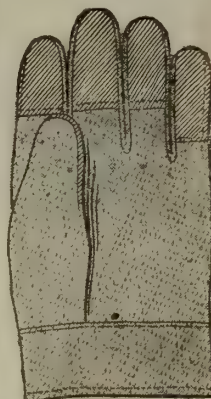
PORT HOPE
ONTARIO

If interested, tear out this page and keep with letters to be answered.

TAPATCO COTTON GLOVES
REGISTERED BRAND TRADE MARK

Bring Easy Profits

Few lines will bring you such quick returns for your investment as *Tapatco* Cotton Gloves. These gloves have a constantly increasing demand. They are made for hard service, are of pleasing appearance and stout workmanship.



Made in Band Top, Knit Wrist and Gauntlet styles; light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

If you have not seen our Leatherette-faced glove, get a sample of it. It is a winner.

Let the Tapatco Line make easy profit for you. Order through your jobber.

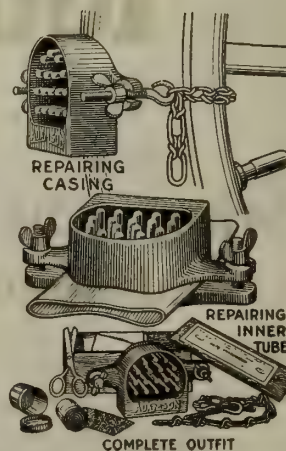
The American Pad & Textile Co.

CHATHAM, ONTARIO

ADAMSON Vulcanizers

MODEL "U"

For Tubes and Casings



The tire is repaired without deflating or removing it from the car. Absolutely Automatic

Place the patch—attach the Vulcanizer, put in gasoline—light it. No further attention required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it.

A Practical Vulcanizing Outfit complete with repair gum ready for instant use.

Model "U" Mailing Weight 4 lbs. \$3.00

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.

HAMILTON, CANADA

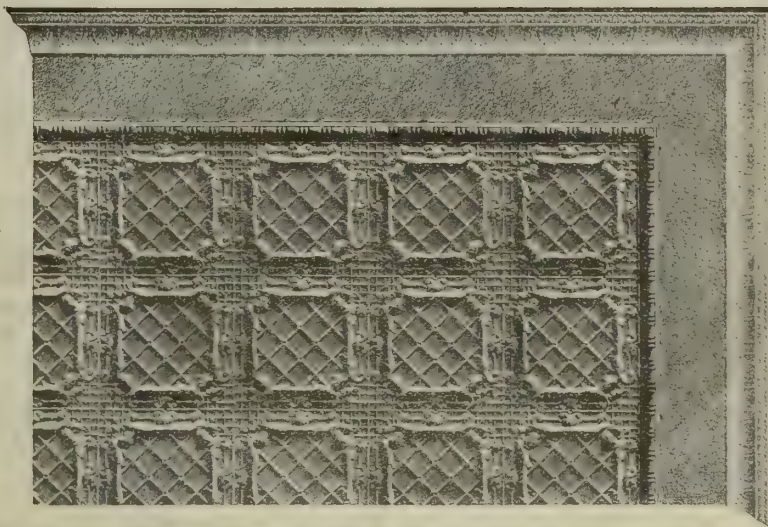
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

You make money with these—

"M-R Co." Ceilings and Walls are easily laid over old surfaces -- they fit properly, edges always true, joints always snug. Big enough variety to suit any use or customer.

Illustrated printed matter gladly sent on request.



The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
 Plain Barbed and Coiled Spring.

PROMPT SHIPMENT FROM STOCKS AT
 MONTREAL and SYDNEY

**Dominion Iron & Steel
 Company, Ltd.**

SYDNEY, N. S.; MONTREAL, QUE.

WIRE

If interested, tear out this page and keep with letters to be answered.



WE MANUFACTURE
SHEET LEAD

**BABBITT METAL
SOLDER, LEAD PIPE
SPOT STOCKS**

OF

PIG LEAD PIG TIN

**INGOT COPPER
ZINC SPELTER**

**AND HAVE
EVERYTHING FOR THE
PLUMBER**

THE CANADA METAL CO., LIMITED

Montreal

Hamilton

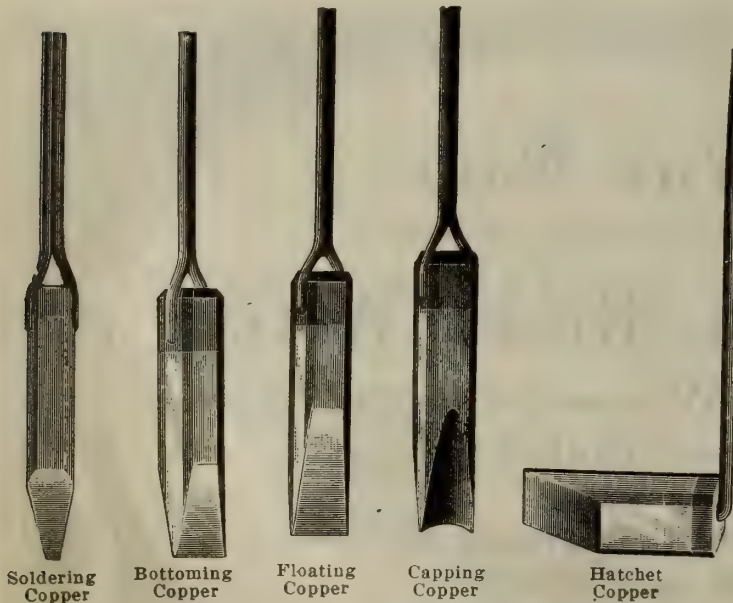
TORONTO

Winnipeg

Vancouver

Soldering Coppers

Gas Soldering or Heating Coppers



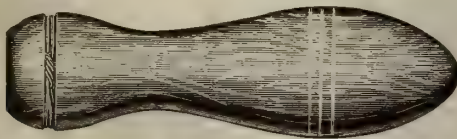
Soldering
Copper

Bottoming
Copper

Floating
Copper

Capping
Copper

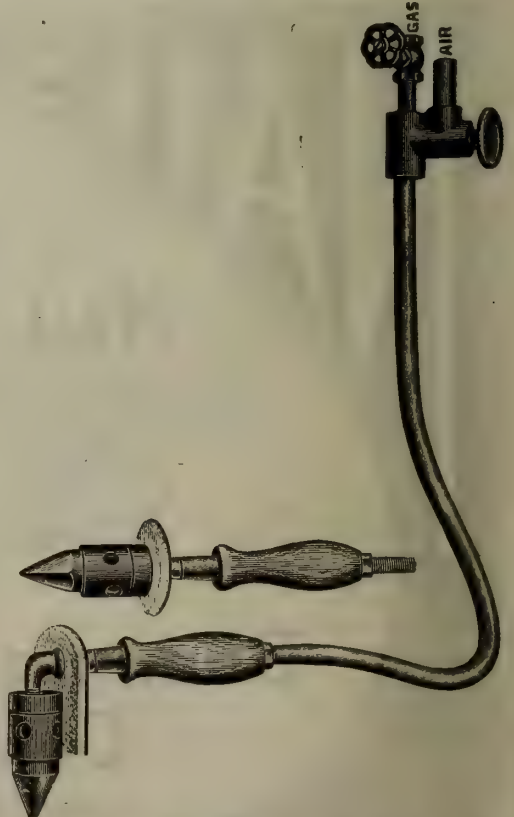
Hatchet
Copper



Soldering Copper Handles

Straight

Hatchet



The Brown, Boggs Co., Limited, Hamilton, Ont.

Manufacturers of Tinsmiths' and Heavy Sheet Metal, Working Machinery, Presses, Dies, etc.

If interested, tear out this page and keep with letters to be answered.

Simonds Saws

Sell Saws that will Build Business

Simonds Crescent Ground Cross-Cut Saws cut easier and quicker than other brands, and therefore they sell more easily than other brands. They are worth more and their selling price is higher than other brands, but the woodsman willingly pays the additional cost because he knows he is getting a saw that satisfies. Your profit is greater on the higher priced saw. Your customers have a better opinion of your store when you sell the higher priced saw.

We also manufacture a complete line of Hand Saws, Hack Saws, and Files.

Simonds Canada Saw Co., Limited

95 St. Remi St.
MONTREAL, Que.

Vancouver, B.C.
St. John, N. B.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia
London, Eng.

GOOD PUMPS WITH GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

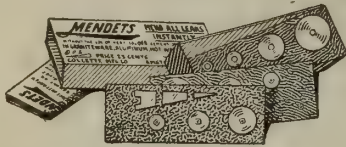
The R. McDougall Company
Limited
GALT, CANADA



If interested, tear out this page and keep with letters to be answered.

MENDETS Why miss these sales? A PATENT PATCH

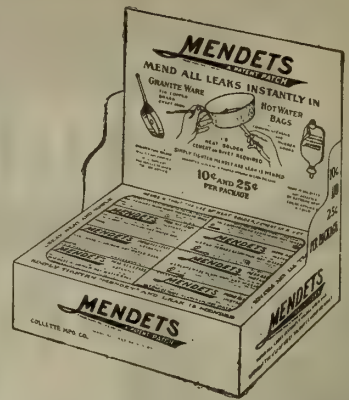
There is a **FREE** Container waiting to go on your counter.



Mr. Dealer, why miss the business that Mendets will bring you? Mendets will do its own selling and bring profit to your till. Prove this for yourself, get a free counter display container from your wholesale house and watch the sales.

Mendets is the simplest repairing utility on the market for mending **GRANITEWARE, HOT WATER BAGS** and all leaking cooking vessels, without the use of heat, solder, cement or rivet. So simple a child can do it.

Get a free container from your wholesaler to-day.



Collete Mfg. Company, Collingwood, Ont., Canada

MENOMINEE FANS



8-inch Universal Type

(Runs on A.C. or D.C.)

Rigid and Oscillating Types.

IMMEDIATE SHIPMENT

Write for prices

FACTORY PRODUCTS LIMITED

220 King St. West, Toronto, Ontario.

PUMPS

**SELL THE KIND IN
BIG DEMAND**



**We carry on
Hand a Large
Stock.**

We are the largest pump manufacturers in Western Canada, and the extent of the lines we manufacture enables us to make unbeatable prices to the trade.

We also manufacture **GASOLINE AND KEROSENE ENGINES, WIND MILLS, FEED GRINDERS, ROLLER CRUSHERS, PUMP JACK, ETC.**

Complete stock at Calgary and Brandon for immediate shipment.



**Big Production
Makes
Possible
Attractive
Prices**



Alberta dealers are requested to order from our Calgary house, and Saskatchewan and Manitoba dealers from Brandon. **WRITE TO BRANDON FOR OUR CATALOG. SHOWING COMPLETE LINE.**

Manitoba Engines, Limited

Brandon, Man. and Calgary, Alta.



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

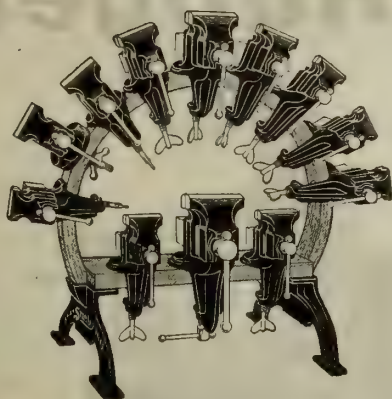
also

A complete Line of Electric Lighting Fixtures.



If interested, tear out this page and keep with letters to be answered.

Stanley Tools



"JERSEY" VISES

Made in Canada

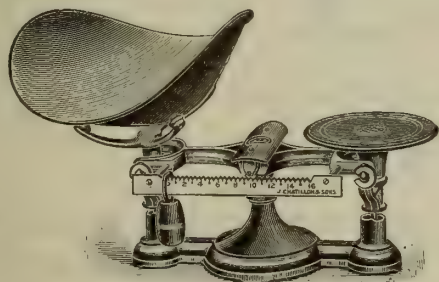
To increase your small Vise business, put in a line of "JERSEY" VISES.

They are a necessary addition to the Tool Kit of every Mechanic, Amateur and Householder.

Made with either Clamp or Swivel Bases, with iron or steel jaws, and in six sizes.

Send for special circular containing complete description of all styles, also an attractive display card.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



A Scale for Every Customer

With every sale a profit to you and satisfaction to the purchaser.

Since 1835 we have been making a complete line of scales second to none.

Scales for every purpose in every style and capacity—strong, durable and accurate.

They will bear the most critical government inspection.

It is profitable to handle a line which renders such satisfaction and, moreover, our prices are right.

Ask your jobber about Chatillon Products or write for illustrated catalogue, prices and details.

JOHN CHATILLON & SONS

85 Cliff Street

New York City



You're a Salesman

just to the extent that you can produce business.

There's a difference between an order-taker and a salesman—don't get them confused. Anyone can take an order for a few kegs of nails, but what profit has been made?

Sell something that's worth while—something you must know about and talk up—then you're a salesman.

First of all, know your goods. If it's the new MASTER BATTERY, learn all about it. Make sure you point out to your customer the exclusive features of this super battery. Tell him about the water and weather-proof qualities; about the safety cap which prevents deterioration (loss of energy); show him why he cannot afford to buy batteries, not protected by the new Safety Cap which is exclusively a "Master" feature—a weather-proof cap placed over the centre pole. It must be broken before the battery can be used. Battery cannot be short-circuited.

Be a salesman for "MASTER" BATTERIES.

CANADIAN CARBON CO., LIMITED

96 King St., West
TORONTO



If interested, tear out this page and keep with letters to be answered.

A Triumph in Ranges

We reasoned that if the Kitchen Cabinet of to-day, with its "place for everything and everything in its place," is so convenient and complete—why not a Cabinet Range, too? And here it is, AND GUARANTEED.

The "Good Cheer"

ELEVATED OVEN

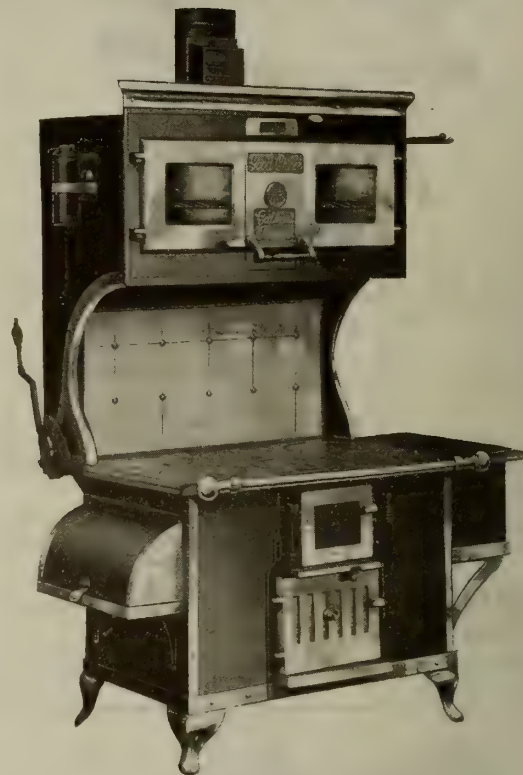
Cabinet Range

For Wood or Coal

The oven is where common-sense would locate it—on the line of vision and out of the way, yet handy to get at, necessitating neither stooping, squatting or peering into a dark space. Glass doors are provided, and also an entirely new feature in range appointments

AN ELECTRIC LIGHTED OVEN

Touch the button of a dry cell battery and the oven is flooded with light. Talk about "doing it to a turn," the cook can really see how the baking is progressing without opening a door. The women are simply delighted with this feature.



The All-In-Sight Range

*Some more of its many
good features :*

Takes 30-inch wood.

Has 8-gallon Reservoir.

**15 x 19-inch Warming
Oven.**

Extra Large Ashpan.

Bright Polished Top.

No Blackleading.

If there is anything exasperating to the busy cook, it is a limited or confined cooking surface. She must have elbow-room, which a long six-hole top open from end to end affords. A top get-at-able from three sides, with lots of cooking surface, even with the washboiler on, is certainly to be desired, and is what the "Good Cheer" Cabinet has. Moreover, every one of its six holes is a cooking hole.

These are days of restricted output, and we are booking up fast in this line. Our customers are, therefore, urged not to delay in specifying their requirements in this new range.

IT IS YOUR OPPORTUNITY—DO IT NOW.

GOOD BUSINESS IS TO HAVE A CABINET RANGE ON YOUR FLOOR RIGHT AWAY

THE JAMES STEWART MFG. CO., LIMITED

WOODSTOCK, ONT.

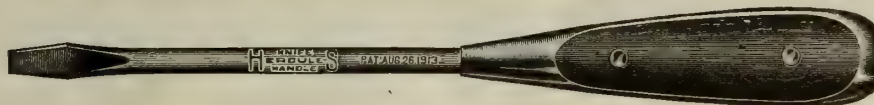
WINNIPEG, MAN.

If interested, tear out this page and keep with letters to be answered.

TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY
THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and the price is Right



THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO.

BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal



USED THE WORLD OVER



Atlas Babbitts

MADE IN CANADA

AMACOL

ATLAS

TENAXAS

TIN-TOUGHENED

MASCOT

W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY
STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED

THEY MAKE GOOD EVERYWHERE

Large Stocks

Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal

Works: Riverside Street, Montreal

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA

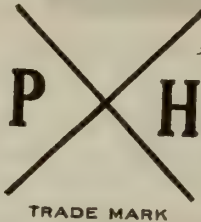


It's a Pink any-
way you take it,
and it's the best
Peavey made.

All New Files look very much alike

BUT

to the discerning buyer



Quality Files soon appeal because of the service they give. Cutting and wearing qualities are absolutely guaranteed. They are right because they are

"Made for Craftsmen—by Craftsmen."

**PORT HOPE FILE MFG., COMPANY
Limited**

PORT HOPE, ONTARIO

"Ask Your Jobber"

SAMUELS

CANADA

ASH and GARBAGE CANS

**Mr. Clerk —
Get this point**

Reinforced Top Edge

Note the diagram above "A" shows a band of iron which runs around the top of the can and which is invisible because the body of can is completely wrapped around it as shown in diagram "C." This means absolute strength — garbage-man proof beyond a shadow of doubt. Bang the top edge of a "Canada" can and you can't crush it.

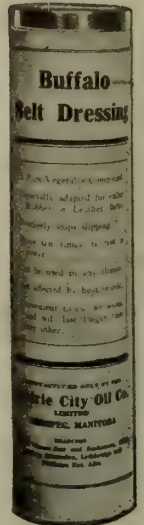
Can't you see what a great talking point you have here? Get the boss to order a trial shipment. Sold by Jobbers. Write for figures.

J. SAMUELS
275 Queen St. West
TORONTO

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited
WINNIPEG, MANITOBA

Lawn Swings

Immediate Shipments

The curtailing of travel will keep families at home. Parents will see the need of a Lawn Swing.

The "Stratford" is the strongest made Lawn Swing on the market. Made of hardwood adjustable backs and seats. Foot-board can be placed to heights convenient for children. This swing is a good seller and a profitable line to handle.

Order Several For Immediate Shipment

We also make a smaller size (6 feet high) specially for children. We have a full line of Lawn, Verandah and Camp Furniture for immediate shipment—get catalogue.

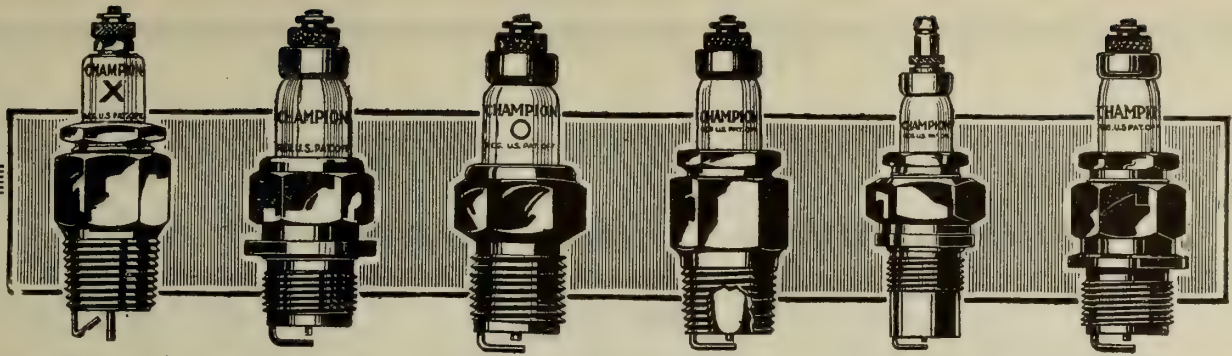
**Four
Passenger**

**Hammock
or Bed**



**The Stratford Mfg. Co.,
LIMITED**
STRATFORD, ONTARIO, CANADA

If interested, tear out this page and keep with letters to be answered.



Champion "X"
for Ford Cars.
Price \$.75.

Champion Heavy
Duty for Medium
Powered Cars.
Price \$1.00.

Champion "O"
for Overland Cars.
Price \$1.00.

Champion
"Conical" for
Studebaker Cars.
Price \$1.00.

Champion Long
for McLaughlin
Cars.
Price \$1.00.

Champion Regular
for Maxwell Cars.
Price \$1.00.

Champion Toledo

Dependable Spark Plugs

Are standard factory equipment on Ford, Maxwell, Overland, Studebaker and other makes of automobile representing sixty per cent. of all cars made in Canada.

This fact makes it logical that the owners of these cars should ask for Champions when making replacements.

Our advertising will reach the owners of practically every Automobile, Motor Boat, Gas Engine, Tractor and Motorcycle, not once, but many times during the next few months.

Every dealer in Auto Supplies, who links his store with this blanketing campaign, is bound to "cash in" on the biggest effort ever made in Canada for Spark Plugs.

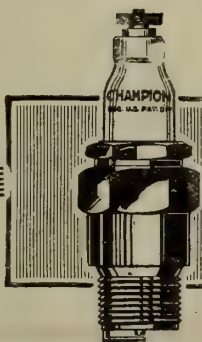
Use the Champion Dealer Electros and Store Displays to get the direct benefit of our two million ads a week.

Send in the Profit Sharing Coupon so that you will get the extra profits on all Champions that you order from any jobber.

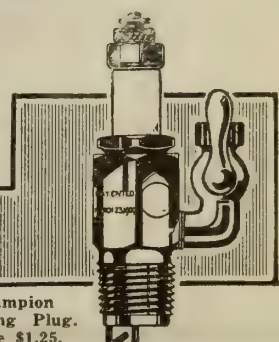
Champion Spark Plug Co. of Canada, Ltd.

14 Sandwich Street West, Windsor, Ontario

The Champion Plugs shown will efficiently meet the requirements of every make of Auto, Gas Engine or Tractor in Canada. By carrying a stock of each type you insure larger sales for yourself and greater satisfaction to your customers.



Champion Heavy Stone
for High Powered Cars.
Price \$1.25.



Champion
Priming Plug.
Price \$1.25.

If interested, tear out this page and keep with letters to be answered.

New Address:
201 Inspector St.
MONTREAL



Telephone
No.
Main 5447

Canadian Consolidated Rubber Co., Limited

Announce the removal of their
Executive Offices and the *Sales De-
partment* of their *Montreal Branch*
from Notre Dame Street East and
Papineau Square to

**THE RUBBER BUILDING
201 Inspector Street
MONTREAL**

This central location, being more
convenient, will increase the facilities
for a better and quicker service to the
trade when in need of anything in
rubber.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX.

TORONTO, JUNE 9, 1917

No. 23

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.*H. T. HUNTER, *Vice-President.*H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

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J. G. LUCAS, Associate Editor.
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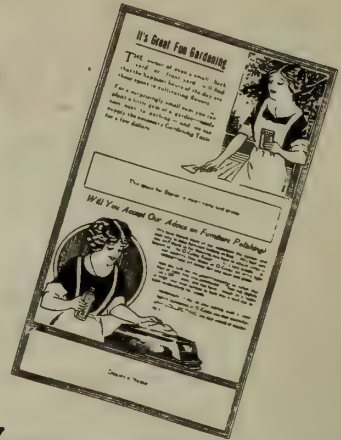
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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway, Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, \$3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4 a year; Single Copies, 10 cents. Invariably in advance.



Six Timely Ads. Can You Use Them?

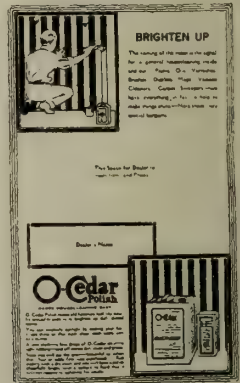
The first dealer in each town to request these six free advertising plates—all ready to go to your local newspaper—gets them, provided, of course, he sells

O-Cedar Polish

Each ad has blank space for your own prices and signature.

These ads are timely—they will bring you new business. Send for them to-day.

Channell Chemical Company, Limited, 369 Sorauren Avenue, TORONTO



—no defective barrels

TESTED WITH NINETY POUNDS OF LIVE STEAM

Who wants a leaky barrel?

It's most annoying to have to handle an oil barrel that has sprung a leak, to say nothing of the waste resulting from such a defect.

Every barrel used in shipping **Livingston Brand Linseed Oil** (Boiled or Raw) is thoroughly cleansed, then tested with about ninety pounds of live steam, which immediately indicates any weak spot.

This is only one of the many precautions taken to ensure the proper and safe delivery of every ounce of oil invoiced to you.

Every "blue painted" barrel stands the test as does the oil it contains.

Your jobber can supply you.



The Dominion Linseed Oil Co. Limited
Baden Toronto Montreal Canada

If interested, tear out this page and keep with letters to be answered.

Hardware Store Aids Red Cross

Merrill and Hubbard, of Barrie, Ont., Join Campaign to Raise Funds — Retail Combination Donates Five Per Cent. of Cash Sales to Red Cross and Field Comforts Societies.

THE Red Cross and Field Comforts Societies of Barrie, Ont., were recently placed in the position of being under the necessity of raising additional funds, in order that their benevolent work might be continued. Nearly every source of revenue had been thoroughly canvassed, and novel ideas for the raising of money seemed well nigh exhausted. There was, however, one suggestion which gave some promise, and that suggestion was developed into an overwhelming success for all parties concerned—the latter group including several retailers in various branches of trade.

It was just at the time, last month, when retailers were planning special spring sales in their respective lines.

So here, was the Red Cross and Field Comforts Societies wanting money, and a number of retail stores wanting both money and publicity through the medium of a spring drive for business. What was a more logical condition of affairs but that the demands of both should be merged and a grand campaign launched to attain the desired ends of both parties under the patronage of the Red Cross Society? As suddenly as the idea presented itself so it was consummated, and by careful execution, the results were equal to the most sanguine expectations.

The next question was as to what kind of an arrangement would constitute the best working basis for both parties, and after some consideration it

was agreed upon that the retail stores involved, should donate to the Red Cross and Field Comforts Societies five per cent. of the total cash sales during the four days of the sale.

Hardware Store Interested

Prominent among the retail stores who entered into the plan, was the Merrill and Hubbard Hardware of Barrie, who report a generally thriving condition of business throughout the district. The management of this store entered whole-heartedly into the campaign and large stocks of various lines, many bought before recent advances, were offered with profits figured on the basis of the original price, and subject to the conditions of the campaign. The



A general view of the Merrill & Hubbard store, showing part of the large stock which was displayed during the recent patriotic sale. Note the stock of enamel and tinware on the shelves to the left, which was perhaps the most popular feature of the sale.

drive lasted for four days commencing on Friday, May 4 and concluding on Tuesday, May 8. For several days prior to the opening of the campaign, full page advertisements appeared in the local newspapers advertising the "Grand Patriotic Sale for the benefit of the Red Cross and Field Comforts Societies," and with the added help of large Red Cross posters, the sale was adequately advertised.

In the Merrill and Hubbard store a rearrangement of stock was made with the idea of emphasizing the most seasonable lines, and selling was greatly facilitated by the liberal distribution of large price cards around the store, giving the special sale prices of the various articles. The retailers who figured in the campaign realized that the Societies were deserving of all the support they could be accorded, and endeavored to give the best prices possible in order to swell the amount of the donation to the funds. The success of the occasion was ample testimony to their endeavors to sell at the best prices possible despite the acute difficulty of procuring goods and the ever increasing costs.

Graniteware Was Popular

One of the most active lines in connection with the sale, and also one which figures as a highly saleable line in the regular business of the Merrill and Hubbard store, is graniteware. Prior to the increase in prices of this line a large stock was taken in and an array of graniteware valued at about \$250 was on display during the special sale. In the advertisements prior to the occasion much space was devoted to this line, and such lines as preserving kettles, sauce pans, double boilers, wash basins, strainers, dippers, tea and coffee pots, cake dishes and pudding pans, mixing bowls and various other pots and pans were specially featured. Many other lines of household goods, electric fixtures and appliances, lawn mowers, tools, oil stoves, and farmers' needs were also featured during the sale.

Soldier Trade from Borden Camp

In connection with the regular trade, the proximity of Camp Borden with its thousands of soldiers during the summer months, makes its effect felt on the retail trade of Barrie, and the hardware merchants have benefited in equal proportion. The soldiers' demands in the hardware line are chiefly for enamelware such as cooking utensils and for cutlery. As a rule large orders are given by the staff of the various units quartered at the camp for whole outfits of table supplies in cutlery and eating utensils as well as for a wide range of kitchen ware. In addition to these large orders considerable business is done with the individual soldiers in novelty-lines such as pen-knives and flashlights, etc.



Grand Patriotic Sale

— AT —

Merrill & Hubbard's

TO THE BENEFIT OF THE

RED CROSS AND FIELD COMFORTS SOCIETIES

which will receive 5 per cent of the Total Cash Sales during the
Four Days of this Great Sale, beginning on the morning of

FRIDAY, MAY 4. ENDING TUESDAY MAY 8, 6 P.M.

HERE'S YOUR OPPORTUNITY TO GET EXCEPTIONAL BARGAINS AND ALSO
HELP THESE PATRIOTIC SOCIETIES WHICH ARE DESERVING OF EVERY SUPPORT

The extreme difficulty of procuring goods and the ever advancing prices of all our lines makes it certain that such bargains as these will not come your way again for years. While we have a good big stock it will go rapidly at the very special prices quoted. Act quickly if you wish to profit by the opportunity.

<h4 style="text-align: center;">Tremendous Bargains in GRANITWARE</h4>  <p style="text-align: center;">Extra Special</p> <p style="text-align: center;">During this sale we are going to sell this 8 wire, 49 inch high fence, spaced as shown here, for</p> <p style="text-align: center; font-weight: bold;">46c per Rod</p> <p style="text-align: center;">Fancy Oil Lamps</p> <p style="text-align: center;">Electric Table Lamps</p> <p style="text-align: center;">Electric Shades</p> <p style="text-align: center;">Oil Hall Lamps</p>	<h4 style="text-align: center;">Coal Oil Stoves and Ovens</h4>  <h4 style="text-align: center;">Handled Axes</h4>  <h4 style="text-align: center;">Garden Tools</h4>  <h4 style="text-align: center;">Hand Horse Clippers</h4>  <h4 style="text-align: center;">Toilet Paper</h4> 	<h4 style="text-align: center;">House Brooms</h4>  <h4 style="text-align: center;">Nail Hammers</h4>  <h4 style="text-align: center;">Lawn Mowers</h4>  <h4 style="text-align: center;">Boys' Wagons</h4> 
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These Prices Strictly Cash

MERRILL & HUBBARD

No Sale Goods Exchanged

A sample of the full page advertisements in the Barrie papers, as used by Merrill & Hubbard in connection with their recent Patriotic Sale. Such advertising made the occasion successful.

Another phase of the soldier trade situation is in connection with the Flying Corps branch. Hardly a day goes by during the summer season, that the town of Barrie is not visited by some of the aviators from the camp, and these visits have aroused a great deal of interest among the town people. Taking advantage of the enthusiasm which naturally hits the small boys harder than others, a stock of miniature aeroplanes for boys has been laid in, and their exhibition in the windows of the Merrill and Hubbard store has not only resulted in many sales, but also has had the effect of drawing attention to the window displays of other lines. The novelty aeroplane carried is capable of soaring to a considerable height, and it has attained great popularity among the young people of the town.

Pushing "Seasonable" Lines

The possibilities of pushing seasonable lines at the right time has been fully worked out by Merrill and Hubbard and effective displays of sporting lines are arranged with good result in the spring season. In connection with the Red Cross sale, sporting lines were very popular, and an exclusive window display of fishing tackle of all description, appealed strongly to the awakening angling instincts of many. Baseball outfits for the juvenile trade were also strong features, and activity in this line has equalled the falling off in trade in the more senior lines, for which there has been less demand since the war broke out.

Bearing out the success with which

the adoption of electrical goods has been received in many hardware businesses, the Merrill and Hubbard management report good business in this department, and with special featuring on the occasion of the Red Cross sale, the carrying of the line was more firmly impressed upon the visitors, many of whom were unaware that the hardware store carried such a line. The Merrill and Hubbard store carries a large stock of electric fixtures and appliances including electric stoves, irons, toasters, and table lamps, and for the benefit of those who have no electricity in their homes. a complete line of oil lamps, heaters and other appliances was displayed. The store also holds the exclusive agency for an established line of electrical goods.

Large Turn Over in Farm Lines

Lines required in connection with farming operations are also very popular in Barrie. This field embraces such lines as stock tonic, chicken grit, sulphur, wire fencing, garden tools, horse clippers, and horse collars. The Merrill and Hubbard store stock chicken grit, sulphur, salts, and other stock tonic lines, in large quantities, and find a big demand in the spring season of the year when sold out in twenty-five cent lots.

Another line which has been found to be very popular with the farming community has been wire fencing. To handle this line the Merrill and Hubbard management has added to the rear of the store, a galvanized iron annex which is used for the storing of fencing, wire gates, asbestos paper, oils, etc., and this annex opens into a small yard which is used for the discharge of freight from the box cars which are run in on a siding. As an evidence of the turnover in such lines, the Merrill and Hubbard store handled ten carloads of fencing last year, and the outlook for this season promises to be nearly equal.

Novelty Lines Displayed

In addition to these staple lines in the hardware trade, there are some novelties also on exhibition, and a display of canvas horse collars in the Merrill and Hubbard store has caused not a little comment. Mr. Hubbard attaches some significance to the introduction of this line into the business, which has proved a profitable departure, for it was on the occasion of his visit to the Hardware Convention in Toronto two years ago, that he first conceived the idea of introducing this line. Another branch which presents a somewhat novel display, and one which is equally profitable, is the stocking of congoletum rugs. Mr. Hubbard added this line to his business some time ago, and reports a good demand for all sizes and prices up as high as \$12 each, the price asked for the better quality rugs.

(Continued on page 29.)

Lightening Burden of Summer Toil

Effective and Seasonable Display of Ironing Appliances in J. H. Ashdown Hardware Co., Winnipeg, Man., Associating Coolness and Speed With Hitherto Most Unpleasant Task in Summer Routine

THE call of the out-of-doors, with an accompanying strong appeal to the housewife to relinquish much of her time spent in heated drudgery over the ironing board, has been made the basis for the effective display of irons and other kindred appliances embraced under the heading of labor-saving devices shown in the accompanying illustrations, which carry special appeal during the heat of summer months, and particularly on "ironing day." The advent of warm weather, the call of the park and the clamorings of the young people to get out and away from the heat of midsummer, all form weighty arguments to be used in the arranging of displays of such articles as these, which tend to facilitate the opportunities for responding to the out-of-doors call.

It is, of course, recognized that much laborious summer work is essential to good housekeeping, and therefore equally welcome to the relinquishing of certain duties from the summer routine is the introduction of anything tending to lighten that work which is essential. The

housewife of any well regulated household will say that of the many indispensable features of housekeeping in summer time, ironing is one that heads the undesirable list, and one which is particularly disliked owing to the fact that it is more necessary in summer time when white frocks and other seasonable whitewear gets dirty with almost incredible speed. And of these indispensable summer duties what can be more objectionable and offensive to the housewife than to be tied up to an ironing board in a hot kitchen during the heated summer months, and be thereby constrained to forego the pleasures of getting out to shady nooks or to the coolness of the lakeside or seashore?

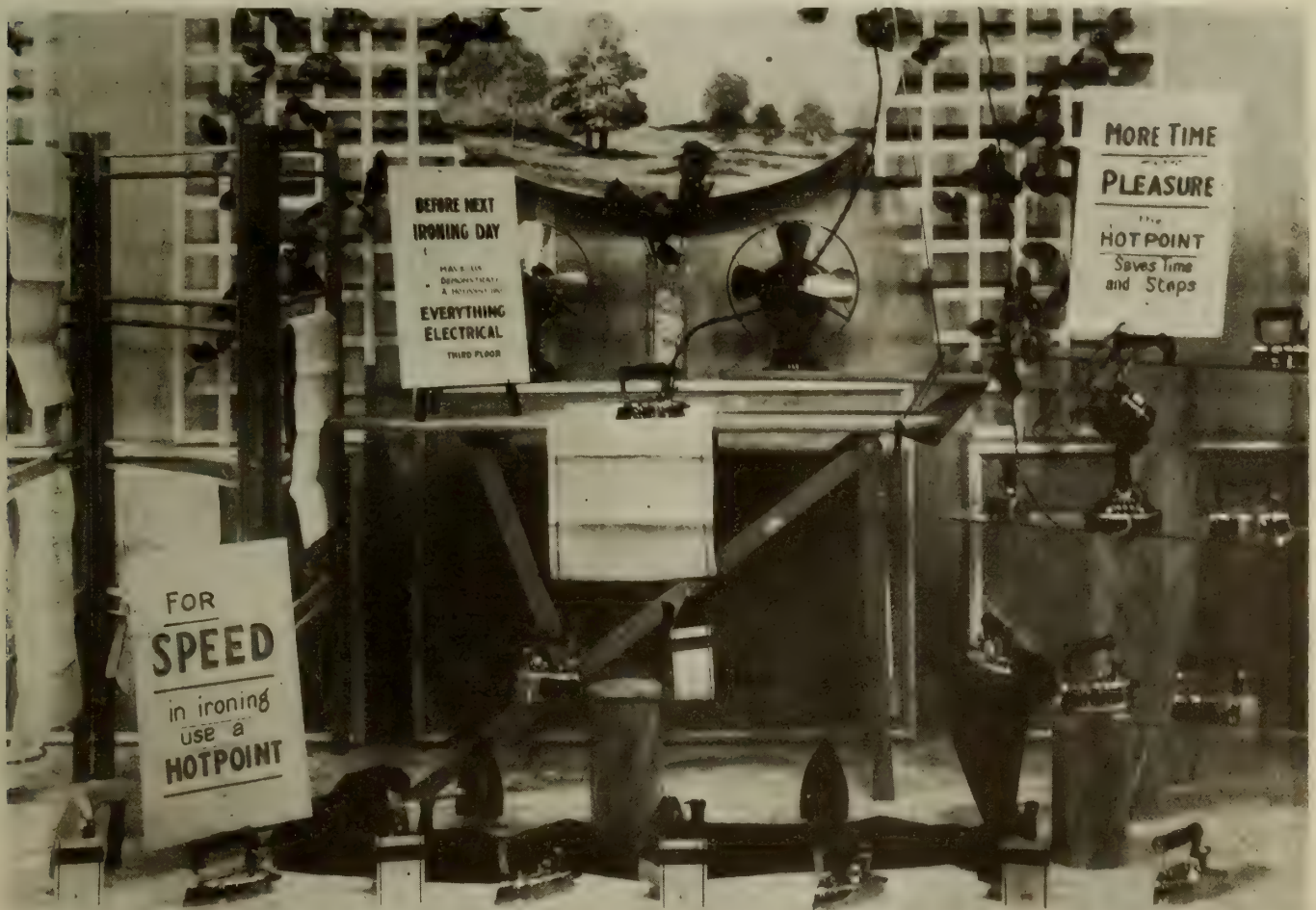
And to the housewife laboring under such conditions of heated drudgery, what could carry more direct appeal than the attractively arranged window shown herewith, as designed by C. H. Smith of J. H. Ashdown Hardware Company of Winnipeg, Man. A first impression of the arrangement conveys an idea of coolness through the liberal showing of elec-

tric fans before a background of trellis with its outdoor suggestion of the garden, and capped with the appealing call of the fields as conveyed by the picture of beckoning landscape with its many shady trees.

Such an arrangement as this, having for its idea the lightening of ironing-day duties, makes a double appeal, for not only does it touch off the pent up desire to leave the ironing and get out to nature, but it also shows how the time for such outings can be made, by the use of the most up to date ironing appliances, the feature of which is considerably increased speed. The force of the display is therefore all the greater by the grouping of just such articles as would be found on ironing-day in any home.

Looking at the display there can be seen the ironing-board of new design with iron rest and toweling all ready for ironing. Fans are also arranged in position to waft away the undesirable heat, and to the best of their ability to eliminate as much as possible of the drud-

(Continued on page 29.)



Splendid display of seasonable goods This window will interest the housewife and impress upon her the advantages of using an electric iron. Arranged by C. H. Smith for J. H. Ashdown Hardware Co., Winnipeg, Man.

Wall Papers for New Season

Charming Designs and Color-themes in Abundant Array of Patterns—Artistic Creations Stimulate Business—Gilt Papers and Printed Textomeals Very Popular.

ONE may describe the color of some lovely garden-bloom as "blue," but this does not tell of the sun-beam lurking in the depth of its carolla, of the delicate shading of its folding petals, of the lingering dew-drop enriching its beauty with prismatic magic. So a mere verbal description of the new lines of wall papers which are just making their first appearance, falls far short in conveying an adequate conception of the charm of each new design, of each studied color-theme that conforms to every type of pattern, of the power of the finishing operation that supplies the final touch that draws the colors together and blends them into a harmonious whole.

During troublous times like these, one would hardly expect to find a line of wall papers that presents such a vast variety of new ideas and novel treatments. An abundance of new designs of the latest conceptions, colored in the most modish fancies and with a vigor and freshness that bespeaks the spirit of the times. It is a line of wall papers that goes far beyond the mere supplying of a necessity with such as could be had. It creates a demand for wall papers with a full

complement of brilliant, original and artistic ideas that will be the delight of the dealer and decorator, and will provoke a stimulus toward more and better business.

Materials Still Soar in Price

War conditions have caused the price of all raw ingredients that are used in wall paper manufacture, to soar to an altitude previously unknown, and in order to counteract the higher prices that of necessity are prevailing, manufacturers appear to have increased the saleability of their products by putting a higher standard of good taste into their designs and colorings and have so made up in the value of attractiveness and quick-selling qualities the extra cost that war conditions have established.

In looking over the new lines of wall papers, an exceptionally catchy range of ungrown papers shows at once that even the cheapest goods have been given their quota of special attention. Then follows an array of blanks in all the conceivable types of designs that modern art in home-decoration calls for, and all fresh and new. Dainty stripes with borders that are a pleasure to behold, for

garden, hillside and wildwood, have been explored to produce each floral tribute to the skill of the manufacturer. Here a novel gloria-stripe with a border of ribbons and azalea blooms, here large gaily-colored 'mums bedeck a jaspe pattern. In a variety of dainty shades a wide festoon of prettily arranged poppies happily foretells a time of plenty for Canada, the motherland, and our allies, for poppies were always associated by the ancients with Ceres, the Goddess of Plenty.

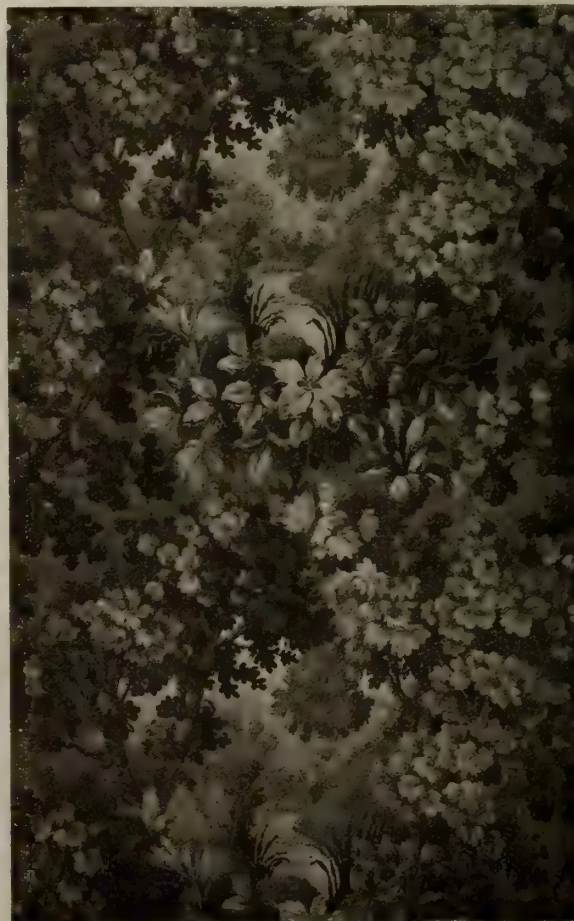
Floral and Chintz Designs

Then, in marked contrast to the many forms of stripes are found a number of all-over floral and chintz designs, which are shown with two band borders in a variety of effective ideas. A delightful glimpse of Japanese mountain scenery is introduced into a border that comes with a diminutive wistaria design, and branches of Japanese cherry-blossoms add a quaint touch to another pattern. Then there are one band floral borders with new stripe effects for parlor and bedroom, richly colored hall and dining room treatments in "modern art," and every type of design in the newest ren-



THE MARSEILLAISE

A striped burlap effect with ready-cut border and base-trimmer of quaint design and novel coloring.



THE WILDWOODS

An exquisite independent tapestry which is shown in numerous shades in the latest vogue.

dering to suit each individual taste. These are all to be found amongst the new patterns technically known as "blanks," a class that includes only papers of very moderate cost.

Extensive Variety of Gilt Papers

GILT PAPERS—Plenty of them, in distinctive and widely varying designs that do not appear in any other grades. So great is the variety of patterns and so abundant the available resources that there is no necessity to repeat patterns through numerous grades, but each one is only treated in the manner only for which it is best adapted. So here is found a unique gloria stripe with bright two band border of ribbons and azaleas, a monotone design with sumptuous border of rich peonies, a shadow stripe with large poppies and another with foliage in bright autumnal tints. A useful fruit tapestry with two band border will not pass unnoticed, and an all-over foliage pattern with beautiful scenic border of river vistas and birch grown islets commands much attention.

Here, too, are printed Textomeals, those exquisite effects that proved so popular last season and that have all the richness of printed oatmeals. These are shown in a large number of brand new designs in a variety of new conceptions.

Embossed Papers

Then comes the Embossed Papers commencing with an abundance of bedroom designs of high quality followed by parlor and drawing-room patterns, that contribute splendid results by way of increasing the retailers' profits. There are near-plain papers in a variety of weave and stippled effects each with a modern decoration that is colored in a masterly spirit. Here, too, are found the beautiful designs as illustrated herewith, "The Marseillaise," with an exquisite border of French origin showing quaint baskets of old-world flowers. Other designs have great classical beauty and pretentious floral borders in many charming shades.

Printed Textomeals

Introduced last season, these printed Textomeals at once asserted their prominence, and so absolute did their popularity become that there is abundant warrant for the still larger display of new and exquisite designs in the new season's line.

In appearance they possess all the richness of duplex oatmeals, uniformity of coloring, and in addition, they are less costly. They are printed on specially made tinted stock of high grade that goes far toward helping the decorator complete a perfect job of paper hanging. The numerous shades in which these popular goods are shown include light grey, fawn, tan, golden brown, dark brown, rich green, deep blue and terracotta. There are colors that are suitable for any room in the home, and each is in just that tone that merits popular approval.

Among the new designs are seen a two-inch double stripe with gold tracery with which is shown a novel two-band border and base trimmer of roses in ar-

tistically classic treatment. A narrow gloria-stripe with gold beading has a rich border and strappings with conventional lilly in beautiful hues. Large peonies in the gorgeous colorings of nature are matched with a wide gold-traced stripe.

Then there are exquisite grass-cloth effects with a modish border in what might be termed the Cubist treatment, with the grotesque features of this type of ornamentation omitted. A stripe with rich gold tracery on grass-cloth grounds is presented with a border of flower-baskets in a most delightfully artistic vein, and this same border is shown in similar fabric-grounds over which is printed a monotone design of rambling foliage.

The printed Textomeals for the coming season embrace a wide range of new designs and effects, and should be welcomed by the wall paper dealer as a range of goods that exactly fit in with this most desirable class of trade.

LIGHTENING BURDEN OF SUMMER TOIL

(Continued from page 27.)

gery of summer ironing. Then again there is the old established clothes horse, whose design seldom changes and whose presence lends a touch of familiarity to the arrangements. The absence of superfluities and the introduction into the display of only what is absolutely essential to the modern ironing-day operations, also does much to enhance the cool effect which it is desired to associate with the hitherto unenvied day.

On analyzing the properties which constitute the effectiveness of the display, it is evident that once the attention of the passer-by has been gripped by the indication of the welcomed association of coolness and increased speed with ironing operations, every endeavor is made to familiarize the onlooker with the line of goods which makes such a condition possible. In this connection much of the effectiveness is secured by the attractive arrangement of the individual appliance with no suggestion of a tendency to overcrowd. Then the good points of the articles displayed are conveyed through the medium of printed cards, whose message is conveyed with no appearance of boldness and therefore is established with greater conviction. The forcefulness of the whole arrangement therefore lies in the absence of crowding, and in its strong appeal for the elimination of much of the time spent in ironing drudgery. These points, combined with the seasonable appeal, are sufficient to first attract, and secondly to convince the interested housewife that many long hours now devoted to the heated ironing board could be spent in outdoor enjoyment amid cool breezes, and also that what toil is essential can be lightened considerably, and made much less unpleasant, by the adoption of such up to date appliances, and methods as are indicated in the display.

There are dozens of other hardware

lines which lend themselves to special displays, which can be made equally as effective as the display shown in the accompanying illustration.



TO RELEASE 25,000 TONS OF STEEL

Deliveries of steel are so far behind that private consumers are obliged to hold up all kinds of work because of the lack of steel. In this regard conditions are getting more acute owing to the tonnage of steel required for war purposes. Canadian consumers are feeling, more than ever, the effect of conditions in the United States. The American Government will require an enormous volume of steel which will curtail the available tonnage for Canadian consumers. Owing to the pressing demand for steel for munitions and war materials, Canadian mills cannot supply the domestic market. Because of the urgent need for steel rails in Canada, the Imperial Munitions Board has decided to release 25,000 tons of steel which will be manufactured into rails. It is understood that 15,000 tons will be supplied by the Algoma Steel Corporation and 10,000 tons by the Dominion Steel Corporation. With regard to the production of steel, the report of the Dominion Steel Corporation furnishes some interesting figures. It shows a marked increase in tonnage for the year ending March, 1917, over the preceding twelve months.



HARDWARE STORE AIDS RED CROSS

(Continued from page 26.)

This survey of the Merrill and Hubbard business indicates some outstanding features and also indicates some new lines which can be profitably carried. These novel features did much to enhance the general interest in the Red Cross sale, and one thing in particular which was noticeable to the Merrill and Hubbard management was that many people who run regular charge accounts, came and bought considerable supplies for which they paid cash. In this way the societies received the benefit, whereas they would not have done so had these customers purchased on their accounts. Such success attended the occasion that all parties concerned were unanimous in their opinion that the event justified its utmost expectations.



PURCHASED MORRISBURG PLANT

Hamilton, Ont.—The Steel Company of Canada has announced that it has purchased the mills of the Morrisburg Steel Company, and desires to move them to Hamilton. For this purpose it requires about an acre and a half of land now owned by the city and used in connection with the Gage avenue disposal works. It was stated that the company would locate in Montreal if it could not get a favorable site here. The new plant would mean the employment of 200 more hands, and would ultimately result in the spending of about a million dollars for extensions.

Has Small Town Problem Been Solved?

Here is One in the Middle West That Has Become Converted to the Gospel of a Municipal Golden Rule Which Gives Fair Promise of Permanent Salvation.

By J. W. F. Lawrence

Editor's Note.—The problems of the small town are very vital problems, and they differ very little with the difference of location. The jealousy and rivalry and self-interest, are as much a part of the life of the town in the Prairie Provinces of Canada, as they are of the plains of Kansas. Therefore, we reprint this story.

Can the Golden Rule be used in Business? Can it not only be used, but used successfully. This is the account of some such system put into actual operation. It is well worth the consideration of every merchant.

We are indebted to "The Nation's Business" for permission to reprint this story, that first appeared in the columns of that magazine:—

THE slimy trail of the trade feud is no longer to be found in or around Ottawa, Kansas. This does not mean that Ottawa has beat the rest of the country to a millennium or that you can't see the dust of conflict hovering over the town as you approach it. They still get lots of good, healthy exercise out of their scraps in Ottawa, which they would sadly miss if they ever attained to a state of perfected peace. But what it does mean is that Ottawa, along with a rapidly increasing number of other towns in the Middle West, has awakened to the fact that the Goose that Laid the Golden Egg never was in it, as a prosperity maker, with the Golden Rule.

Trenton, Missouri, claims the credit of starting the idea. No one can blame Trenton for being a little jealous over the fact because it begins to look as if it has begun the gospel through which our smaller towns are to be born again. Ottawa became converted, as did Paola, Iola, Osawatimie, Chanute, Olathe, and many other towns in Kansas and its neighboring states. Each added variations of its own to the general scheme. Our story deals specifically with the Ottawa Idea, and what it did for the town that adopted it.

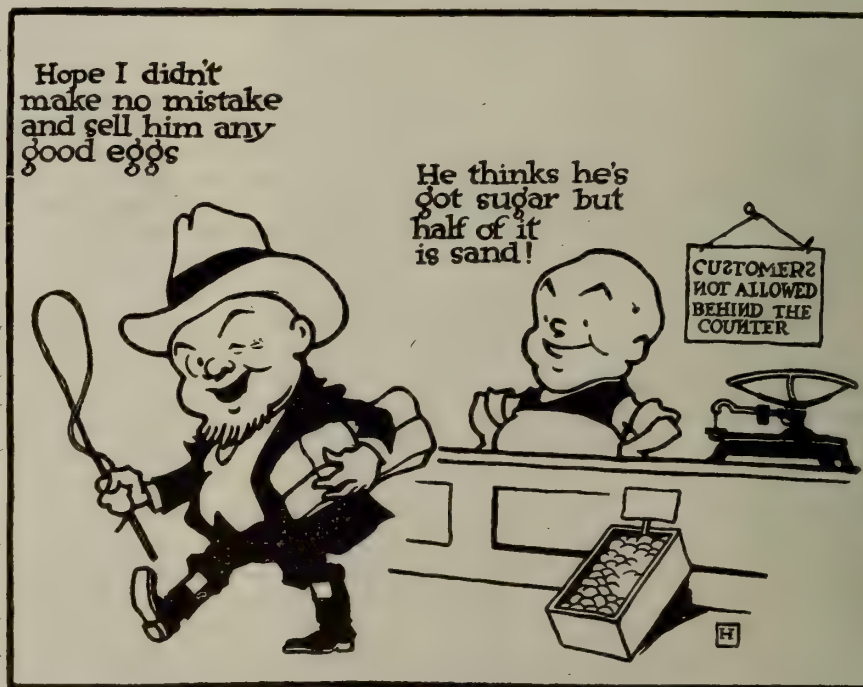
The easiest way to define the thing is to tell what it does! The *Idea* is being worked out at Ottawa by the Ottawa Chamber of Commerce, which differs from the ordinary Chamber of Commerce in that it recruits its membership not only from the business men of the town but also from the ranks of all the farmers within a radius of twenty miles of Ottawa. The uniting of these two ordinarily more or less hostile elements into a single body, convinced that its members have their vital interests in common and not apart, has made possible certain extraordinary results: It has done away with cut-throat, unintelligent competition

among Ottawa merchants; and it has made the interests and opinions of neighboring farmers a dynamic factor in all those questions of town policy that clearly affect farmers. It has made the farmer a citizen of Ottawa in all matters that concern him it sees to it that he shall be heard, and that his wishes are at all times duly considered. Virtually it has brought the farmers and their land within the city limits; and it has thus shot the population of Ottawa from ten thousand up to twenty thousand. Since the town and the farmer are mutually dependent, the importance of all this is obvious.

The elimination of strife which the idea has effected among the business men is not the result of high flown sentiment but of horse sense; for the Chamber of Commerce is actively educating itself and all Ottawa to the notion that farmers and business men have interests which are in the long run identical; and that the same is true of the relations of business men among themselves and of farmers among themselves; and that the sane

money, and in all probability nothing short of an expensive litigation would have helped his case. But he took the matter up with the Chamber of Commerce through the attorney whom the Chamber employs to give advice to farmers who are in legal difficulties. The Chamber crooked a finger in the direction of the telephone company, and next day the farmer's fence was fixed.

Here is another: The word went forth recently that a certain grocer down the street had failed. C. L. Jones, a merchant, who is one of the most energetic boosters of the Idea in Ottawa, went to the man's store and found it in the hands of a receiver. He went to the man's house and found the family in tears; but the man wasn't there. He sought further, and at last found his man in the back of the store, over in a corner, trying to hold himself together—a wreck of a man. He owed \$3,500 to a local bank; and so far as his ability to pay it back was concerned, it might as well have been a million.



Before the regeneration it was no sin for the farmer and storekeeper to defraud each other.

thing to do is to get together on the basis of that common interest.

Here is an example of the way the thing works out: One day a storm blew down some telephone poles across a farmer's fence and broke the fence. The farmer complained. The telephone company promptly fixed the poles, but left the fence as it was. The farmer had no

"Sit down there," said Jones, "till I get back."

Forthwith he telephoned or sent word to all the business men he could reach. He told them to meet him at once; but he didn't say what for. This was at four o'clock on a Saturday afternoon, about the busiest hour of the week; but a hundred of them came—because that's a part

of the Idea. He put it up to them; and every man there went down into his pockets. They made up \$3,500 between them, on the understanding that they were advancing the loan at their own risk, and that none of them would expect his money back if the man should again fail in spite of their help. They turned over the money; and thereafter they saw to it that the store got a certain amount of trade from each of them. To-day he has one of the most prosperous groceries in town.

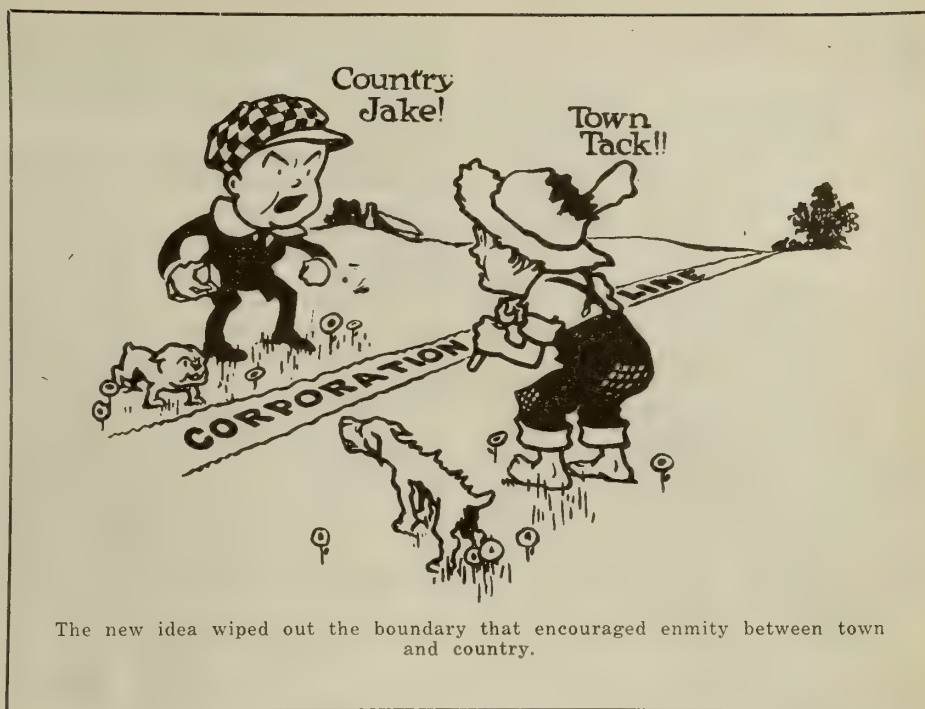
In this connection note two things: first, that the Idea saved Ottawa a business failure—which would have been bad for the town in every way. Secondly, that if anyone in an average town wants to know how easy it is to get a hundred busy merchants to drop work on a Saturday afternoon for no assigned reason; all he needs to do is to go to some town the size of Ottawa and try it.

Now there is nothing new about this notion of community interest being identical with the interests of the individual. It is the ABC of sound economics. But it has nevertheless failed in many a good town; and it is meeting with varying degrees of success in the other towns which, like Ottawa, are trying it out. One reason why it is succeeding so well in Ottawa is probably to be found in the fact of adequate leadership. That is what most community development generally comes down to.

The work is being done by nine picked men who form the executive board of the Chamber of Commerce. They command the confidence of the community; and their word is law simply because success has always followed at their heels like a well-trained hound. In most towns men of that type are "too busy"; but in Ottawa they couldn't give "No" for an answer simply because the town wouldn't stand for it. The right sort of leadership is the best possible insurance against the Ottawa Idea ever becoming a mere anaemic theory in applied economics. Good leadership, combined with the Idea, can make any town right.

One reason why an enterprise like the Ottawa Idea is worth writing about is that it is just as big a thing as the community problem in America. In the main, one town's problem is like that of another; and town after town is, like Ottawa, finding its answer in a common-sense application of the thing that is now making Ottawa over. It hasn't made Ottawa over yet; but if it shall even approximate that result in this and other towns, it would seem that the movement typified in the Ottawa Idea is one of the biggest and most constructive and hopeful things in American life to-day. Certainly it is spreading in one form or another throughout the American business world.

A business fight in Ottawa has become a process for the equitable adjustment of differences, instead of being a breeding ground for what the Litany tersely summarizes as "envy, hatred and malice, and all uncharitableness." The new idea in business has reversed the old idea of what the other fellow wants



to do. It abides in the faith that the other fellow wants to do right. It is willing to wager the commercial prosperity of the whole country—and ultimately of the whole world—on the notion that the overwhelming majority of men want decency and fair play in business, coming and going and on both sides of the fence.

Jesus Christ laid the foundation of all this two thousand years ago; but the prescription didn't appeal to His short-sighted generation. Since His time the Idea has come thundering down the ages at such a rate that most of mankind have had to do some lively side-stepping to avoid it. Most people have always been more or less afraid of it. It has seemed to offer, not peace but a sword. But modern business has begun to stand four-square in the path and let it come; and when it comes it makes things over.

The situation of Ottawa is typical of that of many another town that could work the big Idea to a turn. Ottawa is a hump on the otherwise undisturbed surface of some of the finest prairie farmland in eastern Kansas. It is the hub of a big agricultural wheel. The wheel wouldn't amount to much without its hub; and the hub wouldn't be a hub if it didn't have its wheel. The spokes are good roads that reach out twenty miles in all directions.

In the days before the Idea had begun to work, when Ottawa was merely a town instead of a hub, the farmers used to come in over bad roads—when they had to, cursing Ottawa, and wishing they were nearer Kansas City. And when they had gotten past roads and into Ottawa they kept an eye on the merchants while they did business with him; for they had a notion that the problem of getting past was not wholly confined to the process of reaching town. Sometimes the notion

was right and sometimes it wasn't; but the suspicion and hostility were there, on both sides,—just as they are in most towns.

Nor was this state of affairs confined to amenities between the farmers and merchants. The merchants, as has already been indicated, watched each other. They devoted time, brains and money to the problem of walking around each other—which is like trying to raise yourself by your bootstraps. Every man had his knife out, not so much because he wanted to hurt anyone as because he was afraid someone would hurt him. And so it was that he watched the suspicious farmer with one eye, and his "loathed but esteemed contemporary" with the other, and picked up his living on the side when there was a chance.

If John Jones got into a trade war with his rival across the street they had it out, conducted a first-class business feud, didn't speak for years when they met on the street, and under-sold each other and depressed prices on their goods till neither they nor anyone else in the same business in the town could make a decent profit.

And if in the end, Jones got pushed off the commercial map, "So much the better," said the onlookers; "those of us who are left will have more."

Such a theory is exactly as false and short-sighted as was the fear that labor first had of machinery. One machine would do the work of ten men. Ergo, the other nine will be thrown out of work. Of course the fact is that production was so cheapened and increased that demand multiplied; so that instead of the other nine men being called back, hundreds, thousands even, hardly sufficed. It was a kind of economic miracle of loaves and fishes. It was just another illustration of this vital principle of community life which is beginning to sweep the country.

WHEN Ottawa decided it wanted a Chamber of Commerce to carry on the Ottawa Idea, it sent up to Chicago for one George S. Irving. He calls himself a "town doctor" and Ottawa thinks he has a right to that degree. He is a sort of business Billy Sunday. He descended on Ottawa with a thousand or so buttons in a suit case and the rest of it in his head.

A button admitted the buyer of it to the lecture Irving was to give. The buttons sold at a low price, and the proceeds from the sale compensated Irving fairly for his work. He lectured on a Monday to a record-breaking crowd; for a band of ringleaders had gone out into the highways and hedges and made them come. The lecture was a hummer. Tuesday Irving spent laying his mines and digging his trenches. Wednesday night there was a banquet, with four hundred present. At the end of the banquet Irving made another hair-raising talk, and then called for eighty volunteers who were to make forty teams of two men each, and go through the town with a fine-tooth comb and a minnow net soliciting members for the new Chamber of Commerce.

He got his eighty, and could have had a hundred as easily. Then he lined them up in a row back of the tables, and taking a list of names of possible members, selected from the city directory, he called one name after another. As he reached each name, a team would signify that it would take that one—and so it went till the list was exhausted.

Thursday morning the teams gathered and Irving after a final talk, told them to go to it. They scattered like a pack of hounds, and swept the town. Before long results became evident. The streets were crowded with people; farmers flocked in from all directions; and as the figures grew the excitement and enthusiasm fairly boiled over. Men who had been luke-warm came in to help the thing along; and some bought several memberships instead of one. Not such a small matter either when you consider that a three-year membership costs six dollars.

The sale continued long after Irving left town; and the campaign is still on. The work now being conducted in the country is expected to bring in a thousand farmers. That will mean an income of \$12,000 a year for the Chamber for the next three years;—and substantial things can be done with that much money.

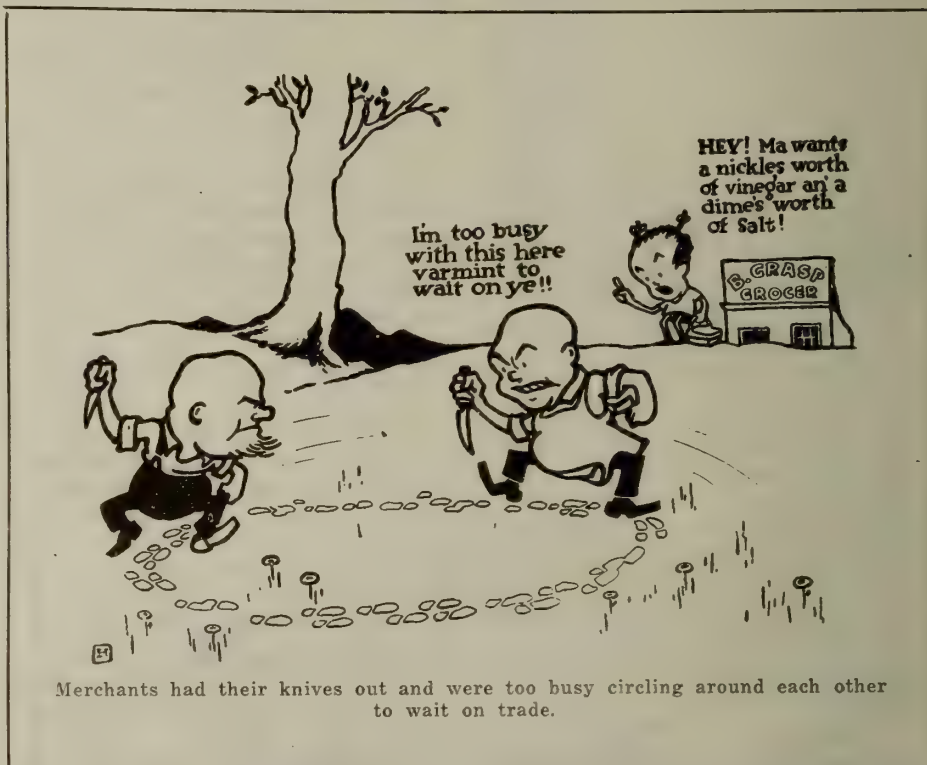
The problems of a Chamber of Commerce that is trying to carry out this ideal naturally vary from day to day; for the conditions are complex and not always easy to deal with. For example, the attorney who handled the difficulty of the farmer with a broken fence, was appointed by the Chamber in order that the farmers of the neighborhood might have the benefit of free legal advice. This doesn't mean free service in case of litigation, but rather counsel that puts them right in difficulties which farmers are particularly prone to get into. When it was first decided by the Chamber of Commerce to employ a lawyer for the purpose, one young attorney in the town offered his services for nothing, just to

help the cause along; and one individual result of this was that he sprang from a position of comparative obscurity in the town to immediate success in his profession.

Another medium through which the Chamber handles its varying problems is a permanent secretary. He is a notary public. His office serves as a gathering place for farmers. They can go and come as they choose, meet their friends there, and get what service they require. The secretary has a job that is a good deal more than clerical. He is picked to handle difficult and delicate situations as they arise with tact and skill. If he hears of a difficulty between two merchants, for instance, he sends for them—generally without saying what for; and the first thing they know, there they are, face to face, with the secretary asking, "Now, then, what's the matter with you fellows?

Ottawa Idea hitches with the farmers: Not long ago the business men of the town decided to abolish hitching rights on the main streets. Of course they could have gone ahead and done it out of hand, and created ill feeling among the farmers at once. But instead they sent out a letter, stating the plan, offering to provide a hitching place handily situated, and asking farmers what they thought about it. All wrote back that it would be a good thing; so it was done, and all were satisfied. Ask a farmer about it, and he will tell you, not how the people of Ottawa did such and such, but how *we* did it; which is different.

Useless advertising was one of the first things that had to go. The gentleman who demands ads for the purpose of assorting them down the sides of the big thermometer he is going to place somewhere in town, has turned to other



Come now—speak up; get it out of your systems." And so each finds, like enough, that it was all his fault. Another important function of the secretary is to issue a weekly bulletin for the benefit of farmers and merchants, telling who has jobs to offer, and who wants jobs. It serves the purpose of an employment agency in the community and is a great source of convenience and economy.

OF ALL the secretary's jobs, none is more delicate than handling the rating bureau, where information is on file covering the financial standing of persons who apply for credit. Not only is this function of enormous financial value to the merchants, but it is also proving of service to the farmers. Information as to "dead beats," and the whole local question of credit in general is open to any farmer who asks for it. It saves him from many a pitfall; for he could hardly obtain such information in any other way.

Here is another instance of how the

spheres of usefulness. Mr. Jones no longer pays hard cash for negative good will for fear Mr. Smith will take some of it, and thus gain the greater popularity, for both of them have now agreed to refer all solicitors for charity, ad. schemes, and general public donations to the Budget Committee of the Chamber.

These things are merely typical. The prospects are limitless. No individual man can take on himself to watch municipal expenses; but a Chamber of Commerce can, and does. It is on record that at Trenton, Missouri, they put up a fight last year, in conjunction with the state, against hog cholera. Their loss in 1913-14 was twenty thousand dollars in hogs; in the winter of 1916 they succeeded in reducing the loss to sixty hogs.

The good roads problem we have always with us. If you want to know how quickly and completely the Ottawa-Trenton-Olathe-Ossawatimic-Paula-Iola-Chanute-and-

(Continued on page 37)

Glowing Tribute to Trade Press

American Jewelers' Association in Conference Recently Demonstrate Appreciation of Support of Trade Papers

ATRIBUTE filled with recognition of the value of the trade press to the business men of the country, was contained as a feature of the souvenir program of the American National Retail Jewelers' Ass'n., on the occasion of their recent annual convention.

The tribute to the trade press was as follows:

"Among the many things we have to be thankful for in these days is our wonderfully helpful Trade Press. Always on the job correctly describes the tale of their activities. Association workers may come, and go, organizations flourish and lose their enthusiasm, but the labors of the Trade Press know no ending, no cessation of its endeavors, no holiday from its endless task of aiding the merchant to uplift himself.

"What has become of the old fashioned merchant who said he had no time to read the trade papers? If the sheriff has'nt got him by this time it's probably because someone else in his establishment does read the trade papers and managers, in spite of the old Fogey, to keep things moving.

"Who supplies us with the latest news of what will sell and what the times demand?

"Who gives us the information that will lead us to the source of supply?

"Who shows us, constantly, and in such a painstaking way that even the least tutored may understand how to reckon the cost of doing business so that we may have something left after the bills and expenses are paid?

"Who places the danger signals along the rocky business road so that we may not take too many hard bumps while running the business machine?

"Who sends out storm signals at pro-

per intervals that we may avoid overbuying, long time dating and quantity purchases?

"Who prompts us to keep shop in a manner that will leave small chance for criticism, to make success an ambition and perfection an ideal always to be striven for?

"Who encourages us to give the public the best that is in us and then to have the backbone to exact what this service is worth?

"Who always, at all times, stands ready to give us a hand to pull us out of the slough of despond and to lead us to the broad highway of better methods and better business?

"And finally, who strives to bring us all together in that spirit of co-operation that will make us one in our aims and ideals, in the end gathering us as one at the goal of honor and success?"

"Fellow merchants, the trade papers are our friends and we should keep company with as many of them as we can possibly find time to associate with."

Manitoba Convention Programme

ALL arrangements have been completed for the third annual convention of the Manitoba Retail Merchants' Association, to be held at Winnipeg on June 12, 13 and 14. The convention programme includes many interesting features. Several addresses will be delivered by prominent business men, on subjects of vital interest to the

retailers of Manitoba. The Winnipeg retailers will tender a banquet to the visiting delegates. The convention programme follows:—

CONVENTION PROGRAMME

Tuesday a.m., June 12

- 10.00 a.m.—Registration of delegates at Convention Hall, in Industrial Bureau.
- 2.00 p.m.—Opening of convention by President Rannard.
- 2.15 p.m.—Addresses of welcome.
- 3.00 p.m.—President's address, and reports from Secretary, Treasurer, Manager, Insurance Branch.
- 4.00 p.m.—Resolutions and Question Box. Discussion.
- 4-5 p.m.—Exhibits of merchandise.
- 8.00 p.m.—Address by E. B. Moon, on "Getting the Most Out of Business."
- 9.00 p.m.—Address on "Rural Schools, the Country Store, and Rural Life," by Wm. Iverlach, Isabella, Man.

Wednesday, June 13

- 9.00 a.m.—Conference of manufacturers, wholesalers, and retailers.
- 9.30 a.m.—Conference hardware dealers, wholesale and retail.
- 10.00 a.m.—Conference of wholesale and retail grocers.
- 10.30 a.m.—Conference of wholesale and retail dry goods and boot and shoe merchants.
- 11.00 a.m.—Address by E. B. Moon, on "Meeting Outside Competition."
- 11.45 a.m.—Report of Resolutions Committee.
- 2.00 p.m.—Address by E. B. Moon, on "Community Building."
- 3.00 p.m.—Address by W. J. Keyes, Kelvin Technical School, on "Better Business."
- 3.30 p.m.—General discussion.
- 3.45 p.m.—Photo of convention.
- 6.30 p.m.—Informal banquet at Fort Garry Hotel, tendered to visiting delegates by Winnipeg branch, R. M.A.

(Continued on page 37.)

Has Your Store Been Doing Business for Fifty Years?

There are some stores in Canada that can look back over an unbroken record of fifty years of active business; that have seen the monumental changes that have developed in their community, in their trade, and in the country itself. There should be a world of interest in the stories of these stores, and in the recollections of the men who have been associated with them.

We are drawing near to the Golden Anniversary of Canada as a Dominion, and it seems fitting time to draw attention to these stores which have been an integral part of the growth of our country from that time to this.

Perhaps your store is one of those which has this long and honorable history. If so, will you write us regarding it? Tell us something of the condition of the locality in the days when the store was first started; something, too, of the manner and method of doing business, and generally, give us all the old-time history that you may have regarding the store. If you have photographs, either of the old-time or the present to accompany this sketch, we would be glad to receive them. Don't let this matter be overlooked. We would like to get a list of every store that has had this long history. Will you help us, and help us promptly?

EDITORIAL COMMENT

HOW did you happen to miss a Knighthood?

* * *

WHEN they get that Royal Commission going, and enquiring into the reason why titles have been granted, there will be some interesting revelations.

* * *

THE "U" Boat menace seems to be losing some of its efficacy. One by one the instruments of "Frightfulness" are being sent to the discard.

* * *

HERE is another outcropping of the High Cost of Living. Because so many people have followed the oft given advice to eat rice in place of potatoes, rice has advanced in price. In St. Thomas the John Chinamen of the laundry, finding everything going up has dropped into the prevailing fashion and put another cent on the price of a starched collar. It's pretty hard to avoid getting caught by increased prices these days.

* * *

THE Washington *Evening Star*, of Washington, D.C., has carried on an investigation with the assistance of many retailers to prove that National Advertising reduces the cost of distributing and selling. This newspaper arranged for window displays of standard package goods, of a nationally advertised character, and in each instance it was pointed out that these goods had increased little or at least only very reasonably in the present era of rapidly mounting prices. These window displays showed a wide variety of goods, an ample justification of the newspaper's contention, that National Advertising had actually not added to, but rather decreased the costs of merchandizing.

DAYLIGHT SAVING FOR CANADA

FOR a number of years past the Trade Papers of the MacLean Publishing Company have been championing the cause of Daylight Saving. They have pointed out on many occasions the advantages that would accrue to the merchants and to the people at large were such a change put into universal operation.

It is true that such measures have been tried in different parts of Canada with only indifferent success. Lack of uniformity in time and the disorganization that is unavoidable when such measures are of only local application has been the only outstanding drawback.

Now it appears that the Government is contemplating removing this drawback by making the measure one of Dominion-wide application. Sir

George Foster has given notice of legislation to this effect. All clocks throughout Canada on a certain day will be set ahead one hour, and continued so during the summer. This is a measure to which the whole of Canada should give its ungrudging support.

WHO PUT PRICES UP?

PRICES of iron and steel have long since passed the levels which two years ago were thought utterly impossible. The question is asked by some members of the trade, "Who is responsible for the extraordinary advances which have taken place during the past two years?" The first effect of the outbreak of the war in 1914 was to greatly depress prices which were then at a low point. Until the middle of 1915 it did not look as though the steel industry would become unduly prosperous as a result of the war. With great suddenness the steel mills appeared to become flooded with orders, and by the end of August, 1915, were operating at practically full capacity. By the end of 1915 prices of steel had reached the top level attained in 1907, the highest reached since 1902. From the end of 1915 on, with a few variations, the runaway market began, and appears to be still running. Following the outbreak of the war, pig-iron was stagnant for almost a year, and not until July of 1915 did it show life and start its upward flight until July of 1915. There has been evidence accumulating during the past few weeks that steel prices have about reached their peak. Prices of course are largely nominal, as the large mills are sold up for many months ahead. In the United States, in most cases export prices are quoted higher than domestic, and on considerable export inquiry no quotations are available.

It is claimed by men in close touch with the situation, that the extremely high prices have not been due directly to war demand, but rather to conditions created by the war. It was not the ordinary case of supply and demand, as after a certain point was reached in the advances, production or supply was not further stimulated. There was no arrangement, it is said, among producers that would inflate prices. There is, therefore, only one solution, and it is that buyers bidding against each other forced the prices to the present high levels.

Many of these buyers were actuated by fear that if they did not buy well ahead they would be unable to secure materials. The advances were caused chiefly by the buyers, and it is only natural that the sellers took advantage of the opportunities thus afforded, and advanced their prices when they realized that the higher prices were so readily obtainable.

List of Weekly Half Holidays

Alphabetical List of Cities and Towns With Their Half Holidays, Closing Hours, and Some Civic Holiday Dates—Handy List For Travellers.

IN accordance with past custom, **HARDWARE AND METAL** is publishing herewith a list of cities and towns giving information concerning half holidays as observed in these towns. In some cases further information is given concerning the closing time and dates on which Civic Holiday is to be observed. The list is not complete, but additions to it will appear in the next issue of **HARDWARE AND METAL**, and in this connection **HARDWARE AND METAL** would appreciate such information from hardware dealers in any town omitted from the list:—

ALMONTE—No half holiday. Monday closing 9 p.m.; Tuesday to Friday, 6.15 p.m.; Saturday, 10 p.m.

AMHERSTBURG — Thursday afternoon during June, July, and August. 6 p.m. closing, except Saturdays.

AURORA—No half holiday or early closing.

BALA—No half holiday. 7 p.m. closing, except Wednesday and Saturday at 9.30 p.m.

BARRIE—Not decided yet.

BLIND RIVER—Thursday afternoons in May, June, July, August, and September. 6 p.m. closing, except Wednesday and Saturday.

BOTHWELL—None.

BOWMANVILLE—Wednesday afternoon from 12.30 p.m., during June, July, and August.

BRANTFORD—Wednesday afternoon for three months, from June 6.

BROCKVILLE — Wednesday afternoon from 12.30 p.m., June 6, to Sept. 1.

BRACEBRIDGE—Thursday afternoon from 1 p.m., during June, July, and August.

CARLETON PLACE—No half holiday. 6 p.m. closing, except Saturday. Civic Holiday first Monday in August.

CHATHAM — Thursday afternoon from June 14 to Sept. 15, 6.30 p.m. closing daily.

CHELMSFORD—No half holiday. 6 p.m. closing, Tuesday and Thursday.

COPPER CLIFF—Wednesday afternoon during June, July, and August, at 1 p.m. 6.15 p.m. closing daily, except Saturday.

CORNWALL—No half holiday.

DRYDEN—Thursday afternoon, June, July, and August, from 1 p.m. 6.30 p.m. closing daily, except Wednesday and Saturday.

DUNNVILLE—Wednesday afternoon, from 12.30 p.m., June, July, and August.

DESERONTO—No decision yet, re holiday.

ELORA—Wednesday afternoon, during June, July, and August.

ENGLEHART—No half holiday. 7 p.m. closing, Monday, Wednesday, and Friday.

FORT FRANCIS—No half holiday. 7 p.m. closing except Saturdays.

FOREST—Friday afternoon, during June, July, and August. 7 p.m. closing, except Saturday.

GALT — Thursday afternoon, June, July, and August.

GANANOQUE — Wednesday afternoon, July, August, and first two weeks of September.

GRAVENHURST—No half holiday. 6 p.m. closing daily. 10 p.m. on Saturday.

GUELPH—Thursday afternoon, during July and August.

HAMILTON (CENTRE)—5 p.m. closing daily, June 15 to Sept. 15. (**EAST and WEST**)—Wednesday afternoon holiday, June 15 to Sept. 15.

HANOVER—No half holiday. 6.30 p.m. closing daily, 10 p.m. on Saturday.

HESPELER — Wednesday afternoon, May, June, July, August, and September. 7.30 p.m. closing daily.

HARRISTON—No half holiday.

KITCHENER—Wednesday afternoon, from 12.30 p.m., during June, July, and August. 6.15 p.m. closing daily, except Saturday.

KINGSTON—No half holiday. 5 p.m. closing July and August. Civic Holiday on July 30.

KINGSVILLE — Thursday at 12.30 p.m., during May, June, July, August, September, and October. 6 p.m. closing on Tuesday and Thursday.

LEAMINGTON—Friday afternoon at 12 noon, during May, June, July, August, and September. 6 p.m. closing Monday and Wednesday.

LINDSAY— Wednesday afternoon July and August. 6 p.m. closing, except Saturday and evening prior to holiday.

LONDON—Wednesday afternoon during June, July, and August.

MEAFORD—Thursday afternoon, from May 1 to Sept. 15. 6 p.m. closing, except Saturday.

NAPANEE — Wednesday afternoon, during July and August. Civic Holiday generally second Wednesday in August.

NEWMARKET — Wednesday afternoon, June, July, August, and September. 6 p.m. closing daily, except Saturday night and prior to holiday.

ORANGEVILLE — Wednesday afternoon, July and Aug. 6 p.m. closing except Saturday, and night prior to holiday.

OTTAWA—Saturday afternoon, July and August, from 1 p.m. Civic Holiday first Monday in August.

OWEN SOUND — Wednesday afternoon during July and August.

PARKHILL — Wednesday afternoon, June, July, August, September. 6 p.m. closing daily, except Saturday.

PERTH—No half holiday. 6 p.m. closing Mondays, Wednesdays and Fridays during the summer and every night from December to May.

PICTON—Thursday afternoon during July and August.

PORT HOPE—None.

PRESTON — Wednesday afternoon,

May, June, July, August, and September.

PRESCOTT — Wednesday afternoon, July and August. Civic Holiday first Monday in August.

PORT ARTHUR — Attempt being made to pass by-law closing all stores on Wednesday afternoon during June, July, August, and possibly September.

SAULT STE. MARIE—Wednesday at 1 p.m. during May, June, July, and August. 6 p.m. closing, except Saturday or before holiday. Civic Holiday usually second Monday in August.

SPRINGFIELD—Tuesday afternoon, May, June, July and August, from 12 noon

ST. CATHARINES—Wednesday afternoon from 12 noon, during June, July, August, and September.

ST. MARY'S—Wednesday half holiday during June, July, and August. Civic Holiday usually first Wednesday in August.

ST. THOMAS—Wednesday afternoon, July and August. 6 p.m. closing, except Saturday. Civic Holiday usually first Monday in August.

SIMCOE—Thursday afternoon, June, July, and August.

STIRLING — Wednesday afternoon, July and August. 6 p.m. closing from November to May. 6 p.m. closing Monday, Wednesday and Friday evenings in other months.

STAYNER—No half holiday.

SEAFORTH—Not decided yet, but probably Wednesday p.m. during July and August.

TILLSONBURG — Wednesday afternoon, from 12.30 during June, July, and August.

TROUT CREEK—No half holiday.

TORONTO (WEST)—Wednesday afternoons throughout the year.

TORONTO (EAST)—Wednesday afternoons, June, July, and August.

WATERLOO—Wednesday afternoon, from 12.30 p.m. during June, July, and August. 6.15 p.m. closing daily, except Saturday.

WHITBY—Wednesday afternoon during June, July, and August. 9 p.m. closing daily. Civic Holiday first Monday in August.

WIARTON—No half holiday. 6 p.m. closing, except Saturday and before holiday.

WINDSOR—No half holiday. 6 p.m. closing, except Saturday at 10 p.m. Civic Holiday, first Monday in August.

WINGHAM — Wednesday afternoons during July and August. 7 p.m. closing, except Saturday.

Quebec

COWANSVILLE — No half holiday. 6 p.m. closing, Tuesday, Wednesday and Thursday.

THREE RIVERS—No half holiday. 6 p.m. closing, Tuesday and Thursday. 8 p.m. closing, Monday and Wednesday; 9 p.m. closing on Friday, and 10 p.m. on Saturday.

EVENTS IN THE TRADE

BUSINESS CHANGES

Granby, Que.—Menard & Ferland, tinsmiths, have dissolved.

Brandon, Man.—A. R. Trench, tinsmith, has given up business.

Montreal, Que.—Canadian Steel Company has been dissolved.

Montreal, Que. — Montreal Machine Shop Company has dissolved.

St. Lambert, Que.—Malo & Dion, hardware merchants, have dissolved.

Woodrow, Sask.—J. W. Hall, hardware, has been succeeded by S. C. Wright & Son.

Carnduff, Sask.—M. Hunter & Son, hardware, have been succeeded by Part-ridge Co.

Lipton, Sask.—Jas. Dillon & Co., hardware, has been succeeded by Chas. Walwyn & Co.

Morse, Sask.—McAllister Bros., hardware, have dissolved, G. C. McAllister continuing.

Almonte, Ont.—Kir-Ben, Ltd., stove manufacturers, have been granted winding up order.

Victoriaville, Que. — Carignan & Freres, tinsmiths, have dissolved, and Carignan has been registered as commencing business alone.

Toronto, Ont. — Telford Hardware Company has sold out to J. D. Naylor of Toronto, formerly a builder.

NEW FIRMS

Quebec, Que.—S. H. Shaw & Co., hardware merchants, have registered.

Winnipeg, Man.—Charles Cohen has been registered as proprietor of Guarantee Sheet Metal & Roofing Co.

FIRE LOSS

Moose Jaw, Sask.—Saskatchewan Bridge & Iron Co., Ltd., suffered recent fire loss, partially insured.

Prince Albert, Sask.—Auto Tire & Cycle Co., suffered recent fire loss.

OBITUARY

Galt, June 4. — William Jackson Moore, a former well-known merchant is dead here.

Alvinston, Ont.—David Telford, partner in Telford Bros.' hardware for nine years, is dead.

New Hamburg, Ont.—Arthur Shiedel, formerly of J. P. Fennel & Son, hardware, is dead in Detroit, Mich.

Lancaster, Pa.—E. T. Fraim, president E. T. Fraim Co., lock manufacturers, died at his home here, aged 60 years.

The late Mr. Moore was born at Sheffield, southeast of Galt, where he resided until 15 years ago, when he moved to Galt and entered the hardware business, in partnership with his son-in-law, J. P. Hammill.

Pittsburg, Pa.—David K. Park, one of the most prominent steel manufacturers in the United States, is dead. Mr. Park was one of the organizers of the Crucible Steel Co., and formed the Park Steel Company, a \$10,000,000 concern, which was later taken over by the Crucible Company.

TRADE NOTES

Montreal, Que.—D. R. Townsend, paint manufacturer, has been registered.

Ashcroft, B.C.—W. B. Ewart, manager of M. Dumond, hardware, is on a business trip up north.

Brockville, Ont.—C. C. Harris has been appointed a representative in Western Canada of James Smart Mfg. Co.

Port Arthur, Ont.—J. T. Emmerson and J. L. Wells are attending the annual meeting of the Wells Hardware Company at Fort Frances.

Halifax, N.S.—Frank Cragg, head of the firm of Cragg Bros., hardware merchants, has returned from a trip to the South, including visits to New York, New Orleans, and Washington.

North Bay, Ont. — Two arrests have been made of parties suspected as responsible for recent burglaries at the hardware stores of G. W. McDonald & Sons and J. W. Richardson.

Fort William, Ont.—J. A. Kilpatrick, president of the Copp Stove Co., recently visited the scene of the fire which destroyed the plant, and conferred with local officials of the company relative to rebuilding.

INCORPORATIONS

Chatham, Ont.—Dunneagen Oil & Gas Co., Ltd., has been incorporated, with a capital of \$40,000, to procure and deal in oil and gas and mineral products.

Toronto, Ont.—British American Rubber Co., Ltd., has been incorporated at Toronto, with a capital of \$250,000, to manufacture and sell rubber goods and supplies.

Montreal, Que.—Edwin S. Woods & Company, Ltd., has been incorporated with a capital of \$40,000, to manufacture and deal in metal goods, tools, implements and accessories, and to operate refineries and iron foundries.

St. Catharines, Ont.—Kinleith Paper Mills, Limited, has been incorporated with a capital stock of \$400,000, to manufacture and deal in paper, pulp, lumber, and by-products, and to manufacture articles which consist of wood or paper.

Toronto, Ont.—Chambers, McQuigge & McCaffrey Co., Ltd., has been incorporated with a capital stock of \$450,000, to take over the present company of that name and engage in a general engineer-

ing and contracting business, and to deal in hardware and contractors' supplies.

St. John, N.B.—M. Van Buskirk, of Moncton, W. W. Leonard and Wm. T. McCluskey, of St. John, are incorporators of Van Buskirk Hot Air Heating Company, which with a capital stock of \$24,000 will market a newly invented heater throughout the Maritime Provinces.

Toronto, Ont.—Archibald & Holmes, Ltd., has been incorporated with a capital of \$50,000, to take over the present business under that name and carry on business as general contractors and engineers, metal workers, iron founders, and dealers in tools and implements. George H. Archibald and Archibald R. Holmes, civil engineers, are the incorporators, Toronto.

INDUSTRIAL NOTES

Bracebridge, Ont. — The Muskoka Foundry Co. contemplate making an extension to their plant.

Fort William, Ont.—The fire which destroyed Copp Stove Foundry is being investigated by Deputy Fire Marshal George F. Lewis.

Chicago, Ill.—Metal Specialties Mfg. Co. have changed their address from 730 Munroe St. to 338 N. Kegzie Avenue, Chicago.

Brantford, Ont.—The Brantford Computing Scale Co. have purchased a site to the rear of their factory. It is understood that extensive additions will be made, including a foundry.

Port Coquitlam, B.C.—A. F. Bernstein, of Vancouver, is negotiating with the City Council over a proposition to establish a smelter and steel works here. It is understood that the plant would cost \$500,000.

St. Catharines, Ont.—The St. Catharines Brass Co. are going to enlarge their plant at a cost of \$15,000, and will be exempt from taxes for ten years. This firm will manufacture plumbers' supplies and brass fittings.

Toronto, Ont. — Notice of a further salary increase of five per cent. has been posted by Massey-Harris Company in Toronto and Brantford, and also by Verity Company.

PERSONAL

B. M. W. Hanson, vice-president and works manager of the Pratt & Whitney Co., Hartford, Conn., and Dundas, Ont., has been appointed chairman of a sub-committee of the general munitions board on machine guns, by the council of national defence in Washington.

ST. JOHN, N.B., NEWS

Meeting of Maritime Branch, Canadian Manufacturers' Association—To Revive Shipbuilding Industry—Oppose Knowles Bill

Letters of incorporation have been granted to Millidge Vanbuskirk, of Moncton, Walter W. Leonard and William T. McCluskey, of St. John, as the Vonbuskirk Hot Air Heater Co., Ltd., with capital stock of \$24,000, and head office at St. John. The company will manufacture and sell a recently patented heater.

Hon. H. A. Connell, who founded, and for many years operated the Connell Foundry at Woodstock, N.B., died recently at the age of 84 years. He had been a member of the Legislature and Provincial Cabinet, and Mayor of the town, and was one of the promoters of the electric light and power system, besides aiding in the establishment of several other industrial establishments.

In the death, announced in **HARDWARE AND METAL** last week, of Jas. Pender, at his home in St. John, N.B., there passed away a man known to the hardware trade throughout the Dominion as one of the pioneers in the manufacture of wire nails. Starting with a small plant, he built up the establishment of James Pender & Co., Ltd., which now ships goods to all parts of the Dominion, and also enjoys an extensive export trade. He had been a prominent member of the Board of Trade, and was interested in many phases of the city's public activities. He was a candidate for the Dominion Parliament in 1908, but was not elected.

The annual session of the Maritime branch of the Canadian Manufacturers' Association was held in St. John on Wednesday, May 30. The election of officers resulted in the choice of W. S. Fisher, of Emerson & Fisher, Ltd., St. John, and the Enterprise Foundry, Sackville, as chairman, with vice-chairmen as follows: K. E. Shaw, of Shaw and Mason, Ltd., Sydney; L. W. Simms, T. S. Simms & Co., Ltd., St. John, and C. C. Starr, of John Starr & Sons, Ltd., Halifax.

Among the matters dealt with was the ship building problem, on which they expressed their approval of the construction of smaller ships, and pledged their support to the Government in measures to aid the revival of the wooden shipbuilding industry. The meeting went on record as opposed to legislation preventing the fixing of retail prices by manufacturers. The members pledged themselves to aid returned soldiers and increase food production.

The evening session was devoted to the consideration of technical and vocational training, and a strong resolution on the need for better training to meet after-war conditions was adopted.

VISITORS TO TORONTO

A. A. Bolen, general merchant, Corbelton, Ont., visited Toronto on Friday of last week.

W. McClelland, hardwareman, of Niagara-on-the-Lake, was in Toronto during the week.

M. Chantler, general merchant, Newton Robinson, Ont., visited the city during the week.

N. A. Malcolm, general merchant, Malton, Ont., was in Toronto on Wednesday of this week.

D. Mulvihill, of Rathburne, Ont., general merchant, spent Wednesday of this week in the city.

J. Hiliar, general merchant, Burk's Falls, Ont., was in the city for a short business trip.

M. S. Chapman, general merchant, of Pickering, Ont., was in Toronto on Wednesday of last week.

F. H. Davis, general merchant, of Balsam, Ont., spent Thursday of last week in business in Toronto.

Charles Reynolds, Bethany, Ont., general merchant, visited the city during the latter part of last week.

T. W. Sword, Maple Lake Station, Ont., general merchant, visited Toronto on business during the week.

N. F. Bennett, hardware merchant, of Newmarket, Ont., was a business visitor to the city during the week.

James Hannigan, of King, Ont., general merchant, was in Toronto on Monday last.

E. H. Kelsey of Loring, Ont., general merchant, spent Tuesday of this week on business in Toronto.

Charles Shaw, hardware merchant, of Kleinburg, Ont., made a business trip to the city during the latter part of last week.

George Stewart, of D. Stewart & Son, Thistleton, Ont., general merchants, was a visitor in Toronto on Wednesday of this week. This firm has recently added a 450-gallon gasoline tank with self-measuring pump.

CATALOGUES AND BOOKLETS

A feature of the new Automobile Accessory Catalogue just issued by the Renaud Motor Supply Co., Montreal, Que., is the special section devoted to supplies for Fords and Ford users. An immense range of supplies for automobile users, and for garages, and hardware store accessory departments is included in the list.

Boeckh's Special Catalogue 55a

The Boeckh Bros. Co., Ltd., Toronto, have just issued a special catalogue No. 55a, featuring an exceptionally complete and attractive line of "Rubber Set" brushes for painting, varnishing, kalsomining, stenciling, etc. The catalogue consists of 36 pages, and reproductions in colors are shown of the various lines, in a most realistic manner. The catalogue is unusually attractive and the contents are arranged in a most practical manner. Any merchant who has not yet received a copy will be supplied upon request.

Electrical appliances come well to the front during the warm weather, as one of their chief advantages lies in the saving of labor. Electric fans, irons, toasters, etc., should be good sellers now, and hardwaremen should make every effort to feature them.

WAR TO LAST TWO YEARS MORE

The military spirit of Germany is unbroken and war will last two years longer, declared Former United States Ambassador Gerard, in New York, last week. He said: "The Germans mobilized 8,000,000 men in ten days, less time than it requires to mobilize 20,000 here. Jewelers of Berlin never sold so many jewels before the war as they have since the world conflict began."



MANITOBA CONVENTION PROGRAMME

(Continued from page 33.)

Thursday June 14.

- 9.00 a.m.—Report of Resolutions Committee.
- 10.50 a.m.—Address by R. C. Henders, President Manitoba Grain Growers' Association.
- 11.30 a.m.—Address by G. F. Chipman, Editor Grain Growers' Guide, on "The Function of the Grain Growers' Guide in the Development of the West."
- 2.00 p.m.—Report of Resolutions Committee. Award of prizes to member who has secured greatest number of new members, and to contributors of ten best articles on "How we Get and Keep Business in Our Town."
- 2.30 p.m.—New business.
- 3.00 p.m.—Election of new officers.
- 3.30 p.m.—Selection of time and place for next convention.



HAS THE SMALL TOWN PROBLEM BEEN SOLVED?

(Continued from page 32.)

so-on Idea can do away with that question, make a trip to them by automobile.

It isn't theory. It is a living fact. It is being done throughout this awakening country in communities of sinful flesh and blood by men who can lay no claim to special talents in the working of miracles.

TOO LATE TO CLASSIFY

WANTED — CAPABLE salesmen to call on the retail hardware merchants in Manitoba, Saskatchewan and Alberta, representing established house. Give your qualifications in first letter. Applications will be treated confidentially. Will pay good salary and commission. A real live salesman can earn from \$300.00 to \$400.00 a month at this proposition. No order takers need apply. Apply Box 468, Hardware and Metal.

FOR SALE

FOR SALE—ONE CASH REGISTER, ONE account register, large and nearly new. Information given. Address Box 154, Huntingdon, Que.

THE JUNIOR CLERK'S PAGE

Morgan, the Man who Carries a Magic Name Something of the Personality of the Present Head of the Great American Banking House.

A PRIVATE banking concern, the operations of which are so entwined with the finances and business of the United States and several European countries, that it may be regarded as both a national and international institution—such is the House of Morgan. Since the outbreak of the war, the name of Morgan has had a broad significance on both sides of the Atlantic. With the exception of the President, it is doubtful if there has been one American who has played a more important part in the shaping of the country's affairs than John Pierpont Morgan, the third of the line to head the house. And as is so often the case when son succeeds famous father, many have been the questions asked as to what manner of man he is. There are few who can answer, or at least answer with that intimate knowledge of a man who shuns the limelight and ignores public opinion displayed by B. C. Forbes, writing in *Leslie's Weekly*. Mr. Forbes answers a few of the questions which might be asked about the heir of the greatest financier America ever produced:—

Is Jack Morgan a second J. P.? He is not.

Is he a very able man? Able, yes; transcendently able, no.

Does he aspire to fill his father's shoes, to sit on the throne set up by his father and rule the financial world? J. P. Morgan the Second is not ambitious to become a great dominating force over the whole Kingdom of Finance. He possesses neither the will nor the qualities to become a Napoleon. He is obsessed by no lust of power. While far from being a figurehead in the activities of J. P. Morgan & Company, he is content to let his trusted associates, particularly Henry P. Davison, bear the brunt of the actual executive work, conscious that it is in capable hands. Mr. Morgan prefers to live a rational, unfettered life; for no honors or emoluments would he sacrifice his home life, forego the satisfying pleasures of his domestic hearth, or permit himself to become more of a money-making machine than a man, a husband, a father. He is infinitely more zealous that the reputation of his firm shall not be tarnished in the slightest degree than he is over winning additional millions.

What kind of a personality has he? He is the most undiplomatic man of importance in all America. He is the product of his heredity, a veritable Bourbon. He would consider it beneath his dignity, he would regard it as weak, contemptible, mugwampish to go out of his way one inch to placate the public or enable it to understand his motives—or even to remove a single false conception any of his acts may have created.

"He understands the public and can put himself in its place as little as you or I understand royalty or could put ourselves in its place," one of his associates, a staunch admirer, told me; and this unquestionably is the truth. His father did not have to reckon with the sovereignty of public opinion during the greater part of his life and his attitude towards the common people

cost him, before the end, more than can be recorded. His son has not yet learned the lesson. Morgan the younger is as punctilious as any man in the land that his acts shall be honest and in every way above reproach, according to his lights; but he has woefully failed to realize that, next to doing the right thing, the most important consideration is to do it in the right way, that the public may see it is right.

He is sadly, seriously lacking in statesmanship, a fact that more than once has occasioned the financial community, especially its more responsible members, grave concern, for Mr. Morgan typifies High Finance in the eyes of the people, and when he assumes a cavalier, I-don't-care-a-snap-of-my-fingers attitude—as he did, not without provocation, when a witness before the Walsh Industrial Relations Commission—the effect upon the public sentiment, upon citizens and voters as well as upon law makers, is incalculably injurious not merely to financiers as a class, but to the welfare of all. This hauteur of Mr. Morgan constitutes perhaps his most regrettable defect.

Is Morgan domineering? No. His apparently lordly attitude towards the public is due to a mistaken idea of his place in the financial structure. He does not look upon himself as the most dominant figure in the financial world, as powerful enough to defy anybody and everybody, as beyond the reach of criticism or control; he sees himself merely a private banker doing a large, valuable, constructive business, beneficial for the development of the nation's resources, honest and straightforward beyond cavil, scrupulously fair to his clients—and not accountable to anyone else, since it is nobody else's business.

Is he developing? Yes, responsibility has broadened him, and it may be that experience will in time teach him the necessity for cultivating some of the qualities he now scorns. More than one event of the last three years has been calculated to bring home to him the commonsense wisdom of striving honorably to gain the goodwill of his fellowmen and the shortsightedness, not to say folly, of antagonizing and irritating them by ignoring or flouting them. If J. P. Morgan would only reveal himself to the public as he reveals himself to his friends he could and would, without any sacrifice of self-respect, become one of the most popular financiers in the country. His intimates find him large-hearted, red-blooded, democratic, considerate, jovial; in short, a humane, likeable, companionable fellow.

"I would trust Jack Morgan behind my back as far as any man living" was the ringing declaration of a prominent banker not of the Morgan group. "I don't think any amount of money which would be a small consideration or any amount of prestige, which would be a strong consideration, would for a moment tempt him to do what he knew would be unfair or unjust. He may not always analyze things exactly right; in the very nature of things he could not be expected to have a broad social view, for his environment has always been that of the most powerful financiers, friends of his own and of his father. He is inexperienced in many matters, but he lives up to the highest standard he knows."

Cynics declared, after the 1907 panic, that there was only one man in Wall Street that all Wall Street felt could be trusted—that out of all the thousands of financial people in New York there was only one accepted as honest, the original J. P. Morgan. The truth is that the late Mr. Morgan was not the most brilliant

banker in America or the best judge of financial propositions; his analyses and conclusions often were faulty. What enabled him to become the financial Moses of the New World? Simply and solely his unimpeachable trustworthiness, his innate fairness, his inability to take advantage of anyone. Now the son has inherited these same virtues. The strict maintenance of the reputation of the house of Morgan is with him a fetish. Rather than lower it one iota, young Mr. Morgan would wipe the dust of the financial district off his feet for ever.

The Banking Line.

Banking was in Jack Morgan's blood when he was born, in New York, on September 7th, 1867. "Morgan" was even then a name known the world over. Junius Spencer Morgan, the grandfather, comparatively early earned the reputation of being "the best business man in Boston," and was selected by George Peabody, the foremost American international banker of that day, as a partner. He went to London, the Peabody headquarters. When Mr. Peabody died ten years later, the firm of J. S. Morgan & Co. was organized. Its head, who was a mathematical genius, soon became recognized as a financial giant. He startled conservative Europe by undertaking, in 1870, to float a loan of \$50,000,000 for the provisional French Government, then crumbling to defeat, its Emperor already a prisoner of the Germans. Junius Morgan boldly formed a "syndicate," then a novelty to Anglo-Saxon finance, handled the daring transaction with mastery skill and cleaned up several millions of profit in eighteen months.

Meanwhile a second Morgan, John Pierpont, after beginning his career with Mr. Peabody's New York correspondents, had become the Peabody representative and later formed the firm of Dabney, Morgan & Co. In 1871 he joined the powerful Drexels of Philadelphia, the house then becoming known as Drexel, Morgan & Co. Its chief rival was Jay Cook & Co., and when that meteoric firm failed in 1873, the Drexel-Morgan house, along with August Belmont, the Rothschilds' representative, became the Government's mainstay in underwriting and refunding its enormous war debts—using the syndicate as its chief instrument. In this work J. P. Morgan played an active part, but his greatest achievements were to come later, in organizing and financing railroad and industrial corporations more colossal than any the world had known.

The third Morgan, J. P., Jr., emerged from Harvard with an A.B. degree in 1889. By that time his father was the recognized leader of American finance. After a sound preliminary training, under paternal tuition, at the New York office of Drexel, Morgan & Co., the younger Morgan was sent to London to broaden his vision and his experience. While in London, where he kept in close touch with the Paris branch of the firm, he developed markedly as a banker. He remained there until 1905. Long before then—in 1894, in fact—he had become a partner of J. P. Morgan & Co., "Drexel" having been dropped from the firm name.

Curiously, the first notable work undertaken by J. P. the Second, within eighteen months of his father's death, was for his English and French friends.

When the Allies, thrown into confusion by the tragic events in the first stages of the war, found themselves in desperate need of hundreds of millions' worth of military supplies, they turned to J. P. Morgan & Co. as the only concern capable of enabling them to cope with the situation. The firm was appointed fiscal agents of both Britain and France and was commissioned to purchase all war materials required here, its remuneration being one per cent. on everything bought and all expenses paid.

No other banking house in history ever con-

(Continued on page 47.)

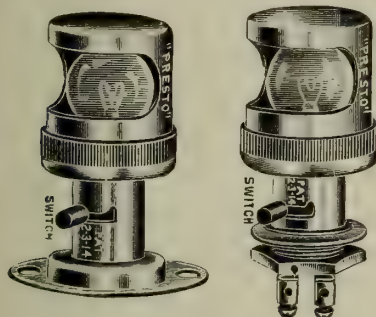
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

NEW DASH LAMPS

The Metal Specialties Mfg., Co., 736-738 West Monroe St., Chicago, Illinois, are putting out two new Dash Lamps. These dash lamps are made especially for the new cowl dashes that are being turned out by speedometer manufacturers for the Ford Car. With these dashes the Ford Car now has an instrument dash board in which the speedometer is set flush thus it is said, demanding special dash lamps.

Some of them are made of metal and some of wood with a covering. The Metal Specialties Mfg., Co., have made



Bull Pup and Bull Terrier Dash Lamps.

two dash lamps, one for the wood dash, called the "Bull Pup" No. 647-S and the other one for the metal dash, "Bull Terrier" No. 655-S.

These dash lamps are made of brass throughout, highly polished and nickel plated and present a most pleasing appearance on the dash, giving it an added touch of elegance and color.

The illustrations show that there is a switch in each lamp so that the light can be turned on or off at will.

"AMERICAN" METAL SHINGLE

The Milwaukee Corrugating Co., Milwaukee, Wisconsin, is marketing a new "American" Metal Shingle, illustration of which is shown.

A feature emphasized by the makers of the new shingle is the unusual combination of utility and beauty. Aside



The American Shingle.

from the shingle being perfectly constructed as to make it fireproof, waterproof, dependable, easily applied, and

reasonable in cost, the artistic value has also been emphasized.

Heretofore the makers claim Metal Shingles as a whole — due to the sameness of design and high ornamentation — lacked individuality and character.

In designing the new "American" metal shingle simplicity of design was the predominating key-note. Note particularly the high butt end, which makes a very pleasing appearance when placed on a roof.

To get away from the sameness of arrangement and design, the shingle is made in six different styles, and by interchanging these various styles unlimited number of combinations can be made, giving to the roof a very natural shingle appearance.

The shingle it is said, has been tested and thoroughly tried out under all conditions and has proven very satisfactory.

The shingles are furnished painted red or green, and galvanized after formation.

The Milwaukee Corrugating Co., have also designed and are manufacturing a special set of trimmings to be used in connection with this shingle—the purpose of this being to give the finished roof a complete harmonious appearance.

SUITCASE HOLDER

The Globe Machine & Stamping Co., Cleveland, Ohio, is marketing the Commonsense suitcase holder, here illustrat-



Commonsense Suit Case Holder.

ed. The makers state that the holder has been designed by an experienced Auto-Tourist who has used trunks and suitcase holders attached to rear trunk racks, and stacked-up suitcases on the running-board.

Holder is made in two lengths. Suitcases stand upright on end in the holder. Thus, any one of the cases can be removed or replaced without affecting the others. Inner edge of lid is lined with a rubber strip, making the holder dust- and weather-proof.

Holder does not project from the car any more than the fenders. Lid is equip-

ped with leather straps to hold coats, dusters, etc. Ample space remains above suitcase tops for other impediments. These Holders, when bolted to running-board, make the most complete and convenient baggage-carrying device ever made for touring.

The specifications are as follows: No. 3—Capacity, 3 suitcases, 45 in. long, 7½ in. wide, 31 in. high; No. 4—Capacity, 4 suitcases, 60 in. long, 7½ in. wide, 31 in. high.

LITTLE WONDER SHARPENER

The "Little Wonder" safety sharpener is offered to the trade by the Lake Win- nipeg Co., 58 Rhode Island Ave., North-



Little Wonder Sharpener.

west Washington, D. C. The makers claim that with the sharpener, you can in a few minutes put a perfect cutting edge on any drill knife or pair of scissors.

The makers further claim that the sharpener is the invention of a practical man who realized the need for a thoroughly practical and inexpensive sharpener which would enable any one to properly sharpen any kind of a knife or pair of scissors with perfect ease.

The sharpener is neat and attractive in appearance, being made of durable cold rolled steel, nickel plated and highly polished, and can be kept with the cutlery, or conveniently hung in the kitchen.

The sharpener it is claimed, will last a lifetime, and should the removable file which does the sharpening eventually become worn or lost and can be replaced.

BIG ELECTRIC DISPLAY

The L. S. Starrett Company, of Athol, Mass., has announced that it will participate in an electric display, which is now being erected in New York city, overlooking Times Square. This display will be unique among the many brilliantly illuminated devices which have made Broadway famous as the Great White Way. It will produce wonderful electrical effects in a manner and on a scale, it is said, never before attempted.

WHAT OTHER PAPERS SAY

BILKING THE BRAZILIAN CUSTOMS

From *The Ironmonger*, England.

A Birmingham firm which does business with Brazil through an agent in Paris, recently received from that gentleman a letter declaring that "the only way to keep your connections with the commission agents who are buying for that country is to comply with the habits of the Brazilian customers." One of these "habits," it is stated, is that

Brazilian firms always require that only one-half of the value of the goods be declared on the bills of lading. This formality does in no way involve your responsibility, as the manufacturer only follows instructions received from the customer—the goods being forwarded under the risk of the warrantor in Paris. German manufacturers have always strictly followed these instructions, and this is why they have so well developed the trade in this place. Manufacturers who are desirous to have regular connections in the export trade must rigorously observe the customs used in this trade. We trust that you will understand the importance this matter may have for the development of our trade in future.

The Birmingham firm, instead of agreeing to this ingenious suggestion, sent the letter to the local Chamber of Commerce, which in turn has brought the matter before the Foreign Office. It is to be hoped that this Department, in concert with the Government of Brazil, will succeed in putting a stop to a practice which has long been detrimental to honest trading.

FARMERS AND MINIMUM PRICES

From *Farmer's Magazine*.

Consumers are unreasonable in their demands for food. Too often they take their cue from isolated cases of farm returns or from the hysterical ranting of a soap-box orator or jingo ward politician. It is inconceivable that any government would consider seriously price setting on farm products. But governments are made up of like elements. Too often, the quiet member of the community gets the little end of the bargain. And it might happen now in some moment of weakness.

The problem of fixing a percentage profit for manufactured articles is easy compared with the problem of determining the cost of farm products. Should any attempt be made to fix an arbitrary maximum price for wheat, beef, pork, wool or potatoes, the result would be disastrous to production at the present time. And while such a course might come to be justifiable in the future, such a one would be regarded by the farmer as a challenge to quit.

If there is any price fixing to be done, the naming of a minimum price for farm products is the rightful way to begin, for only by that method can the farmers be assured that, if they respond to the country's appeal to produce to their fullest extent, that they will be protected against serious and undue financial loss.

Farmers in Canada have had previous experiences in responding to appeals to grow two blades where one formerly grew. Large crops have increased the supply so far beyond immediate demand that prices have fallen below the cost of production. That this has occurred was doubtless due in a large measure to our faulty methods of distribution, markets and storages, but nevertheless the losses were real to the

farmers. Such a repetition must not be allowed in the present instance. The appeal to produce has been listened to with care, and in almost all cases the farmer is bending to his task as never before. For the government to step in and fix his price for beef, pork, beans, potatoes, wheat and oats, where such prices cut into the little margin of profits, would be unpardonable. The government should assure the farmers of perfectly fair dealing. With emergency conditions and a general shuffle in the ordinary forces of supply and demand, farming needs more than chance rulings to effect increases.

BIRTH PANGS OF REPUBLICS.

From *Leslie's Weekly*.

A certain order of comfort is obtainable by good Americans who fear the complete collapse of the new Russian Government by scanning the early perturbations that marked our own feeble and halting steps toward stability. The forced resignation of Miliukoff is regarded by some as indicating that intelligence has been forced to make way for the forces of revolutionary chaos. The tendency is to forget the experiences of other nations in their struggles for popular government. In the United States the movement toward stable government was fraught with mishaps and viewed with misgivings. It is known that many of the framers of the Constitution had a profound distrust of the people, which would have been more greatly reflected in that document were it not for the lively faith of others. Afterward, time and again, the ship of State was apparently on the rocks. The colonies bickered over many petty problems even after the Constitution had been framed and accepted. One or another threatened to secede on questions of the currency, the tariff and what not. Yet the Union pulled through all ailments peculiar to the childhood of nations. Commenting on the labored and prolonged struggle of Great Britain toward a democracy, Arthur James Balfour recently told the States that our own experience had been much more fortunate, as we took up our liberty at a time when society had made much greater advancement. If this be true, the prospects of Russia are brighter than were ours. The picture of China suddenly taking and holding at least the form of a republic, after nearly four thousand years of despotic rule, adds encouragement.

WORRY A HANDICAP TO EFFICIENCY.

From *American Artisan*.

There is an old Chinese proverb which translated says: "The legs of the stork are long, and the legs of the duck are short; you cannot make the legs of the stork short, neither can you make the legs of the duck long. Why worry?" This is by no means to be confused with the altogether wrong doctrine that "What is to be will be" and that our mortal minds are powerless to change the conditions under which we live and work.

On the contrary, the law of cause and effect, which is a natural law and which cannot be successfully disproved, shows us that according to what a man does so will his fate be. If he neglects his opportunities for improving himself and the conditions under which he lives, he will suffer the natural consequences, which are that little by little his conditions will grow

worse and that he himself will be less able to withstand the onslaughts of what he may call "Fate."

On the other hand, the man who is always on the alert to take advantage of the opportunities presented to him for obtaining better knowledge and for fitting himself to fill the position he occupies with more efficiency always goes ahead.

Worry has been called a greater shortener of life because it saps the person's energy and power of resistance and thereby makes him less efficient.

Dr. Charles Barker, who served as physician to former President Taft while he was in the White House, is an exponent of the "Don't Worry" doctrine and in a recent address made the definite statement that if a person wanted to stop worrying all he had to do was to make up his mind to stop; he proved his assertion by citing the fact that until he was forty years of age he had been in the habit of worrying and fretting about things that he might help and the things that he could not help, but that about five years ago he had made up his mind to quit the habit, and that he had succeeded in doing so.

It stands to reason that the natural thing to do in case of circumstances which we may help is to do our level best to change these circumstances for the better, and that the very fact that we worry about them decreases our ability to better them.

What has this to do with business? Take the case of a retail hardware dealer whose business is not as prosperous as it might be. Will it do him any good to worry about the fact?

Will his worry not tend to decrease his efforts to improve his business? Or, putting it in another way, the time and energy wasted by his worrying will decrease his efficiency.

That is one of the most important reasons why we have the so-called dull seasons in so many retail hardware stores whose owners have become convinced that at certain times of the year business must be dull and that, therefore, the only thing they can do is to worry about the dullness—in spite of the fact that in other retail hardware stores, located under exactly the same conditions, business goes on with vim and vigor and profits are made.

The only difference between the two types of retailers is that one worries without doing anything to change the conditions, while the other judges the conditions as clearly as the other one and makes up his mind to change them if they do not look right to him.

CONSCRIPTION OF WEALTH SEEMS SIMPLE JUSTICE

From *Canadian Grocer*.

In these days when Conscription has been decided on, and men are faced with the thought that they may be called to do their part at the front, and lay aside the responsibilities that have held them at home to the present, the idea of a conscription of wealth is a wise suggestion. The wealth of the country lies mostly in the hands of men whom conscription itself does not touch. If Canada is asking the one to offer his life if need be, it is surely not too much to ask that the other should give of his wealth. The gift of life is surely the higher gift. If Canada is asking for sacrifices, let us make the sacrifice unanimous.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Advances in prices of hardware lines have, if anything, been more numerous than in recent weeks and higher prices in other important lines seem likely to be recorded in the near future. Everything wherein steel or iron enters can be said to be in a steadily firmer position. Prices on these commodities are largely nominal as the large mills are sold up far ahead and to continue to take care of their regular trade must refrain from quoting in the open market. Smaller mills, on the other hand, that are able to make deliveries are quoting various premiums according to tonnage and delivery. Some indication of the trend of the iron and steel market may be gathered when it is pointed out that the average price of pig-iron in the United States f.o.b. furnace, June 1, 1917, was about \$43.75 compared with an average of \$12 to \$12.25 during the last two months of 1914. For finished products of steel the average price of Pittsburgh on June 1 of this year was 4.59c per pound as compared with the low point of 1.42c in December, 1914.

Advances have been made in black steel sheets during the week, while galvanized sheets are very scarce and dealers find it almost impossible to place orders for same with manufacturers. List prices on sand and coal shovels have been advanced. Scales are in very firm market and advances are highly probable in the near future. Readjustments have taken place in the list prices on curty combs, in some instances advances having been recorded, while lower list prices were made effective on two numbers. Other lines in which increased prices have been made effective include cotton wrapping twine, whips, crosscut saws, malleable fittings, malleable unions, charcoal, valves, machinists' and parallel bench vises, cut nails, hand shears, hand cleaner, oakum, shaving soap, breast and hand drills. Linseed oil was in firmer market with an upward movement from the lower levels. Turpentine was weaker and declines were registered. Certain lines of wall finishes were increased in price. Business was somewhat slower during the week, owing to damp, unseasonable weather. The freight situation at Toronto is improving as the railways are now accepting all outgoing freight, but incoming freight to Toronto is still under an embargo from some points.

MONTREAL MARKETS

MONTREAL, June 7. — Black sheets and galvanized sheets, lead and zinc products are the strongest items of the market lists this week. All show advances, and black sheets are exceptionally firm. Wire goods are expected to advance, and sharp advances are looked for in all lines of buck-saws before long. Cut nails have advanced. There are important changes in Stanley goods. Some chain has advanced. Door latches are up. Various small lines are also advanced, and warnings come from the makers of various U.S. goods that they cannot accept orders except subject to prices on date of receipt of order, and if order is unfilled or only in part filled then prices must be as at date of filling order. In brass, bronze, and steel hard-

ware delays may be anticipated in deliveries.

Shelf Goods Show Several Changes

Montreal.

SHELF GOODS, ETC.—There is still rather a sluggish feeling about shelf goods as far as alterations in prices are concerned, though the goods are going rapidly enough as far as buying and selling of them is considered. Some important changes may however be noted this week.

Whips Up 50 Cents

All lines of whips, including the many well known numbers have advanced this week by fifty cents a dozen.

Stanley Goods Advanced

Advances averaging from ten to fifteen per cent. have gone into effect on Stanley Rule & Level Co.'s braces, chisels, mitre-boxes, zig-zag rules, and tool handles this week.

Pipe Cutters Advance

Saunders and Barnes Pipe Cutters have gone up 10 per cent. this week.

Cotton Twine Is Up

Cotton twine is up 3 cents a pound. Three-ply costs 45 cents now, and 4-ply 48 cents.

Borax Advances

Borax is up two and a half cents a pound to fifteen cents.

Castor Oil Scarce

The advance in castor oil was given in last moment panel from Montreal last week. This product is increasingly scarce.

Door Latches Advance

Advances in door latches are recorded as follows by one firm of wholesalers: Wrought iron door latches No. 1 (Plain Light) per doz. \$2.00; No. 2, \$2.50; No. 3, \$2.75; No. 4, \$3.75; Polished Light No. 1, \$2.75; No. 2, \$3.10; No. 3, \$3.40; No. 4, \$4.75; Polished heavy; No. 4, \$5.60; No. 5, \$7.00. Bent handle polished light, No. 4, \$5.40. Polished heavy (bent handle) No. 4, \$6.40; No. 5, \$8.00.

Buck Saws Going to Advance

Sharp advances in all lines of buck saws are expected to take place before long.

Chain Has Gone Up And Is Firm

Montreal.

CHAIN.—One firm of wholesalers in Montreal has made advances in various lines of chain. Other firms had not made alterations but advances were anticipated owing to cost of manufacture: Electric weld chain. The new prices are:— $\frac{3}{8}$, \$17.50; 3-16, \$12.50; $\frac{1}{4}$, \$9.50; 5-16, \$8.80; $\frac{5}{8}$ to $\frac{3}{4}$, \$7.75. Standard chain: $\frac{3}{8}$, \$9.00; 1 inch, \$8.85; 1 $\frac{1}{4}$, \$8.20; B. B. Effec weld; $\frac{1}{4}$, \$11.00; 5-16, \$10.50; $\frac{3}{8}$ - $\frac{3}{4}$, \$9.00; Standard B.B. $\frac{3}{8}$, \$11.50; 1 inch \$12.00; 1 $\frac{1}{4}$ inch, \$10.50.

Shovels And Scoops Register Advances

Montreal.

SHOVELS AND SCOOPS.—There have been advances in shovels and scoops which were recorded in Montreal this week—having been registered in Toronto last week. Bulldog or Jones shov-

els are now 35 per cent. off. Old's, Fox, and Star shovels are 12½ per cent. off. Jones and Moore coal scoops are 15 per cent. off. Jones riveted scoops are 12½ per cent. off. New extras noted are for Full Polished \$1.00 extra and for half polished 50 cents extra. The factories are overloaded with orders, and orders to be accepted now are to be filled from stock only not from factory according to instructions of one wholesale firm.

Iron And Steel Still Very Firm

Montreal.

IRON AND STEEL.—The market is still as strong as ever, and there is little likelihood of any decline in prices for many a day. Prices as quoted below are still the quotations in Montreal, however, but it may be noted that to blacksmiths a higher scale of prices prevails by from ten to fifteen cents per 100 pounds. Deliveries are very difficult to secure on time in all lines of iron and steel at present.

Common bar iron, per 100 lbs.	\$4 30
Refined iron, per 100 lbs.	4 50
Horseshoe iron, per 100 lbs.	4 55
Norway iron	11 00
Mild steel	4 90
Band steel	4 90
Sleigh shoe steel	4 90
Lead sheets, 4 to 6 lbs. sq. ft. 16 75	5 10
Tire steel	5 80
Toe calk steel, per 100 lbs.	0 17
Mining tool steel, per lb.	0 17
Black Diamond tool steel, per lb.	6 35
Spring steel	6 35
Single reeled machinery steel	4 95
Iron finish machinery steel	5 05
Harrow tooth steel	0 17
Black Diamond cast steel, lb.	

Cut Nails Advance; Wire Very Firm

Montreal.

NAILS, WIRE, ETC.—While advances are regarded as inevitable in wire and wire products, these had not been announced in Montreal at date of reporting. Cut nails had, however, registered an advance to \$5.30 base, and wire nails were expected to make further advances before long. Wire nails are still being quoted at \$5.25 base.

Immense Firmness In Sheets And Plates

Montreal.

SHEETS AND PLATES.—As definitely predicted in HARDWARE AND METAL last week hard sheets have advanced in most marked manner. The scarcity of these is tremendous, and wholesalers who have been selling at the lower prices quoted last week have awakened to the fact that these prices were away below cost to import sheets from the manufacturers. The higher prices shown last week become the lowest prices of this week's range, and probably only fortunate customers could secure such prices for they are very close to the import cost of the plates. Galvanized sheets have also been considerably advanced this week. Canada plates both ordinary and galvanized are scarce and firm. It is doubtful if any Apollo can be found easily, and these

are at the same prices as other makes which are available.

SHEETS, BLACK.

	Montreal	Range
	100 lbs.	
10 gauge	\$9 50	\$10 00
12 gauge	9 60	10 10
14 gauge	9 65	10 00
16 gauge	9 75	10 10
18-20 gauge	9 80	9 80
20-22 gauge	9 85	9 85
26 gauge	9 90	9 90
28 gauge	10 00	10 00

Enamelled And Tin- Ware Bound To Go Up

Montreal.

ENAMELLED WARE, ETC.—There are advances in view of all kinds on enamelled ware, tin ware, galvanized ware, etc. These are undoubtedly contemplated at present by manufacturers and are coming into effect on certain special lines, but the new scale of prices on general goods in tinware, galvanized, and enamelled ware has not yet been decided upon. "While we have certain large contracts to complete" said one manufacturer "the old prices will maintain. But as soon as we have done with the contracts we shall certainly be compelled to increase prices." Other firms are at present going into the matter of prices with a view to making changes.

Gasoline And Coal Oil Keep Steady

Montreal.

GASOLINE AND COAL OIL.—Steadiness still characterises the market situation as to gasoline and coal oil. Gasoline is still quoted at 32½ cents per Imperial gallon, and coal oil Royalite is at 17 cents with Palatine at 20 cents. The tendency is apparently neither up nor down at present, and demand is very active for gasoline for automobile use. Industrial demand is also good, and coal oil is in continually greater demand for cooking stoves now that hot weather is coming in.

Rope And Twine Steadily Firm

Montreal.

CORDAGE, TWINE, ETC.—Alterations upwards in the quotations for ropes of Manila, sisal, hemp, etc. It is said, are almost unavoidable, but so far the hemp goods alone have been altered within the past week. As noted in HARDWARE AND METAL last week, hemp goods advanced from 3 to 6 cents a pound, and standard tarred rope of hemp is at 43 cents base. For the other lines of cordage prices as quoted in current quotations apply, and there is every firmness in the market. Supplies of materials for manufacture are arriving, but represent mostly orders placed many months ago, and further, even increased, delays are anticipated in deliveries. Manufacturers are not going after binder twine business very actively at present, and prices are very high with no chance of dropping while present conditions prevail.

Lead Products And Zinc Sheets Advance

Montreal.

LEAD PRODUCTS, ETC.—As anticipated in last week's report lead products have advanced, due to the very firm conditions of the market for the ingot metal. Lead pipe is up a cent a pound for coils, and in cut lengths costs a cent a pound more than in coils. Waste pipe is the same price as cut lengths that is 19 cents a pound. Lead wool, and lead sheets are also advanced a cent a pound, and the solders have variously advanced according to quality. Zinc sheets are up to 26 cents a pound, an advance of three cents. Lead traps and bends are now plus 20 per cent. on list instead of plus 15 per cent. The market for lead products is very firm.

Lead pipe, lb.	\$0 18	....
Lead waste pipe, lb.	0 19	....
Lead traps and bends	Plus 20%	....
Lead wool, lb.	0 19	....
Lead sheets, 3½ lbs. sq. ft.	18 00	....
Cut sheets, ¾ lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 45	....
Solder, strictly, lb.	0 38	0 43
Solder, commercial, lb.	0 35	0 40
Solder, wiping, lb.	0 32	0 40
Solder, wire, lb.		0 44
Zinc sheets, per lb.	0 23	0 26

Heavy Zinc Alters; Half Cent Down

Montreal.

OLD METALS, ETC.—There is a hesitant tendency about the market for the principal old metals and materials at present. Uncertainty as to what the great metal markets may do is affecting the business of dealing in scrap material. Supplies are reasonably good, and demand for this class of material is fair. The only metal to alter in price this week is heavy zinc which has declined to 8½ cents a pound from the previous 9 cents which had held steady for a long time. Spelter is in very dull market at present. Following quotations are prevalent in Montreal:

Tea lead	\$0.08½	....
Heavy lead pipe	0.10	....
Yellow brass	0.15½	0.15½
Red brass	0.22	....
Light brass	0.09½	....
Heavy zinc	0.08½	....
Heavy copper	0.26	0.27
Ol cast iron, per gross ton		24.00
Stove plate, per ton	16.00	17.00
Old rubber, boots and shoes	0.09	....
Overshoes, lumbermen's rubber boots	0.09	....
Auto tires	0.06½	....
Bicycle tires	0.03½	....

Ingot Metals Are Still Very Quiet

Montreal.

INGOT METALS.—Uneventful conditions generally are reported as to ingot metals this week.

Tin Has a Drop

A reaction has taken place in tin. The market is easier with quotations at 63 to 65 cents for large orders, and 69½ to 70c for smaller business.

Copper Unaltered

Copper is unchanged as compared with last week's quotations 36 to 38 cents for

large business and not much higher if at all for smaller orders. Very little activity reported in copper.

Spelter Steady

Spelter is steady at 12½ to 13 cents.

TORONTO MARKETS

TORONTO, June 7.—Advances have been quite numerous in hardware lines during the past week, embracing some important lines. Lists on sand and coal shovels have been altered toward higher levels. Cross-cut saws and malleable fittings, together with malleable unions, have again been advanced. Whips, cotton wrapping twine, charcoal, globe, angle and check valves, machinists' and parallel bench vises are some of the lines in which higher prices have registered. New lists have been issued on curry combs. Hand cleaner and hand shears have been moved higher. An advance has been recorded in cut nails which now makes the selling price higher than standard steel wire nails. The freight situation in Toronto is improving slowly. Railways are now accepting all outgoing freight but there is still difficulty in that they will not accept incoming freight from all points. Business has been fairly good during the week.

Sand And Coal Shovel Lists Have Changed

Toronto.

SHOVELS.—An advance of \$2.50 on the list price of sand shovels and \$4 per dozen on black coal shovels has been made effective during the past week. The same discounts prevailing heretofore remain unchanged and the usual extras for half-polished and full polished also remain unchanged. List prices on the various sizes of black sand shovels are as follows: No. 3, \$18.50 per dozen; No. 4, \$19; No. 5, \$19.50; No. 6, \$20; No. 8, \$21. List prices on black coal shovels are now as follows: No. 2, \$21.50 per dozen; No. 3, \$22. List prices on all other classes of spades and shovels remain unchanged and are given in the current quotations.

Whips, Cotton Twine And Charcoal Higher

Toronto.

WHIPS, COTTON TWINE, CHARCOAL.—Further advances have been recorded on all lines of whips, which increase amounts to 10 per cent. Cotton wrapping twine has also been increased in price by 1c per pound, the range in price now being 39½c to 50c per pound for three-ply and 42c to 53c per pound for four-ply. Recent advances in raw cotton market account for the increase in this commodity. Charcoal has been advanced in price and is now quoted at \$1.40 per dozen bags and at 24½c per bushel.

Antimony Easier

Antimony has shaded down a little this week, and is quoted at 30 cents.

Aluminum Firmer

Aluminum has been a trifle more active and firmer at 72 cents.

Crosscut Saws Go To Higher Levels

Toronto.

CROSSCUT SAWS.—Higher prices were put into effect during the week on the best quality crosscut saws. Conditions in the steel market account for the advance. Five-foot saws of one maker, are now quoted at \$4.15, an advance of 40c, while the 5½-foot has been advanced 40c also, making the selling price now \$4.80 each. On the six-foot size the increase amounts to 50c, the new selling price being \$5.50.

Malleable Fittings And Unions Higher

Toronto.

FITTINGS, UNIONS.—Following advances recently put into effect on fittings and unions, a further increase has been recorded during the week. New net prices on Class C of malleable fittings is now \$14.25 per hundred pounds for black and \$22 per hundred pounds on galvanized. Malleable unions are now quoted at 42½ per cent. off list. Cast iron fittings are now quoted at 25 per cent. off list, while malleable and cast bushings have been increased to 35 per cent. off list.

Bench Vises And Valves Advance

Toronto.

VICES, VALVES.—Machinists and parallel bench vises have been advanced approximately 10 per cent. during the week. An advance of 10 per cent. has also been made in the price of brass globe, angle and check valves. Conditions in the steel market account for the higher prices in vises and higher prices in brass, together with labor costs, account for the increase in valves.

New Lists Have Been Issued On Curry Combs

Toronto.

CURRY COMBS, HAND SHEARS AND CLEANER.—New list prices have been issued on curry combs which provide for increases in certain instances and reductions in others. Amount to be added to list remains unchanged at 25 per cent. on list. Following are the list prices now prevailing: No. 111, \$1.25; No. 121, \$1.35; No. 127, \$1.80; No. 147, \$1.90; No. 101, \$1.10; No. 102, \$1.30; No. 98, \$1.60; No. 100, \$2.25; No. 47, \$2.20; No. 57, \$2; No. 270, \$2; No. 75, \$2.55. On No. 111 the new price is a 10c advance and on No. 101 a 15c ad-

vance. On Nos. 121 and 127 the price is 10 per cent. lower. All other numbers remain unchanged.

Hand Shears Advance

An increase in the price of Brown-Boggs hand shears has been put into effect by the change of discount, now selling at 30 per cent. off list as compared with 30 and 10 per cent. formerly.

Hand Cleaner Up

Higher prices now prevail on Snap hand cleaner, the new price now being \$1.80 per dozen for the small size.

Shaving Soap Advances 50c

An advance of 50c per dozen has been made in the price of the large size Williams shaving stick which now makes the selling price \$2.90 per dozen.

Hand and Breast Drills Up

Hand and breast drills of the line manufactured by the Goodell-Pratt Company have been increased in price, the advance amounting to approximately 5 per cent.

Oakum Prices Have Been Moved Higher

Toronto.

OAKUM.—Certain brands of oakum which are now in heavy demand by the shipping interests have been increased in price by 1c per pound. Spun Clipper U.S. which formerly sold at \$20 per hundred is now quoted at \$21, while the unspun of the same variety is quoted at 18½c per pound. Dealers report that trade in this commodity is exceptionally good at the present time owing to the activity in shipbuilding. Best American remains unchanged at \$20.75 per hundred and U.S. Navy at \$20 per hundred. Plumbers' spun continues to be quoted at \$8.50 and \$9.

Gasoline And Coal Oil Market Steady

Toronto.

GASOLINE, COAL OIL.—Consumption of gasoline is reported to be ahead of last year due to the greater number of cars now in use. High prices apparently have not acted as a deterrent factor. Prices of gasoline remain unchanged at 31½c and 32c per gallon with benzine 1c below these prices. In the United States also there has been a broadening demand but production is not increasing. Producers of crude oil in the middle Western States are inclined to look for higher prices. There is nothing definite in this respect except the fact that production is not keeping pace with consumption and this will sooner or later place the crude oil at a higher premium. When advances in crude are announced it will be time to look for higher markets on the refined commodities.

Conductor Pipe And Eavetrough Very Firm

Toronto.

CONDUCTOR PIPE, EAVETROUGH.—Owing to the firm position in tin and

steel sheets a corresponding firmness has developed in eavetrough and conductor pipe. From intimations received it is highly probable that an advance may be made in these commodities in the near future. Discounts this week, however, remain unchanged at 25 per cent. off list.

Scales Likely To Be Moved Higher

Toronto.

SCALES.—The market for scales of all kinds is in a very firm position. There is difficulty in getting sufficient supplies of scales to meet the demand, which is heavy at the present time, particularly for the 4-lb. and 10-lb. scale. According to a new Government regulation a pair of these scales must be a part of the equipment for schools of the Province. There is also a good demand for the 10-lb. and 25-lb. household scale. While quotations generally are made at the old discount of 15 per cent. off list sales have been made at 10 per cent. off list and it is highly probable that this latter discount will be the one to prevail quite generally in the near future. List prices will be found in the current quotations.

Cut Nails Go Up 30c Per Hundred

Toronto.

NAILS, WIRE.—Owing to the acute situation in steel plates due to the big demand for shipbuilding an increase has been put into effect on cut nails amounting to 30c per hundred. This now makes the base selling price \$5.35 per hundred lbs., which is higher than selling price for standard steel wire nails on base sizes. There is a very firm situation in steel wire nails but quotations are still made on a basis of \$5.20 per hundred pounds. Wire is also in a firm position due to the high prices now prevailing for wire rods in the United States. Prices will be found in the current quotations.

Black Sheets Go Up \$1 Per Hundred

Toronto.

SHEETS, PLATES.—Higher prices were recorded in black sheets in certain quarters to the extent of \$1 per hundred pounds during the week. Owing to the demand and the inability of dealers to place orders commensurate with their requirements a very firm position has developed. According to the new schedule the base size of 10-gauge is now selling at \$9.25.

BLACK SHEETS—	Per 100 lbs.
10 gauge	\$9 25
12 gauge	8 55
14 gauge	8 45
16 gauge	8 50
18-20 gauge	8 30
22-24 gauge	8 35
26 gauge	8 40
28 gauge	8 50
29 gauge	8 60
3-16-inch plate	10 10
¼-inch boiler plate	10 00

GALVANIZED SHEETS—	Per 100 lbs.
10½ oz.	\$10 00
U.S. 28	9 70

U.S. 26	9 40
22 and 24	9 25
18 and 20	9 10
16	8 95
14	8 85

F.O.B. Hamilton, Toronto.

Corrugated Likely To Go Still Higher

Toronto.

CORRUGATED SHEETS.—Owing to the firm situation in plain galvanized sheets there is strong probability that corrugated sheets will be moved to higher levels in the near future. Stocks of these commodities are light at present and dealers are unable to get additional stocks of the plain sheets as mills refuse to book any further business. Demand for this class of material is somewhat light at present. Following are the prices prevailing, with the higher figures more general to the retail trade:

	Galvanized Per 100 Sq. Feet	Painted Sq. Feet
No. 28 gauge	\$7.25-\$7.75	\$ 6 00
No. 26 gauge	8.00-8.50	6 75
No. 24 gauge	12 00	9 00
No. 22 gauge	14 50	11 00
No. 20 gauge	17 00	13 50
No. 18 gauge	22 00	17 00

Prices Of Iron And Steel Firmly Held

Toronto.

IRON AND STEEL.—Quotations on iron and steel were firmly maintained during the week. In the United States reports from Pittsburg were to the effect that the steel market is growing quieter and manufacturing consumers and jobbers are already covered as far ahead as desirable. There is some doubt cast over this assertion however by complaints from fabricating companies who state that they cannot enter on further engagements because of the uncertainty of obtaining supplies. The demand for steel has undoubtedly fallen off, it is stated, because there is very little use in demanding something that cannot be forthcoming. Prices remained unchanged locally.

	Per 100 lbs.
Common bar iron	\$5 00
Common bar steel	5 25
Refined iron	5 35
Angle base	5 50
Horseshoe iron	5 25
Tire steel	5 45
Norway iron	9 00
Mild steel	5 25
Toe chalk steel	6 00
Sleigh shoe steel	5 25
Band steel	5 50
Spring steel	\$7 00
Mining tool steel	16 50
Sheet cast steel	26 00

Boiler Tubes Will Likely Go Higher

Toronto.

BOILER TUBES.—There is strong probability that higher prices will prevail on boiler tubes in the near future as prices have advanced in Montreal and local dealers will most likely follow the lead established there. Indications seem to point toward an increase of at least 5 per cent. Demand for these tubes is keeping up well, being unusual for this time of year.

	Per 100 Feet	
	Cold Drawn	Lapweld
1-inch	\$27 00	\$.....
1¼-inch	33 00	.....
1½-inch	35 00	31 00
1¾-inch	38 00	30 00
2-inch	38 00	30 00
2¼-inch	40 00	33 00
2½-inch	46 00	36 00
3-inch	52 00	42 00
3¼-inch .....	.....	42 00
3½-inch	62 00	52 00
4-inch	76 00	65 00

Traps And Bends And Lead Pipe Higher

Toronto.

LEAD AND ZINC PRODUCTS.—Following the advance recorded of 1c per pound in lead pipe and lead waste pipe, given in last-minute information last week, lead traps and bends have also been increased. Lead pipe is now quoted at 18c per pound and lead waste pipe at 19c while traps and bends have been advanced to 20 per cent. on list. The firmness in the pig lead market is accountable for the higher prices in the above commodities. Demand for all lead and zinc products is good. Other lines remained unchanged during the week.

Lead pipe, lb.	\$ 0 18	.....
Lead waste pipe, lb.	0 19	.....
Lead traps and bends	20% on list	.....
Lead wool, lb.	0 16	.....
Lead sheets, 3 lbs. sq. ft.	0 16¾	.....
Lead sheets, 3½ lbs. sq. ft.	0 16¾	.....
Lead sheets, 4 to 6 lbs. sq. ft.	0 16½	.....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 42	.....
Solder, strictly, lb.	0 41½	.....
Solder, commercial, lb.	0 40	.....
Solder, wiping, lb.	0 40	.....
Solder, wire, lb.	0 45	.....
Zinc sheets, per lb.	0 26	.....

Old Red Brass And Heavy Copper Are Up

London.

OLD MATERIALS.—There is a strong situation in old materials due to the activity of demand for these commodities. Price movements in the upward direction were not general by any means but changes were recorded in the quotations being made by dealers for certain commodities such as red brass, in which an advance of ½c per pound was recorded, in heavy copper where an increase of 1c per pound is being paid and in automobile tires where an increase of ½c per pound was recorded. There is a better demand for old automobile tires. Old materials are finding a ready market.

Tea lead	\$ 0 07½	.....
Heavy lead pipe	0 11	.....
Yellow brass	0 15½	0 16
Red brass	0 22½	.....
Light brass	0 11½	.....
Scrap zinc	0 09	.....
Heavy copper	0 27½	.....
Old cast iron, per ton	24 00	.....
Stove plate, per ton	18 00	.....
Old rubbers, boots and shoes	0 08¾	.....
Overshoes, lumbermen's rubbers		
boots	0 06½	.....
Bicycle tires	0 03½	.....
Auto tires	0 06	.....

Cordage And Twine In Stationary Position

Toronto.

CORDAGE, TWINE.—Conditions in the cordage and binder twine market

held in a stationary position during the week, following the advances recorded last week in Russian and Italian hemp cordage lines. There is only a fair interest in cordage lines at the present time on sorting business, but orders for spring and summer delivery have been going out freely. Cordage manufacturers in the United States are in the market for fibre but find supplies somewhat scarce. Sisal fibre remains unchanged and is in good demand for rope on account of its cheaper price comparatively with Manila fibre. The situation in binder twine remains unaltered. International Harvester Company is selling at rectnly named high prices but Plymouth Cordage Company is now accepting all new business and have not advanced their prices from the opening figures. Prices are shown in current quotations.

Gas And Oil Stoves In Very Strong Demand

Toronto.

STOVES, ENAMELWARE.—There is a continued heavy demand for gas ranges and oil cooking stoves. One of the large distributors of oil heaters report that they are out of these goods at the present time owing to the interest that has been taken in them. They expect to be in the market in the near future. Electric ranges are in almost equally good demand, some dealers being behind in their orders. Prices on these various lines held steady during the week. Quotations on tinware and enamelware were also unchanged with the demand keeping up well.

Metals Firm Except Tin

Toronto.

Ingot metals with the exception of tin are holding firm. Metals in the United States are still rather unsettled on account of the proposed Government purchasers on which prices have not yet been announced.

COPPER.—Demand continues fairly good and the market is firm. Prices locally range from 37½-38c lb.

TIN.—The decline in the price of tin in London, Eng., and New York has been reflected here in a decline of 1c making quotations 64c to 66c lb.

LEAD.—The situation is unchanged from last week. The strong position of pig lead has been reflected in the prices of manufactured products. Pig lead remains at 13½c lb.

SPELTER.—The market is quiet but firm and with an improved demand, prices would probably advance. Local quotations remain at 11½ to 13c lb.

ALUMINUM.—No change is recorded in aluminum and the market is steady at 68c lb.

ANTIMONY.—The situation is easier and the U.S. price has declined.

Locally the market is slightly easier but unchanged in price which ranges from 30-33c lb.

PIG IRON.—Prices of domestic foundry pig iron have again been withdrawn as the furnace operating on this grade

of iron is booked up for this year. The last price available was \$50 ton. At Buffalo the market is steady, although the general trend of prices is upward, no material change has been made from the quotations reported last week. It is understood that the Canada Cement Co. is producing about 50 tons of high grade low phosphorous pig iron with the electric furnaces previously used for turning out shell steel.

Pump Prices May Go Still Higher

Toronto.

PUMPS.—There is a firm situation

LONDON MARKETS

LONDON, Ont., June 7.—Firm prices with fewer advances has been the prevailing tone of the market during the week. Business is exceptionally good owing to warm weather, and summer goods are in full swing. Lawn mowers, doors and windows, refrigerators, oil stoves, garden tools, and children's coaster wagons, find a ready sale. A new base for cut nails has been established, indicating an advance, and a new list is issued on sand and coal shovels. Zig-zag rules and shot are also higher, while prices remain firm on the majority of other lines.

New List On Sand And Coal Shovels

London.

SAND AND COAL SHOVELS.—New list prices have been established on sand and coal shovels. The list applies to all black shovels to which 50c per doz. is added for half-polished and \$1 per doz. for full polished. On firsts there is a discount of 33 1/3 per cent., and on fourths a discount of 2½ per cent. New list prices are as follows:

Sand Shovels—No. 3, \$18.50 doz.; No. 4, \$19; No. 5, \$19.50; No. 6, \$20; No. 8, \$21.
Coal Shovels—No. 2, \$21.50 doz.; No. 3, \$22.

Zig Zag Rules And Shot Higher

London.

ZIG-ZAG RULES AND SHOT.—A further advance in prices on zig-zag rules is noted this week. Quotations are: 5\$15 per doz. for No. 04; \$7.75 per doz. for \$06; \$7.10 per doz. for No. 204, and \$9.45 per doz. for No. 206.

Shot is Higher

SHOT.—New prices on shot also indicate an increase in price and new quotations are \$18.25 per 100 lbs., with the usual extras.

Coaster Wagons And Cultivators Popular

London.

COASTER WAGONS, GARDEN CULTIVATORS.—Warmer weather has greatly boosted sales in these lines. Prices on coaster wagons are firm at the following quotations for auto wheel coasters:

No. 00, \$1.55 each; No. 01, \$2.90; No. 1, \$3.55; No. 2, \$3.85; No. 3, \$4.30; No. 4, \$4.80.

developing in pumps due to the steadily higher prices for pig iron and steel and brass and other commodities that enter into the manufacture. In a statement to the trade one of the Canadian manufacturers says: "The increase in the prices of raw materials are more than twice the increases that have been made in pumps. When our old contracts for raw materials expire we will have to pay twice as much as we are paying for pig iron and steel and other materials." The prediction is definitely made by the concern in question that "prices of pumps will increase before fall."

Garden Cultivators

GARDEN CULTIVATORS.—Along with other summer lines, garden cultivators have found a good sale recently. Prices are as follows: Bucco cultivators, \$8 per doz.; Pull Easy cultivators, \$12.60 per doz., and Pull Easy Junior, \$5.40 per dozen.

Cut Nails Advance; Glass Prices Firm

London.

CUT NAILS, GLASS.—There has been a fair sale for nails during the week. An advance in the price of cut nails makes the price \$5.30 per keg base in place of the former price of \$5 base. The base price for wire nails is unchanged at \$5.20.

Glass is Firm

GLASS.—No change in glass prices has been registered in a firm market. Following are present quotations: Single diamond, 50/10 per cent. off standard list; double diamond, 50/10 per cent. off standard list, and cut lights, 50-5 per cent. off list.

Rope And Fence Wire Unchanged

London.

ROPE AND FENCE WIRE.—Rope prices have remained firm at last week's slightly advanced prices, and quotations are: 33½c base for pure Manila rope; 27½c for British Manila; 27½c for New Zealand hemp, and 24½c for sisal. These are all base prices.

Fence Wire

FENCE WIRE.—There has likewise been firm prices in fence wire and unchanged at last week's advance on Nos. 12 and 13 plain galvanized wire. Prices are quoted as follows: Barb wire, \$4.65 per 100 lbs.; No. 9 plain galvanized, \$4.25; No. 12 plain galvanized, \$4.60; No. 13 plain galvanized, \$4.70; No. 9 coil spring, \$4.30 per 100 lbs.

Fence Staples, Screen Wire Are Steady

London.

FENCE STAPLES, SCREEN WIRE.—There has been no change registered in prices on fence staples at the following quotations:—Bright staples, in kegs,

\$5.35 per 100 lbs.; bright staples, in 25-lb. boxes, \$5.60 per 100 lbs.; galvanized staples, in kegs, \$6.20 per 100 lbs.; galvanized staples, in 25-lb. boxes, \$6.45 per 100 lbs.

Screen Wire

Quotations on screen wire are: \$2.75 per 100 sq. ft. for painted wire, in 100-ft. rolls; with quotations of \$2.80 per 100 sq. ft. in 50 ft. rolls. Bronze wire is quoted at 14c per sq. foot.

Poultry Netting

Prices on poultry netting are firm at last week's quotations of 30-10 per cent. off standard list for Canadian netting.

Lawn Mowers, Harvest Tools Unchanged

London.

LAWN MOWERS, HARVEST TOOLS.—Lawn mowers are figuring largely in the demand for summer goods, which has been brought by the warm weather, and Taylor Forbes' Daisy, Star, Woodott and Empress mowers are quoted at 40 per cent. off standard list.

Harvest Tools

Harvest tools are also figuring in the summer demand at unchanged quotations of 33 1-3 per cent. off standard list price.

Spades and Shovels

Firm prices have been maintained on spades and shovels at previous quotations of 35 per cent. off standard list for 1sts; 20-10 per cent. off for 2nds, and 12½ per cent. off for 4ths.

Spring Hinges

A steady price of \$11 per gross for No. 20 screen door spring hinges has been maintained.

Alabastine And Orange Shellac Up

London.

ALABASTINE, SHELLAC.—Higher prices are registered for alabastine, and a new standard list has been issued, quoting white and tints at 13c per lb., less 40 per cent. In half packages an additional 20c per 100 lbs. net is added.

Orange Shellac

Increased prices are also recorded on orange shellac, and quotations are: \$3.75 per gal. in 1 gal. lots, while \$3.85 is asked for shellac in ½-gals. Prices have also increased on white shellac, bringing latest quotations to \$4 per gal. in 1 gals. and \$4.10 per gal. in ½-gals.

Turps Active; Linseed Oil Demand Light

London.

TURPENTINE AND LINSEED OIL.—A good sale for turpentine has been recorded during the week. Unchanged prices quote turpentine in 1 barrel lots at 76c per Imp. gal; in 2 to 4-barrel lots at 75c per Imp. gal., and in 5-gal. lots at 83c per Imp. gal.

Linseed Oil

A fairly light demand has been noticed during the week for linseed oil, and firm

prices have been maintained at following quotations:

	Raw.	Boiled.
1 to 2 bbls.	\$1.40	\$1.43 per gal.
3 to 5 bbls.	1.39	1.42 " "
6 to 9 bbls.	1.37	1.40 " "

No Change In White Lead In Oil And Putty

London.

WHITE LEAD IN OIL AND PUTTY.—Firm prices have been maintained during the week on white lead in oil at last week's advance. Quotations show pure lead in oil in ton lots at \$17.50 per 100 lbs., and \$17.80 for pure lead in less than ton lots.

WINNIPEG MARKETS

WINNIPEG, June 7.—Another week of advancing prices, prominent in which is confirmation last week's report advising another jump in wire nails of twenty-five cents per keg and putty of fifty cents per 100 lbs. This brings these lines to new high levels and reveals the following prices:

Wire nails, Ft. William, \$5.45, Winnipeg, \$5.85 per keg base.

Putty, 100 lb. Irons, \$5.00 100 lbs.; 25 lb. irons, \$5.30, 100 lbs.

Building Papers Now Net 30 Days

Winnipeg.

Manufacturers of building papers advise that it has been found necessary to make another small advance in their prices and to change the terms on which these goods are sold. The cost of pulp at the mills has advanced materially and in rearranging their terms to the manufacturers, it has been found necessary to make the new terms, net 30 days, present prices range as follows:

Building Papers—Plain, 80c to \$1.60 per roll; tarred, \$1.10 to \$1.75 per roll.
Carpet Felt, \$5.50 per 100 lbs.
Sulphite Sheathing, 36 in., \$4.10; 72 in., \$8.20.
Ready Roofing—1 ply, \$1.55 per sq.; 2 ply, \$1.95; 3 ply, \$2.25.

Sporting Goods Show Advances

Winnipeg.

Several lines of sporting goods have come in for revision during the week, the results in each instance being to advance prices over those formerly ruling. An advance of \$2.00 per 100 lbs. on all lises of shot has been made and brings quotations to the following basis:

Common or Soft, \$19 per 100 lbs.; Chilled, \$20.50; Buck & S.S.G., \$19.80; 28 Ball, \$20.20.

Ammunition Higher

There have also been some changes in metallic ammunition, the following being prices on lines familiar to the retailers generally:

Dominion Ammunition—Rim Fire, Black or Lesmok, 22 short, \$4 per M.; 22 short, H.P., \$4.40 per M.; Rim Fire, Smokeless, 22 short, \$4.30 per M.; 22 short, H.P., \$4.60 per M.

U.M.C. Ammunition—Rim Fire, Black or Lesmok, 22 short, \$4 per M.; 22 short, H.P., \$4.40; Rim Fire, Smokeless, 22 short, \$4.30 per M.; 22 short, H.P., \$4.60 per M.

Putty

Putty quotations during the week are unchanged at following prices:

Standard 100-lb. Drums, \$4.35 per 100 lbs.; Standard 25-lb. Drums, \$4.45 per 100 lbs.; Pure, 100-lb. Drums, \$5.35 per 100 lbs.; Pure, 25-lb. Drums, \$5.45 per 100 lbs.; Bladder, bbls., \$4.60; less barrels, \$5 per 100 lbs.

Paris Green

Prices on Paris green register no change in a firm market during the week, and quotations show that 59¼c per lb. is being asked for Paris green in ½-lb. packages, with a price of 55¼c for 25-lb. drums. A price of 57¼c per lb. is quoted for 1-lb. packages, and 55c per lb. for 50 and 100-lb. drums.

Hunting Clothing Up

Advances on Hunting Clothing have also been made which will affect coats, caps, trousers, shell belts, shell bags, gun and rifle cases. These lines besides carrying an extremely high price are extremely hard to get and the present outlook is that a decided shortage will be in evidence as the season for these goods arrives.

Shovels And Scoops Go Still Higher

Winnipeg.

Another important advance during the week is that going into effect on shovels and scoops. It is only recently that a general increase was made on all these lines but the steel situation is so uncertain at present, that the present advance on these lines would not seem to be the last which will be made. Prices now ruling are given herewith:

Shovels—Fox and Olds—D.H., Sqr. Pt., \$11.50 doz.; D.H., Rd. Pt., \$11.50; L.H., Sqr. Pt., \$11.50; L.H., Rd. Pt., \$11.50.

Scoops—Black Cat and Crescent—No. 4, \$13.70 doz.; No. 6, \$14.60; No. 8, \$15.55; No. 10, \$16.50. Moose and Jones—No. 4, \$15.15 doz.; No. 6, \$16; No. 8, \$16.85; No. 10, \$17.70.

Babbitt Metals Advanced In Price

Winnipeg.

Following the various advances in the metal markets, it is remarkable to note how few increases have been made in Babbitt metals, and the new prices given herewith represent the first real advance made locally for about one year. The two lines given are familiar to all retailers: Harris heavy pressure, 28c per lb.; Frictionless, 30c per lb.

Glass Prices Firm; Jobbers Secure Stocks

Winnipeg.

Reports from some of the jobbers indicate that they have been fortunate enough to secure some shipments of window glass and the present outlook is that present prices may be maintained for a little while yet. Quotations now in effect and which have been ruling for some time past are as follows:

Window Glass—Up to 25 in., single \$8.75, double \$12.75 per 100 ft.; 26 to 40 in., single \$9.75,

double \$14.75; 41 to 50 in., single \$12.50, double \$16.50; 51 to 60 in., single \$13, double \$17.25; 61 to 70 in., single \$14, double \$18.50.

Many Miscellaneous Lines Advanced

Winnipeg.

It is sometime since any change has been made in the prices on stoves and ranges, the local market holding firm although all advices indicate that further revisions may be expected. Uncertainty still prevails as to delivery of orders for fall and if further inroads on the staffs of manufacturers are made necessary by conditions in France, there will undoubtedly be a great shortage. The situation seems to be that there will be more business than can be taken care of anyway so retailers will have to order early and take their shipments early to be reasonably sure of supplying their customers.

Other lines to undergo revision during the week are given below. The changes in each instance represent advances.

Cast Dampers—6 in., \$1.30 doz.; 7 in., \$1.50.
Cap Screws, 15%.
Set Screws, 20%.
Fibre Tubs—No. 3, \$11.45 doz.; No. 2, \$13.40; No. 1, \$16.10; No. 0, \$18.75; nests, \$3.50 each.
Wood Tubs—No. 3, \$8.75 doz.; No. 2, \$10; No. 1, \$11.85; No. 0, \$13.75; nests, \$2.50 each.
Wood Pails, \$2.60 doz.
Fibre Pails, \$4.15 doz.

Linseed Oil

Slightly Easier

Winnipeg.

There is one redeeming feature to the week's schedule of prices in that one item, at least, has taken a reduction. That one item is linseed oil, which is now six cents per gallon lower than prices of last week. This is offset to some extent by an advance of one dollar per 100 lbs. in white lead. Prices now prevailing on linseed oil are as follows:

Raw, \$1.58, gal. in bbl. lots; Boiled, \$1.61 gal. in bbl. lots.

The situation with white lead is somewhat different and prices continue to climb. During the week a straight ad-

vance of \$1.00 per 100 lbs. was made and there does not seem any likelihood of a reduction being effected. Quotations now available are as follows: Decorators pure, ton lots, \$18.05, 100 lbs.; less, \$18.40; Decorators special, ton lots, \$17.05, 100 lbs.; less, \$17.40; Decorators Pure 1 lb., 2 lb. and 5 lb., 20c lb.



MORGAN, THE MAN WHO CARRIES A MAGIC NAME

(Continued from page 38.)

ducted operations of a magnitude equal to those undertaken and successfully carried through by J. P. Morgan & Co. during the last three years. Operations not confined to banking, nor raising for Europe loans approximating \$1,500,000,000, nor importing almost \$1,000,000,000 in gold metal, nor marketing for the Allies untold millions of American securities, nor to keeping the foreign exchanges on a workable basis, but operations entirely outside the environs of bankers, the placing of contracts far exceeding two billion dollars' worth of merchandise of every conceivable description, the passing upon the responsibility and ability of scores if not hundreds of concerns to turn out satisfactory munitions, the financing or extension of numerous enterprises designed to meet the dire needs of half-a-dozen European nations in the throes of a life-or-death struggle.



INTEREST IN PAINT STIMULATED

(Continued from page 52)

brands of paint were about equal, it was admitting that the quality of the two only to be expected that many customers became doubtful and later began to wonder if both paints should not be avoided. Accordingly, they became easy victims for mail order houses and the business of both merchants took a downward trend.

Such a case as this described is sufficient evidence of the need for co-operation, and in this instance the conduct of an educational campaign to show the consumer the advantage of buying the products of well known manufacturers from their local merchant, would have had a very different result from that secured.

PIONEER VARNISH MANUFACTURER IS DEAD

Thomas Berry, vice-president of Berry Brothers, Inc., varnish manufacturers of Detroit, and Walkerville, Ont., is dead, having succumbed to an attack of paralysis, at the age of eighty-eight years.

With his brother Joseph H. Berry, the late Thomas Berry established in 1858, the nucleus of the present extensive varnish plant, which is one of the greatest establishments of its kind in the world. Coming to America in 1835, Thomas Berry for a time was engaged in the tannery business with his father at Elizabeth, N.J., later becoming manager of branch plants in Virginia. In 1856 he settled in Detroit, and two years later, with his brother, established the firm of Berry Brothers.

Mr. Berry was extensively identified with municipal politics in Detroit and figured prominently as trustee and member of the board of education.



ELECTRIC RANGES POPULAR

As evidence of the popularity of electric appliances in small towns, the experience of other dealers in adequately supported by that of an exhibit recently held in Fort William, Ont., in which the town merchants co-operated, and in which an exhibit was shown by W. S. Piper, hardware, Jones Electric company, and others. During the two weeks of the display there were twenty-two electrical stoves sold at an average price of \$120 each, and prospects for the remaining two weeks of the sale indicated a probable sale of one hundred more. Other electric appliances also found a ready sale, but the significant feature was the unprecedented popularity of the high priced electric ranges.



Do as little as you can is the creed of the clock-watcher. Do as much as you can and do it better is the axiom which makes the successful business man.

HOW TO ESTIMATE YOUR WALLPAPER NEEDS

Height of Ceiling

Size of Room	Height of Ceiling						Yards	Rolls
	7 ft.	8 ft.	9 ft.	10 ft.	12 ft.	14 ft.		
	Rolls	Rolls	Rolls	Rolls	Rolls	Rolls	Border	Ceiling
8x12 or 10x10	9	10	11	13	15	18	15	4
8x14 or 10x12	10	11	12	14	16	19	16	4
12x12 or 10x14	11	12	14	15	18	20	18	6
12x14 or 10x16	12	13	15	16	19	22	19	6
12x16 or 14x14	13	14	16	17	21	24	20	8
14x16 or 12x18	14	15	17	19	22	26	22	8
16x16 or 14x18	15	16	18	20	24	28	23	10

Deduct one single roll of sidewall for every two ordinary sized openings. The amount of border or ceiling is correct as indicated on the table.

From May — issue, Hardware and Metal.

WEEKLY PAINT DEPARTMENT

Interest in Paint Stimulated

Despite Prolonged Unfavorable Weather, Department Stores Are Making Drive For Business—Retailer Stands to Benefit—Meeting Department Store Competition.

FAVORABLE weather conditions, which constitute the best argument the paint dealer has in pushing sales, have been conspicuous by their absence during the spring season, and so prolonged has been the unreasonable condition and delayed warm weather, that it was feared in some quarters that the tendency on the part of consumers would be to pass up painting for this year and let it rest till some more favorable time. However, despite effects of the weatherman to upset the demand for paint, many dealers, notably the departmental stores, are making a big drive for business, through the medium of advertising and interest in ready-mixed paint is being stimulated.

This advertising is taking the form of suggestions for inside painting and for the brightening up of woodwork, floors and walls. Such advertising by department stores has a far-reaching effect, not only for themselves, but also in favor of the retail hardware store, for when the department store makes a drive for business and carries on a publicity campaign through the daily newspapers, it undoubtedly has the effect of bringing the subject before the public in a general way and resulting in their seeking out a hardware store. Some want cheap paint at a price to compete with the department store price, while other customers are not much interested in the department store's price. All they are interested in is getting their painting done now that the suggestion has been made through the advertisements. With such customers it is necessary for the retailer to use the greatest care, for he is up against a low-priced paint, and very often the department store is selling the paint at a lower price per quart than the price paid the manufacturer by the average retailer for the best known brands of paint.

Another point which must be taken into consideration by the retailer in securing his share of this business is the question of increased paint prices, which undoubtedly have figured in the noticeable tendency of consumers to put off painting until a later time. This tendency certainly puts it right up to the individual merchant as to what his volume of business shall be, and conviction of the consumer to the economic value of painting, together with a proof that

prices are not abnormal when compared with other items, are necessary as part of the dealer's present programme.

Department Store Competition

In regard to the competition of department stores, which urge the purchase of paint at all seasons, the retailer must pay strict heed, for while some contend that they can successfully fight such competition, there are others who have to reluctantly admit that their sales have suffered.

There are many talking points which the retailer can use when selling paint in competition with department stores,

department store there is often much difficulty in matching up the colors when bought under private brands.

It is also a common occurrence that department stores will put on a paint sale in one size only, which renders it necessary for the customer who runs slightly short on a job, to purchase a similar quantity in order to finish the work. For instance, if the size figuring in the sale were quarts, and an extra pint was required to finish a certain job, it would be necessary for the customer to purchase an extra pint of paint which he did not want, and in all probability, for which he had no further use.



Display by P. E. Hughes for Cochrane Hardware Co., North Bay, Ont.

and one of the most convincing is to impress upon customers that the latter store has only a very limited range of colors to offer compared with the wide range of colors carried by the retail hardware merchant. The department store puts on a sale of paint at a low price and simultaneously states that the offer only lasts while the supply on hand lasts. After this the customer will have to pay a higher price; but how much higher? Then, again, there is the difficulty of matching colors. With the retailer who carries a standard line of paints he can always match up colors for customers who may want additional supplies of paint of a certain color. In the

One Paint for Each Purpose

Another argument which is much used in department store paint sales is that the paint offered is good for all purposes. It is declared to be good for all purposes, from finishing walls and woodwork, to painting implements and doing all manner of exterior work. As compared to this, the retailer has a paint for each purpose, and it should not take him long to convince the customer of the advisability of purchasing a paint specifically mixed for the purpose for which he wants it.

Perhaps in no other line of goods in the hardware trade is such care necessary. (Continued on page 52.)

We offer for

Prompt Delivery

In limited quantities

WARRANTED PURE LINSEED OIL



Publicity and Profits

"THE wide publicity being given to STANLEY Garage Hardware," a prominent hardware man has just written us, "is helping our sales of every other STANLEY product."

There was a time when to most of your trade "a butt was a butt." Tell a customer now that you are giving him a STANLEY butt, and he is more than likely to say, "Made by the same people who make STANLEY Garage Hardware, I suppose."

This feeling of friendship between your trade and your stock is helping you to sell the products of every manufacturer whose name is known to your customers through advertising. It is making your profits come easier and more often.

With your sales of STANLEY butts this fact is especially emphasized. Not only are they the best known butts on the market—they are of the highest quality of workmanship and materials.

Each pair of STANLEY butts you sell means another customer who has a pleasant impression of a satisfactory purchase made at your store. Each pair of STANLEY butts you sell speeds up the turn-over of your whole builders' hardware stock because it helps you to sell your other lines.

As the largest manufacturer of wrought steel butts in the world, we will probably be able to meet promptly all reasonable demands. But we suggest that you place an order for your requirements for the next three months.

The Stanley Works

New Britain

Conn., U.S.A.

Canadian Representatives: A. MacFarlane & Co.
Coristine Building, Montreal

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 7—In rather a featureless period of the paint and paint products situation scarcity of Paris green is about most pronounced factor. Mixed paints have been in slightly reduced demand due, it is thought, to bad weather conditions in the district. Linseed oil is strengthening in market, and looks like settling into spell of firmness again. Turpentine is easier, and in better supply. White lead in oil keeps steady at the recent advance. Putty is unchanged, but firm. Glass is very firm.

Mixed Paints Show Effects Of Weather

Montreal.

MIXED PAINTS.—There has been a noticeable and unsatisfactory effect of dull and wet weather on demand for mixed paints which has been dragging just a little of late. The advent of dry, warm weather will immensely stimulate the use of paint in all the country and city districts, and sorting orders, which are still coming along irregularly, will probably feel the effects. Outlook for advanced prices of mixed paints is substantially to be taken into consideration. There is very little chance of conditions changing in a hurry as regards materials for paint making, and unless raw materials get easier-priced and more plentiful in supply, there will be further advances in mixed paints beyond doubt.

Supplies Of Paris Green Falling Short

Montreal.

PARIS GREEN.—A shortage of Paris Green has developed rather unexpectedly of late, and while calls for this product are coming in from all over the country, supplies are rapidly dwindling. Prices have not advanced, the anxious matter being one of supply rather than price just at present. Substitutes for Paris Green are already being emphasized on the market, as they will undoubtedly have to be used widely. The reason for the shortage seems to be an unusually heavy demand, due probably to the extra production campaign throughout Canada.

Linseed Oil Appears To Be Strengthening

Montreal.

LINSEED OIL.—Flax-seed has returned to the high figures of the week before last, and was quoted around \$3.10 per bushel at Winnipeg this week, with every prospect of further strength. This affects linseed oil in its primary markets,

and the crushers regard the outlook as entirely towards a generally firm tone to linseed oil for some time. While prices for linseed oil to the retailer in Montreal have maintained about the range of last week, viz: \$1.38 to \$1.45 for raw linseed oil per Imperial gallon in 1 bbl. lots, and \$1.40½ to \$1.48 for boiled linseed oil in one barrel lots, there has been some irregularity still present in the market, and some firms are ready to quote for fairly large orders, while others are conserving their supplies. One firm quotes this week as follows:

	Per Imperial Gal.	
Linseed Oil	Raw	Boiled
1 to 4 bbls.	\$1.35	\$1.37½
5 to 9 bbls.	1.34	1.36½
10 bbls.	1.33	1.35½

While quoting these figures, and stating that the concern is able also to quote for larger supplies at special figures based on market from day to day, this firm also stated that advances might pos-

ARSENATE OF LEAD ADVANCES

Advice received by wire while **HARDWARE AND METAL** was about to go on the press stated that arsenate of lead had advanced \$1 per hundred pounds. This advance applies to Montreal, Toronto, London and Hamilton. Prices on Paris green have been withdrawn at Montreal. The situation in varnishes is one of continued strength as intimated in these columns within recent weeks. It is expected that a 10 per cent. advance may become effective in the near future.

sibly be taking place shortly in linseed oil.

Turpentine Is A Little Easier

Montreal.

TURPENTINE.—Slightly easier was the general tone of turpentine during the week following last report, but a wide range of prices still prevails on the Montreal markets. From as low as 66 cents per Imperial gallon to as high as 74 cents were quotations made, and in some cases the desire was to hold on to supplies although the "famine" situation experienced not so very long ago as regards turpentine locally has passed meantime. One firm quoted for turpentine this week:

	Per Imperial Gal.
Turpentine	
1 to 4 barrels	68 cents
5 to 9 barrels	66 cents

The outlook was for steadiness of market.

White Lead In Oil Steady For Present

Montreal.

WHITE LEAD IN OIL.—Following the high records of quotations recently reached, white lead in oil is again quiescent. There is nothing very definite in market feeling regarding this product now. Uncertainty characterizes the situation. Should linseed oil gradually increase in price during the summer as some people have thought it will, and should lead continue to get firmer in market, there will inevitably be still higher figures for white lead in oil. At present, however, this product remains steady at the recent advance and is quoted at \$17.00 per hundred pounds for 5-ton lots; \$17.30 per hundred for 1-ton lots; and \$17.60 per hundred pounds for lots of less than a ton.

Putty Still Steady; Glass Very Firm

Montreal.

PUTTY AND GLASS.—There have been no changes in quotations for putty this week, and the condition of market remains the same, firm and steady, reflecting the tone of linseed oil and the state of market for whiting which is none too plentiful. Quotations for putty (Standard), are \$3.85 per hundred pounds in one-ton lots, and \$4.05 per hundred pounds in less than ton lots. Pure putty is a dollar a hundred pounds over price of standard. The expected advances in glass prices are still expected, and certain to come, though actually held in abeyance at present.

TORONTO

TORONTO, June 7.—Linseed oil was again on a firm upward trend during the week owing to the advance in flaxseed. Turpentine on the other hand was weaker and declines were registered in some quarters. Mixed paints are going well into consumption under the stimulus of favorable weather within recent days. Sorting orders continue to pour in to manufacturers and trade in this respect is generally quite gratifying. Advances have been recorded in alabastine and muresco. Glass is in firm position with a disposition to quote higher discounts in certain instances according to the kind of specification for the glass order. Plate shows a firmer tendency with an advance through the lowering of the discount. Dealers well informed on the glass situation state there is no possibility of lower prices in glass for a considerable



Push This White Lead For These Reasons:

1. It is absolutely pure, ensuring the brilliancy of any paint in which it is used.
2. It has greater covering capacity and longer life than other makes.
3. It is of unequalled, uniform fineness, and is never crystalline.
4. It works easily under the brush.
5. It need not be scraped or burned off when, after several years, the building requires another painting.

Could you offer a customer better reasons for buying an established white lead?

Write for current quotations.

BRANDRAM-HENDERSON LIMITED
MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY

If interested, tear out this page and keep with letters to be answered.

time to come. White lead in oil remains unchanged at the advance recently recorded.

Linseed Oil Moves Upward Once More

Toronto.

LINSEED OIL.—There was a movement toward higher prices in linseed oil during the week, the lower quotations having been moved up 4c per gallon which now makes the range from \$1.36 to \$1.43 per gallon in single barrel lots for raw oil as compared with a range of \$1.32 to \$1.43 last week. The movement is attributed to the higher prices prevailing for flaxseed during the week, where an advance of 22c per gallon for the cash article was recorded during the week. On Thursday of last week cash flaxseed closed at Winnipeg at \$2.80½ and on Wednesday of the present week the price was \$3.02½ per bushel. There is some uncertainty in the minds of well-informed oil men as to the probable trend of the market in the immediate future. Acreage of flaxseed in the West has a very pertinent bearing on the situation. At the present time it is expected that it will be fairly large but should subsequent reports show that the plantings have not been as heavy as anticipated there may be a tendency toward still higher prices. Deliveries of flaxseed to Eastern crushers have been good during the week. Demand for oil is good and the domestic demand for oilcake is also holding up well. In the West during the week there were fairly heavy movements of flaxseed, 171 cars having been inspected during the six-day period. Following is now the range of quotations:

	Raw. Per gal.	Boiled. Per gal.
1 to 2 bbl's.	\$1.36-\$1.43	\$1.39-\$1.46
3 to 5 bbl's.	1.35- 1.42	1.38- 1.45
6 to 9 bbl's.	1.34- 1.41	1.37- 1.44

Turpentine Makes Decline During Week

Toronto.

TURPENTINE.—Declines ranging from 3c to 5c per gallon were recorded in the price of turpentine during the week following a weakness in the primary market. The range of prices in single barrel lots is now from 66c to 71c per gallon. Owing to the fact that some shipments that were bought at higher prices and which have been delayed in transit some dealers point out that money is being lost on the present basis. Cheaper stocks that have arrived on the market, however, are the dominating factor. In the primary market at Savannah there was a decline of 2c per gallon during the week. Authorities in that district point out that turpentine seems likely to see further depression if the export demand does not speedily assert itself and shipping opportunities improve. Producers are not supplied with tankage room and accordingly cannot hold their stocks until more favorable conditions arrive. This is stated to be a condition that has always operated to make lower prices on turpentine in

times such as the present. Following is the range of prices:

	Per Imp. Gal.
1 barrel lots	\$0.66-\$0.71
2 to 4 barrels	0.65- 0.70
5-gallon lots	0.84- 0.78

Position Of White Lead In Oil-Firm

Toronto.

WHITE LEAD IN OIL.—Following the recent advance of \$1 per hundred in the price of white lead in oil the market continues in a firm position. Pig lead in the primary market shows no signs of lower prices, in New York the quotations ranging from \$11.37½ to \$11.75 per hundred pounds. Demand locally for white lead in oil is light as high prices are operating to curtail the demand.

Mixed Paint Position Is One Of Strength

Toronto.

MIXED PAINTS.—There is no inclination toward an easier tone in the market for mixed paints, the trend in fact being all in the opposite direction. With the recent advance in white lead in oil, with the firmer tendency noted in linseed oil during the past week, coupled with the difficulty attached to the securing of tinsplate for cans, there is nothing in sight but a steadily firm position as long as present conditions continue. There are some in the trade who express the opinion that prices are reasonably sure to advance although they do not look for an increase within the next few weeks as it is now in the midst of the sorting season and the time would be inopportune. Demand for sorting orders continues good.

Window Glass And Plate Glass Firmer

Toronto.

GLASS AND PUTTY.—The firm position in glass which has been noted in these columns from week to week recently has made itself manifested in slightly firmer prices being quoted on certain specifications. On box glass where the discount has been at 50 and 10 per cent. off list certain firms are now quoting at 50 per cent. off list, according to the specifications. Discount on the pane glass list is now at 40 per cent. There has also been a gradually firming tendency on plate glass as well. In this commodity the discounts for both city and country points range all the way from net list to 20 per cent. off list, according to the specifications. One dealer well informed in the glass situation gives it as his opinion that there is no possibility of lower prices in glass for a considerable time to come. Canada will be depending on the United States for her supply of glass for at least a year after the cessation of hostilities as the factories in Belgium in very many instances have been dismantled and will have to be rebuilt. With the coal situation acute and transportation facilities poor, there is a disposition to look for steadily firmer prices. Putty held in steady market during the week with prices unchanged at \$3.90 per hundred

pounds in bulk casks and \$4.35 in 100-lb. drums.

Alabastine And Muresco Are Higher

Toronto.

WAIL FINISHES.—Advances have been recorded in two of the well-known lines of wall finishes. On alabastine for 2½ pound packages the increase on colors amounts to 60c per hundred pounds and on white an increase of \$1.20 per hundred pounds on 2½ lb. packages. Selling price for both colors and white is now the same at \$8 per hundred pounds for 2½ lb. packages. On 5-lb. packages for both colors and white the selling price is \$7.80, which is an advance of 60c on colors and \$1.20 on white. Muresco has also been increased 30c per hundred pounds, tints in 5-lb. packages now selling at \$6.90 and white at \$6.30 per hundred pounds.



INTEREST IN PAINT STIMULATED (Continued from page 48.)

sary as in selling paint. The average customer has slight knowledge of the application of paint and in the majority of cases will make a poor job with the best paint made, if he is not sufficiently enlightened on some of the more salient features of painting by the retailer. As a rule, department store paint salesmen are the possessors of a very limited knowledge of the proper use of paint, and here lies an opportunity for the hardwareman, who is usually well posted on painting materials and their use. In this connection it is quite evident that the firm which will secure the best results is the one which has the salesman behind the counter with the ability to recommend and sell the right product for the customer's needs.

Need for Co-operation

In educating the public regarding paint materials, there is evident a great necessity for co-operation among retailers. As an example, the following case might be cited of two retailers in a fair-sized town. The townspeople followed closely the advertising of department stores and mail order houses, and many of them had grown into the habit of sending their money to the large city stores for supplies. Both retailers handled high-grade paints of a standard make and very similar in character, but there was a big difference in the methods of the two retailers in making sales. One retailer consistently knocked his competitor's brand of paint and tried his best to convince the prospective customer that such paint was of a very inferior quality. The other merchant was different, however, and made answer to any enquiring customers to the effect that both brands were made by leading manufacturers and from the standpoint of quality were equally reliable.

Meat for Mail Order

With one merchant openly denouncing his competitor's product and the other
Continued on page 47

Still's Handles

"A Single Fact is Worth a Shipload of Argument"

We turn out more axe, pick and fork handles, etc., than any other makers in Canada. This fact is sound proof of the satisfaction our lines are giving the consumer.

Well known. The name of the maker sells them.

Made of tried and true Canadian hickory and are well finished.

Your jobber will supply you
—if he can't, write to us.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.



Why it pays to push Berry Brothers' Varnishes

FROM melting kettle to shipping room every Berry Brothers' product is given the expert skill and supervision that insures quality and uniformity.

It is this accuracy of production that has so firmly established the confidence of the buyer in all Berry Brothers' Finishes.

The fixed and unvarying quality of our varnishes, enamels, and stains has won the endorsement of architects and specification writers, and the preference of discriminating painters and other varnish buyers.

It pays to push Berry Brothers' brands because they not only attract customers, but retain them permanently.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers

Established 1858

WALKERVILLE

ONTARIO

(573)

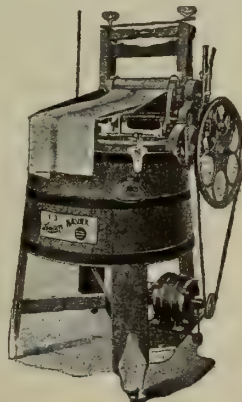
There will be Big Buying of *Electric Washers* this year

The Electric Washer has gone beyond the experimental stage and housewives have been educated as to its advantages.

The problem has been the price. Housewives are looking for a reliable electric washer at a reasonable price. You have the right washer at the right price for your customers in the

London No. 3 Electric Washer

This washer has every convenience to make washing easy at minimum power cost; the motor is guaranteed, the wringer is a Lovell Wringer and the machine in its entirety will give your customers continued satisfaction. Send for prices and descriptive booklet.



THE
London Foundry
CO., Limited
London, Ontario, Canada

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net. F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle, smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, \$32.75 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½, \$3.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (230 in box), \$3.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80.

Shot, standard, 100 lbs., Toronto, \$17.35; Montreal, \$18; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80¢; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½¢ per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3 16.....	\$ 6.00	18/16.....	\$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List

prices:
Common, 60%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 32½ to 33 1-3% off old list.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz.	10 00	12 00
Double Bit	13 00	15 00
Boys' Axes	7 50	8 50
Hunters' Axes	6 25	7 25
Bench—No. 2, doz.	9 40	
No. 3, doz.	10 20	
No. 4, doz.	10 90	

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60¢ lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb....\$1.35-\$1.60
Cut Lace Leather, lb....\$1.50-\$1.85
F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts (\$1 list), ¾ in. dia. and smaller, 10%.

Carriage Bolts (\$1 list), 7-16 dia. and larger, net list.

Machine Bolts, ¾ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts (\$3 list), net list.

Step Bolts, large head (\$3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list \$1.50.

Nuts, square, tapped, add to list \$1.75.

Nuts, hexagon, blank, add to list \$1.75.

Nuts, hexagon, tapped, add to list \$2.

Stove bolts, 55%.

Tire bolts, 40%.

Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb..... 0 15
F.o.b. Montreal, London, Toronto.

BRASS

Per lb.
Spring sheets, 8 in. wide, up to 20 gauge..... 0 60

Rods, base ½ to 1 in. round.. 0 55

Tubing, seamless base..... 0 57

Tubing, iron pipe size, 1 in. base..... 0 54

Copper I.P.S. 0 58
F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz..... 5 00

3 sections, 5 ft., doz..... 6 60

3 sections, 6 ft., doz..... 7 50
F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy..... 14 50

30-gal. Standard..... 12 00
F.o.b. Montreal and Toronto.

BOARDS

Eake Boards. Per doz.
F.o.b. Stratford.

No. 1—18 in. x 24 in. 7 00

No. 2—18 in. x 28 in. 7 65

No. 3—20 in. x 30 in. 8 00

Ironing Boards.

Size 12 x 60 ins., doz..... 8 00

Size 14 x 30 ins., doz..... 9 00

Folding, 14 x 58 ins., doz..... 21 00

Sleeve Boards.

Basswood, stationary, doz.... 2 25

Folding, per doz..... 3 60

Boards, Stove.

See list under Wares.

Tin Plate Zinc

Boards (Wash) Dozen \$2 00

Pony Crown Dandy 4 05 4 25

Improved Globe 3 15 4 35
Standard Globe 3 25 4 45
Original Globe 3 50 4 75
Newmarket King 4 75
Diamond King (Glass)..... 5 00
Western King (Enamel).... 5 25
Wood, double faced 2 20
Subject to small discounts for quantities.
f.o.b. Newmarket.

BUTTS

Wrought Steel—

No. 840 17½%

No. 800 15 %

No. 838 17½%

No. 808 17½%

No. 804 20 and 10%

No. 802, 842, 844 25 %

Nos. 810 and 814 12½%

Nos. 820 and 910 25 %

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Held Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Electric Weld Chain—¾, \$17.50;

3-16, \$12.50; ¼, \$9.50; 5-16, \$8.80;

¾ to ¾, \$7.75; Standard Chain—

¾, \$9; 1 inch, \$8.85; 1¼, \$8.20.

B.B. Electric Weld—¾, \$11; 5-16, \$10.50; ¾-¾, \$9.

Standard B.B.—¾, \$11.50; 1 inch, \$12; 1¼ inch, \$10.50.

B.B.B. Chain is priced as follows:

¼ in., \$13; 5-16 in., \$11.10; ¾ in., \$10.30;

7-16 in., \$10.05; ½ in., \$9.85;

¾ in., \$9.65; ¾ in., \$9.50;

¾ in., \$9.35; 1 in., \$9.20.

Fire Welded—7-16 in., \$6; ½ in., \$6; ¾ in., \$6; ¾ in., \$6.

B.B.B. Crane Chain—¾ in., \$9 per 100 lbs.;

5-16 in., \$8; ¾ in., \$7.20;

7-16 in., \$7.20; ½ in., \$7.20;

¾ in., \$7.20; ¾ in., \$7.20. F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, 12½%;

dog chains, 32½%; halter chains, 32½%;

tie-out chains, 60%; stall fixtures, net list; breast chains, 2½%.

F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., \$2.40.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, \$9;

No. 1, \$9; No. 2, \$10; No. 3, \$11;

No. 4, \$13; No. 5, \$16.

List prices power churns:—No. 0, \$11;

No. 1, \$11; No. 2, \$12; No. 3, \$13;

No. 4, \$17; No. 5, \$20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25% out of stock.

CHOPPERS, FOOD

Universal (doz.)— Montreal Toronto

No. 0 \$14 00 \$13 50

1 17 40 16 30

2 20 40 19 00

3 25 80 24 50

CLOTHES LINE (Galvanized)

No. Per 1000 ft.
17—7-strand, 100 ft. lengths...\$6 80
17—7-strand, 50 ft. lengths... 7 00
18—6-strand, 100 ft. lengths... 5 20
18—6-strand, 50 ft. lengths... 5 45
19—6-strand, 100 ft. lengths... 4 60
19—6-strand, 50 ft. lengths... 4 85
F.o.b. Montreal, Toronto, London.

COPPER

Montreal Toronto
Casting ingot, see weekly report.

Bars, ½ to 2 in.\$55 00 \$52 00

Plain sheets, 14 oz., 14x28 in., 14x60 in. 50 00 54 00

Copper sheet, tinned, 14x60 in., 14 oz.... 52 00 56 00

Copper sheet, planished, 14x60 base.. 58 00 60 00

Braziers' in sheets, 6x4 base 52 00 55 00

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb. 0 48½

No. 7, lb. 0 47½

Nos. 8, 9, 10, 12..... 0 47

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal.

Montreal Toronto
Ordinary, 52 sheets.. 9 00 8 50

Galvanized

Apollo Crown Gorbals

18x24x52 .. 9 75 9 75 9 75

60 .. 10 00 10 00 10 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box

IC, 20x28 base\$24 00

IX, 20x28 base 28 00

IXX, 20x28 base 32 00

IXXX, 20x28 base 36 00

F.o.b. Toronto.

Raven and Murex Grades—

IC, 20x28 base, 112 sheets... 26 00

IX, 20x28 base, 112 sheets... 28 50

IXX, 20x28 base, 56 sheets.. 15 00

IXXX, 20x28 base, 56 sheets.. 16 00

F.o.b. Montreal.

TERNE PLATES

I C, 20 x 28, 112 sheets.... 20 00

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base\$12 00

20x28 IC, ouble box 24 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

Nominal

IC, 1

The Hall-Mark of Paint Quality—



**The Crown
and Anchor
Brand**



**Jamieson's
Pure Prepared
Paints and
Varnishes**

As the "Anchor" holds the ship from drifting, *Jamieson's Paints* hold customers to your store by sheer strength of their quality and durability.

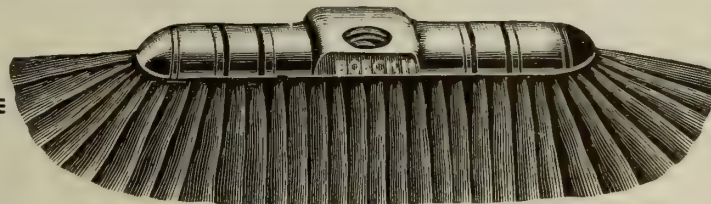
The "Crown" is symbolic of worthiness—*Jamieson's* have proved their worth as the Sovereign paint for over fifty years. *Let this Brand dominate your paint department and hold your trade.*

Let us tell of the advantages of our proposition.

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., Limited



Here Is Your Profitable Line BOECKH'S HAIR FLOOR BROOMS

The Hair Floor Broom because of its durability and economy is finding increasing favor with housewives. BOECKH'S HAIR BROOMS win the sale over the cheaper brands because of the EXTRA QUALITY in Material and Workmanship. There is long life to a Boeckh Broom with the Boeckh guarantee of maximum service.

Get behind this line—there is profit for you, satisfaction for your customer.



The Boeckh Bros. Company, Ltd.

TORONTO, CANADA



If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, net list; class B and C, net list. Cast iron fittings, 25% off list. Malleable and cast bushings, 35%; unions, 30 to 42½%; plugs, 35% off list. F.o.b. Toronto.

GRINDSTONES

Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 80
Under 40 lbs. 1 90
Mounted No. 115, each. 4 50
Bi-Treadle, each. 5 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

Doz.

Russet rope shank, 1 in. \$ 9 15
Russet rope shank, 1½ in. 10 30
Black rope shank, 1 in. 10 55
Black rope shank, 1½ in. 12 00
Hand sewn, no shank, 1 in. 14 40
Hand sewn, no shank, 1½ in. 17 40
Hand sewn, with shank, 1 in. 17 40
Hand sewn, with shank, 1½ in. 19 30

Halters (Sisal).

7-16 in. gross, \$21.60; 9-16 in., \$32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt. 14 40
Masons, 5 lbs. and over, per cwt. 14 40
Napping, up to 2 lbs. 20 65
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

Second growth ash fork, hoe, rake and shovel-handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles, 35%; all ash axe handles, 30%; all maple and oak axe handles, 57%; all other hickory handles, 37%; hickory cant hook and peavie handles, 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees, 25%; ash carriage neckyokes, 25%; ash and hickory carriage, buggy and democrat whiffletrees, 35%; twin neckyokes, 40%; chisel and file handles, 40%; Pearson horse pokes, 35%; dictator, Champion and Climax horse pokes, 30%; wood bow rake, 25%; wire bow rake, 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

Atlas, No. 0 8 45
Atlas, No. 1 9 25
Steelall, No. 50 7 30
Steelall, No. 51 7 80
Atlas, No. 2 10 75
Stearns, 4 in. 7 65
Stearns, 5 in. 10 65
Perfect, No. 1 10 45
Perfect, No. 1½ 12 00
Perfect, No. 2 10 00

Storm King and safety hangers, doz. 9 30

Steel track, 1½ in. 9 00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	\$3 00	\$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch		14 40

Subject to discount of 20 and 10% off list.

Light

Strap

Tee

3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	7 25
Over 14 in., per 100 lbs.	6 75
Extra hooks for above ½ in., per lb.	7¼
Extra hooks for above, ¾ in., per lb.	7

F.o.b. Toronto, London, Hamilton and Montreal.

HOOKS, GRASS.

English

Canadian Fox

No. 2, per doz.	\$2 65	\$3 45
No. 3, per doz.	2 75	4 00
No. 4, per doz.	2 85	4 60
Little Giant	4 65	

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

No. 2 No. 1

Patterns	made	larger	smaller
Light iron	0-7	\$5 25	\$5 50
Long heel light iron	3-7	5 25	
Medium iron	1-8	5 25	5 50
Heavy iron	6-8	5 25	
Snow	1-6	5 50	5 75
New light "XL" steel	1-6	5 70	5 95

Featherweight

"XL" steel. 0-4 7 10*

Special counter-sunk 0-4 7 60*

Toe weight (front only) 1-4 8 10*

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

HOSE, LAWN

London Toronto

Corrugated, ½ in., ft.	0 12	0 14
Corrugated, ¾ in., ft.	0 16	0 19
Corrugated, 1 in., ft.	0 22	0 28

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 90c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots 17 50
72x30. 26 gauge, case lots 18 00
Less than case, 25c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

London Toronto

Mrs. Potts, No. 55, polished, per set.	1 20	1 60
Mrs. Potts, No. 50, nickel-plated, set.	1 30	1 70
Mrs. Potts, handles, japanned, doz.	1 00	1 15
Sad irons, common, plain, 3, 4 and 5 lbs.		10 50
Sad irons, plain, 6 lbs. up.		8 00
Sad irons, common, plated.		5 50
Princess Electric, each		3 20
Canadian Beauty Electric Irons, each		3 38
Gasoline Sad Irons, each.	3 15	3 85

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.

Per ft.

Shelf-lock	15c ft.
Ontario	20c ft.
Faultless	23c ft.
Mechanic	29c ft.
Hercules	26c ft.
Perfect	25c ft.
Faultless, extra heavy	28c ft.
Hercules, extra heavy	31c ft.
Mechanic, extra heavy	34c ft.
B.T. Standard	19c ft.
B.T. Economy	15c ft.
B.T. Iron Bound, 4-8 ft.	27c ft.
B.T. Iron Bound, 16 ft.	42c ft.
B.T. Iron Bound, 18 and 20 ft.	52c ft.
Crescent	18c ft.
Household	14c ft.
Standard, 4-12 ft.	20c ft.
Electrician	26c ft.
Heavy duty	47c ft.
Extension	25c ft.

Common and Roped Extension.

Up to 32 ft.	18c ft.
34 to 44 ft.	20c ft.
46 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	14c ft.
18 ft. to 22 ft.	15c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

Per doz.

Short Globe, doz.	8 50
Jumbo, doz.	11 00
Jap'd Dash, doz.	11 00
Search Dash, doz. X-ray	12 60
Little Bobs	1 75 3 60
Copper, well japanned, doz.	14 25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	0 90
Cold blast	1 00
Cold blast, short ruby	3 25
Cold blast, common ruby	3 25

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb. No. 2, per doz.	1 90
Steel Thumb. No. 3, per doz.	2 50
Steel Thumb. No. 4, per doz.	4 45
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

*For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

List Each

Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand.	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00

Connor ball-bearing, with rack 18 50
I X L 18 50
Gem 16 50
Winner, plain 13 50
Connor Improved 9 00
Jubilee 8 50
Canada First 19 00

Discount, 45, 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	13 50
B.T. Ideal Power	15 00
B.T. Ideal Water Motor	25 40
B.T. Cyclone	12 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	92 09

Discount on B.T. Goods 45%. F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

Per doz.

Tinsmiths, 2½ x 5½ in. 1.75-2.00
Carpenters', rd. hickory 2.00-2.50
F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net. \$12 00
S. W. Mops, doz. 4 00
Mop Sticks, doz., No. 8. 1 35
Cast head mops, doz. 1 50
Crescent, doz. 1 65
Crank wringing, doz. 5 95
F.o.b. Montreal, Toronto, Hamilton, London.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch	\$1	3 inch	10c
1½ inch	\$1	3½ inch	10c
1¾ inch	65c	3¾ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, \$5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, \$5.25 base.

Freight equalized on above points.

Windsor, Walkerville, f.o.b. factory points, carload freight allowed, \$5.02½.

Sault Ste. Marie, Port Arthur, Fort William, \$4.90 base, f.o.b. factory; no freight allowance.

Moulding, flooring, Slatting, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, \$5 base; Toronto, \$5.35 base; London, \$5.30; Hamilton, \$5.05. No equalization of freights.

Roofing Nails—American, large head, keg, \$8.20.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

C Brand Per box of—

Size	25 lbs.
No. 3	\$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00



For Their Summer Homes

your customers will want varnishes that are durable and impervious to severe weather. To brighten up their summer homes and give them a finish that will wear, they naturally demand the

3 SHERWIN-WILLIAMS VARNISHES

Marnot the floor varnish "as perfect as man can make"—is tough and durable. It withstands the heavy wear likely in the summer home.

Scarnot is an ideal varnish for inside woodwork—unaffected by extreme heat, rain or snow—a finish that "stands up" and maintains a beautiful polish.

Rexpar is the varnish that is designed to battle with the elements—a varnish that may be used wherever the surface is exposed to sun, rain or wind.

These are the three Varnishes your customers will want. Be prepared to supply, from a complete stock, the demand that we have created.

The complete line of Sherwin-Williams Finishes will help you to obtain a larger share of the paint business in your town.

If you are not already a Sherwin-Williams Agent, write for our proposition.



THE SHERWIN-WILLIAMS Co.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.



If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton, London

"M.R.M." BRAND

Net Price List

No.	Lengths	of 25 lbs.
3	1 1/2"	\$18 75
4	1 3/4"	8 75
5	1 15-16"	3 75
6	2 1/8"	3 50
7	2 5-16"	3 25
8	2 1/2"	3 25
9	2 11-16"	3 00
10	2 7/8"	3 00
11	3 1-16"	3 00
12	3 1/4"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$2; No. 2 and larger, \$1.90; "Sharp," No. 2 and larger, \$2.10; "Sharp," No. 1 and smaller, \$1. Put up in 25-lb. boxes. F.o.b. St. John, N.B.

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	\$1 80	48 inch...	\$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1 1/2 inch mesh and 19 ga. wire.

12 inch...	\$3 50	42 inch...	\$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch...	\$4 00	42 inch...	\$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

3/4-inch mesh and 20 ga. wire)

24 inch...	\$10 50	36 inch...	\$15 00
30 inch...	12 75		

1/2-inch mesh and 22 ga. wire)

24 inch...	\$16 50	36 inch...	\$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30 10% off list.

Montreal, 30% off list.

American netting, 30% off list.

	Per rod
Invincible—1640	\$ 0 70
1848	0 74
2060	0 85

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American).....	\$20 75
U.S. Navy (American).....	20 00
Clipper, U.S. (spun).....	21 00
U.S. Navy (Eng.).....	18 50
Plumbers.....	\$8 50 9 00

F.o.b. Montreal, Toronto

OIL

Can. prime white		
petrol	\$0 17	\$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	27-30
Black oil (Summer)	0 14	0 13
Black oil (Winter)	0 14 1/2	0 13 1/2
Cylinder Green	0 38	\$ 37 1/2
Paraffine	0 21 1/2	\$ 20 1/2
XXX Machine	0 24	0 23
Fuel oil, bbls.	0 12	0 11
Fuel oil, tank cars.	0 10 1/2	0 09 1/2

FUEL MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	\$0 12
Coarse jute	0 09 1/2
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 66
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred felt, per cwt.	3 35
Asbestos sheeting, (per 100 lbs.)	\$9 00 \$12 00
Carpet Felt, 16 oz., per 100 lbs.	\$4 50 \$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS (CLAY)Rock Clay

5 to 6 lbs. doz.	\$8 15
6 to 7 lbs. doz.	8 45
7 to 8 lbs. doz.	8 75
8 lbs. only	9 00
7 lbs.	9 25
8 lbs.	9 50

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)....	\$0.80-\$0.90
4 gross (cartons) 4 1/2 in.	0.85-0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective May 14, 1917:

	Black Galvanized	Per 100 feet
	Standard Butt weld	
1 1/8 in.	\$ 4 50	\$6 00
1 1/4 in.	4 50	\$6 00
1 1/2 in.	4 96	7 00
1 3/4 in.	6 29	7 86
2 in.	7 94	10 06
2 1/4 in.	11 73	14 88
2 1/2 in.	15 87	20 13
2 3/4 in.	18 98	24 06
3 in.	25 53	32 38
3 1/2 in.	40 95	51 77
3 in.	53 55	67 70
3 1/2 in.	66 24	83 26
4 in.	78 48	98 65
	Standard Lap weld	
2 in.	28 40	34 97
2 1/2 in.	42 71	52 94
3 in.	55 85	69 23
3 1/2 in.	68 08	86 02
4 in.	80 66	101 90
4 1/2 in.	98 98	118 70
5 in.	109 50	138 40
6 in.	142 10	179 50
7 in.	185 60	232 05
8 L in.	195 00	243 75
8 in.	224 60	280 80
9 in.	269 10	336 38
10 L in.	249 60	312 00
10 in.	321 40	401 70

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 50%.	
4 1/2" and larger, 45%.	
4" and under, running thread 30%.	

Standard couplings, 4" and under, 40%.

4 1/2" and larger, 20%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list	\$8 00	
3 in., in 10-ft. lengths, list	9 70	
4 in., in 10-ft. lengths, list	12 80	
5 in., in 10-ft. lengths, list	17 50	
6 in., in 10-ft. lengths, list	21 30	

Above subject to 25% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and under	47 1/2	50
8" soil pipe	40	40
Medium and extra heavy fittings, 6" and under	52 1/2	50 & 10

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	\$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
1/2-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Liquid Veneer—

4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17 1/2%; Iron Burrs, 17 1/2%. Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%. Extras on Copper Rivets, 1/2-lb. pkgs., 1c per lb.; 3/4-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 55
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 05

Liquid roofing cement, per gal.

in barrels	0 27
5 and 10 gal. lots, per gal.	0 32
Coal Tar, bbl.	\$4.50-5.25

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE

Pure Manila basis	33 1/2
British Manila basis	27 1/2
New Zealand hemp basis	27 1/2
Sisal basis	24 1/2

Above quotations are basis prices 5/8 and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than 5/8 and down to 7/16 dia.—1/2c above basis; 3/8 dia., 1c above basis; 1/4 and 5/16 dia. 1 1/2c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	24 1/2
Double lath yarn	25
Yacht marine, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17 1/2
Italian rope basis	50
Cotton, 1/4 in.	0 44 1/2 0 49 1/2
5-32 in.	0 43 1/2 0 46
3-16 in.	0 41 0 43 1/4
1/4 in. and up.	0 40 0 42

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandoaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale	Stamping
	List	extra
4 lb.	\$ 4 60	\$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00

2000-lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10 lb. Household..	4 00	0 10
25 lb. Household..	5 20	0 30

Above list prices subject to a discount of 15%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72 1/2
Wood, R. H., bright	67 1/2
Wood, O. H., bright	67 1/2
Wood, F. H., brass	37 1/2
Wood, R. H., brass	32 1/2
Wood, O. H., brass	32 1/2
Wood, F. H., bronze	27 1/2
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Each \$6 80

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10 3/4 oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10 3/4 oz.	\$10 00
U.S. 26	9 70
U.S. 28	9 40
22 and 24	9 25
18 and 20	9 10
14 and 16	8 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, \$11.55; 22-24 gauge, \$11.75; 26 gauge, \$12; 28 gauge, \$12.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand Montreal Toronto

14 gauge	\$11 05	\$ 8 85
16 gauge	11 05	8 95
18-20 gauge	11 20	9 10
22-24 gauge	11 40	9 25
26 gauge	11 60	9 40
28 gauge	11 90	9 70
10 3/4 ozs.	12 25	10 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbais "best-best"
16	\$11 55	\$11 55	\$11 20
18-20	11 55	11 55	11 40
22-24	12 25	12 25	11 60
26	12 25	12 25	11 80
28	12 00	12 00	12 20
10¾ oz., . . .	. . .	. . .	12 50

RAMSAY'S

THE RIGHT PAINT TO PAINT RIGHT

UNICORN BRAND READY MIXED PAINT

The Paint that Gives Satisfaction To
The User and Profit to The Dealer

A. RAMSAY & SON CO.

In Business over 75 years

MONTREAL

TORONTO

VANCOUVER

The Paint That Makes Selling a *real* Pleasure

GET the agency of **Moore's House Colors** without delay and watch how quickly your plant profits will grow. Your customers will come back with words of praise for the paint and you will realize a sense of real pleasure in handling this line.

Dealers who have come-round to Moore's line are reaping a bigger profit than they thought possible in paints—try for yourself and see.

Information to prospective agencies
gladly given

BENJAMIN MOORE & COMPANY

West Toronto, Ont.



If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Ontario, Quebec and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35%	20 and 10%	12½%
Draining Tools	35%	35%	.....
Hollow Back Scoops	15%	.....	7½%
Hollow Backs, Sand Shovels and			
Coal Shovels	33 1-3%	.....	2½%
Riveted Back Scoops	12½%	12½%	12½%
Jones Miners Spring Point Riveted			
Shovels, Lists Nos. 42 and 43....	12½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	1st Grade	2nd Grade	4th Grade
No. 2, black	\$19.00	\$16.50	\$12.00
Draining Tools, No. 2, black.....	19.00	18.00	.....
Hollow Back Scoops, No. 2, black.	16.80	.....	13.80
Sand Shovels, No. 3, black.....	18.50	.....	11.50
Hollow Back Shovels, No. 2, black.	18.00	.....	10.50
Coal Shovels, No. 2, black.....	21.50	.....	14.00
Riveted Scoops, No. 2, black.....	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished\$1.00 per dozen net

Half polished50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	\$12 55
Perfection 4-burner	16 00
No. 22G oven for above stoves	3 30

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters

No. 520 (120), each.....	\$3 85
No. 525 (125), each.....	3 80
No. 530 (130), each.....	4 25
No. 560 (160), each.....	6 55
No. 630 (230), each.....	5 65
No. 660 (260), each.....	7 95

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.

SWEEPERS, CARPET

Boudoir	Doz. \$31 00
Champion Nic	25 00
Champion Jap	23 00
Univ. japd., cyco bearing.....	26 00
Univ. N.P., cyco bearing.....	29 00

Grand Rapid, japd., ball-bearing

ing

Grand Rapid, N.P., ball-bearing

ing

Princess, N.P., ball-bearing.....

Elite, ball-bearing.....

Am. Queen, N.P., ball-bearing

34 00

Parlor Queen

37 00

F.o.b. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac.doz \$77 00

Household Vac.

63 00

Superba Vac.

92 00

F.o.b. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, each... \$7 20

Ontario, 2-passenger, each... 5 50

Baby, each

3 50

F.o.b. Stratford

"Quebec," 4-passenger, each... 6 50

"Quebec," 2-passenger, each... 5 50

F.o.b. Montreal

TACKS

Wire Tacks

65 and 5%

Revised Hardware Tack

List adopted Jan. 1,

1916

65 and 12½%

Double pointed tacks.....60 10%

Shoe findings list adopted

April 23, 1917—Net list.

List of Capped Goods

adopted Jan. 1, 1916...65 12½%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 33 1-3%.

Samson, 25 and 5%.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth

Per 100 ft.

8 in.

\$6 90

10 in.

7 10

12 in.

9 70

15 in.

12 50

18 in.

16 00

Discount, 25%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

Victor No. 1	Doz. \$1 65
Jump, No. 1	2 15
Hawley & Norton, No. 1....	2 50
Newhouse, No. 1	3 45

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder)

500 ft.	\$ 0 15½	\$ 0 19½
550 ft.	0 16½	0 20
600 ft.	0 17	0 20½
650 ft.	0 17½	0 21½

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.....	39½-50c
4-ply wrapping, lb.....	42 -53c

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	\$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75

F.o.b. Newmarket

VALVES

Ground work	35-53
Compression work, standard..	55
High grade	48

Cushion work

Fuller work, standard.....

54

High grade

47

Basin cocks, No. 0 standard.....

49-53

High grade

49

Nos. 1 and 2, standard

49-53

Bath cocks

55

Standard

53

High grade

50

Roundway Stop and Waste

Cocks, standard

53

High grade

50

Brass Steam Cocks, standard

10

Radiator valves, standard....

15

High grade

15

Globe, angle and check valves,

standard

15

Do, high grade

7½

Patent quick opening valves..

55

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 60%.

Colonial, 30, 20%.

Imperial Ware, 30 and 20%.

Premier, 25%.

Canada Ware, 25%.

White Ware, 50, 17½%.

Japanned Ware, list.

Japanned Ware, White, list, plus

10%.

Plain and Jap Sprinklers, list plus

5%.

Stamped Ware, plain, 50, 15%.

Stamped Ware, retinned, 50, 10%.

Copper Bottoms, list, plus 10%.

Tinnings' Trimmings, plain, 50, 15%.

Tinnings' Trimmings, retinned, 50

and 10%.

Tinnings' Trimmings, general, 5%.

Milk Can Trimmings, list, plus 30%.

Cream Cans, Railroad, 5%.

Factory Milk Cans, list, plus 10%.

Railroad Delivery Milk Cans, 12½%.

Pieced Ware, C.B., list, plus 30%.

Sheet Iron Ware, 7½%.

Pieced Ware, ordinary, list, plus

12½%.

Fry Pans, 50 and 10%.

Spiders, 30 and 10%.

Fire Shovels, 10%.

Steel Sinks, painted, 10%.

Steel Sinks, galvanized, 5%.

Light Galv. Pails and Tubs, list plus

10%.

Heavy Galv. Pails & Tubs, list.

Garbage Pails, list.

Balance Galv. Goods, list, plus 10%.

Jap. Coal Hods, list, plus 7½%.

Galv. Coal Hods, list, plus.

Paper Lined Boards, 50, 5%.

Wood Lined Boards, 40, 12½%.

Elboks, 2½%.

Elbows, Galv., list, plus 12½%.

Elbows, Light, 5" and 6", \$1.70.

Elbows, Light, 7", \$1.85.

Stove and other Pipes, list, plus

10%.

Stove Pipe Thimbles, 50, 10%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list.

Copper Tea and Coffee Pots, list,

plus 10%.

Copper Tea and Coffee Pots, in 3

doz. lots, list.

F.o.b. Montreal, Toronto, London

WASHERS, IRON

Full box, 10%. Price less 50 lbs.

add 1c lb.: less 25 lbs., 2 lb.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

Tor'to Lond'n Mont'l

Sectional, 1 lb.,

per 100 lbs....\$4 25 \$4 25 \$4 00

Sectional, ½ lb.,

per 100 lbs....4 25 4 50 4 00

Solid, 3 to 30

lbs., per cwt. 2 55 3 50 2 50

WHEELBARROWS

Navy, steel wheel, doz..... 45 40

Garden, steel wheel, doz..... 47 40

Light garden, doz..... 33 00

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton,

Montreal

Cut Hay Baling Wire

Per 100 lbs.

No. 9

\$6 00

No. 10

6 05

No. 11

6 15

No. 12

6 25

No. 13

6 35

No. 13½

6 35

No. 14

6 50

No. 15

6 75

Stovepipe Wire

No. 18

6 95

No. 19

7 45

Hay Wire in Coils

No. 13

5 70

No. 14

5 75

No. 15

5 85

Smooth Steel Wire.

Nos. 0-9 gauge, base

6 00

Extras over base sizes on smaller

gauges are as follows:

No. 10, 6c extra: No. 11, 12c: No.

12, 30c: No. 13, 30c: No. 14, 40c:

No. 15, 55c: No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire

10c: spring wire, \$2.50: bright, soft

drawn, 15c: charcoal (extra quali-

ty), \$1.25: packed in casks or cases.

15c: bagging and paperings, 10c:

50 and 100-lb. coils, in 25-lb. coils.

15c: in 5 and 10-lb. coils, 25c: in

1-lb. coils, 50c: in ½-lb. coils, 75c:

in ¼-lb. coils, \$1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17.....\$5 00 No. 26.....\$9 50

No. 18.....5 50 No. 27.....10 00

No. 19.....6 00 No. 28.....11 00

No. 20.....6 65 No. 29.....12 00

No. 21.....7 00 No. 30.....13 00

No. 22.....7 30 No. 31.....14 00

No. 23.....7 65 No. 32.....15 00

Your Customer—

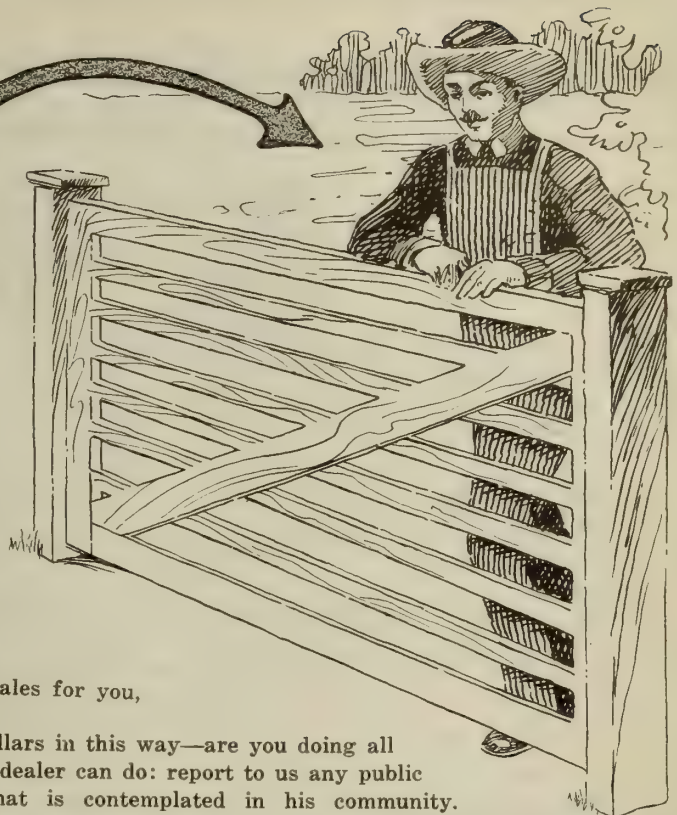
Let us help you Sell him more Concrete

SALES—big and ever bigger—that is what we are all working for. It's our aim—and it's yours.

And the farmer is your customer—and our customer. He it is who decides the fate of nations. He it is who decides whether the next road that's built shall be of concrete, also he may be a big user of cement on his own farm. That's why a big percentage of the money we spend on advertising is directed to the educating of the farmer to a full appreciation of concrete. Thus we annually create wider demand for cement—more sales for you, the dealer, and for ourselves, the producers.

We are spending thousands of dollars in this way—are you doing all you can? One thing any cement dealer can do: report to us any public works—especially road work—that is contemplated in his community.

Canada Cement Company, Limited
3 Herald Building, Montreal



It's Barn Painting Season



A community is judged by the appearance of its buildings. Do your part to make your district look prosperous and at the same time increase your paint sales. Encourage your customers to paint their barns and outbuildings **NOW. Recommend**

CROWN DIAMOND BARN PAINT

A paint made especially to meet the extreme climatic conditions of Canada. Covers well, durable, economical and will not crack, peel or blister.

Made in the following colors: BRIGHT RED, BLACK GRAPHITE, RED OXIDE, DARK SLATE, BRONZE GREEN, LIGHT SLATE and YELLOW

McARTHUR, IRWIN, LIMITED
MONTREAL ESTABLISHED 1842 TORONTO

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, \$8 for 100 lbs.; 5-lb. packages, \$7.80 per 100 lbs. F.O.B. Montreal, Toronto, London.

BEE SWAX

Per lb.
Small quantities, ...\$0 40 \$0 45
Larger quantities ...0 38 0 40
F.O.B. Toronto.

BLUE STONE

Montreal Toronto
Per lb. 14-16 14-15
London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1.\$1.50-\$2.00
Banana oil, gal. 3.50- 4.25
F.O.B. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., doz....\$1 35
Weighted, 20 lbs., doz.... 1 60
F.O.B. Montreal, Toronto, London.

COATING

Cement Coating\$2 25 3 38
F.O.B. Montreal, Toronto.

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg... 7-12c
Burnt Umber, 100 lbs..... 7-12c
Raw Sienna, 100 lb. kegs... 7-12c
Burnt Sienna, 100 lb. kegs... 7-12c
Imp. green, 100-lb. kegs... 0 23
Chrome green, pure 0 30
Chrome yellow 0 31
Brunswick green, 100-lb. k.10-12c
Indian red, 100 lb. kegs.
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright...3c, 4c
Venetian red, No. 1 0 02½
Drop black, pure dry12-25c
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02½
Spruce ochre, 100-lb. kegs. 0 04
Super magnetic red 0 02½
F.O.B. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins. 0 15
Indian red 20-26
Chrome yellow, pure 36-45
Golden ochre, pure 20-22
French spruce ochre, pure...16-18
Chrome green, pure18-26
French permanent green, pure 0 26
Signwriters' black, pure... 27-36
Marine black, 5-lb. irons... 0 17
Lampblack 0 25
F.O.B. Montreal, Toronto.

ENAMELS

Gal.
Luxberry Enamel\$6 00
Screen Enamel, BB. 1 70

GLUE

Per lb.
French medal (prices withdrawn)
English common sheet30-37
English prima 0 38
White pigfoot 0 40
Cake bone, 112-lb. bags... 0 35
Hide, 112-lb. bags 35-38
Gelatin, 112 lb. bags...45-60
Ground glues, 112 lb. bags—
No. 1 30-32

GLASS

Single Double
Thick Thick
Montreal Prices.
(Under 25)\$7 80 \$11 90
26 to 34 8 15 12 85
35 to 40 8 50 13 60
41 to 5011 75 15 50
51 to 6012 25 15 85

61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84	22 75	
85 to 90	24 35	
91 to 94	25 00	
95 to 100	29 00	
101 to 105	32 00	
106 to 110	37 00	

Montreal—Single or Double
Thick, 10%; 35 cases and over,
open.

	Ontario Prices.	B.S.	B.D.
Up to 25	\$17 00	\$24 00	
26 to 34	18 00	26 00	
35 to 40	18 60	26 40	
41 to 50	24 30	31 20	
51 to 60	25 60	32 00	
61 to 70	27 50	34 00	
71 to 80	31 00	37 00	
81 to 84		49 00	
85 to 90		53 00	
91 to 94		54 00	
95 to 100		65 00	
101 to 105		68 50	
106 to 110		79 00	

Discount 50 and 10%. Cash 2%.
F.O.B. Toronto, London, Hamilton

GLASS, PLATE

Discounts below apply to plate
glass list.

Montreal city price 25 and 5
per cent, off list.

Toronto, Hamilton, London, net
list to 20% discount, according to
specifications.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.
F.O.B. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)
Prices are per 100 lbs. in ton lots.
Less than ton lots are 30c per
100 lbs. higher than quoted be-
low.

	Montreal	Toronto
C.P. Lily Pure	\$17 30	\$17 50
Anchor, Pure	17 30	17 50
Crown Diamond	17 30	17 50
Green Seal	17 30	17 50
Tiger Pure	17 30	17 50
Ramsay's Pure	17 30	17 50
Moore's Pure	17 30	17 50
O.P.W. Dec. Pure	17 30	17 50
Red Seal	17 30	17 50
Decorator's Pure	17 30	17 50
O.P.W. English	17 50	17 70
Elephant Genuine	17 90	18 30

B.B. Genuine Lead, less than
tons, \$19.55 Toronto; \$19.35 Mont-
real. Ton lots 5% off.

LEAD (RED DRY)

	Montreal	Toronto
Genuine, 560-pound casks, per cwt...	14 00	14 70
Genuine, 100-pound kegs, per cwt...	14 75	15 45
Less quantity		16 50

F.O.B. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. tins		
2-lb. tins		
5-lb. tins		
10-lb. tins		
25-lb. casks		
50-lb. casks		
100-lb. casks		
300-lb. casks		
600-lb. casks		

F.O.B. Toronto, Montreal and
Hamilton.

MURESCO

Tints in 5 lb. packages, per 100
lbs., \$6.90. White, in 5-lb. pkgs.,
per 100 lbs., \$6.30.

F.O.B. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

Elephant White	\$ 3 20
Elephant Colors	2 80
B.H. English white	\$3 30
B.H. English, colors	3 05
Minerva White	3 10
Minerva Colors	2 50
Crown Diamond, white	3 05
Crown Diamond, colors	2 80
Fresco Tone, white	2 85
Fresco Tone, colors	2 65
Moore's House Colors	2 75
Moore's Floor Paint	2 45
Moore's Egyptian Paint	2 20
Moore's Sani-Flat	2 35
C.P.C. Pure, white	3 30
C.P.C. Pure, colors	3 05
O.P.W. Can. Brand, white	3 05
O.P.W. Can. Brand colors	2 85
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 95
O.P.W. Flat Wall, colors	2 75
Ramsay's Pure, white	3 15
Ramsay's Pure, colors	2 85
Martin-Senour, 100% white	3 30
Martin-Senour, 100% colors	3 05
Martin-Senour Porch Paint	3 05
Martin-Senour Neu-Tone, white	2 85
Martin-Senour Neu-Tone, colors	2 65
Senour's Floor Paint	2 65
Sherwin-Williams, white	3 30
Sherwin-Williams, colors	2 05
Flat Tone, white	2 30
Flat Tone, colors	2 65
Lowe Bros. H.S., white	3 30
Lowe Bros. H.S., colors	3 05
Mellotone, white	2 95
Mellotone, colors	2 75
Sanitone, White	2 65

F.O.B. Montreal, Toronto.

	Per 100 lbs.	Mun- ro's	C.P. Co.	Ber- gers
PARIS GREEN				
600-lb. bbls.	\$53 75	\$54 50		
250-lb. kegs.	53 75	54 00	54 75	
100-lb. drums.	54 75	55 00	55 75	
50-lb. drums.	54 75	55 00	55 75	
25-lb. drums.	55 00	55 25	56 00	
1-lb. 100s. pks	57 00	57 25	58 00	
¼-lb. 100s	59 00	59 25	60 00	
1-lb. 100s, tins	58 00	58 25	59 00	

Prices f.o.b. Toronto, Hamilton
London and ¼c less in Montreal.

PARIS, PLASTER

Toronto London
Per barrel\$2.75-\$3.40 \$2.35

PASTE WOOD FILLER

	Pound
1 lb. cans	0 14
2 lb. cans	0 14
5 lb. cans	0 14
12½ lb. cans	0 10
25 lb. cans	0 09

F.O.B. Montreal, Toronto.

Standard
Less than tons
Montreal Toronto

	Montreal	Toronto
Bulk, in casks	3 80	3 90
Bulk, 100-lb. drums	4 25	4 35
Bulk, 25-lb. drums	4 35	4 45
Bulk, 12½-lb. irons	4 60	4 70
Bladders, in bbls.	4 50	4 60

Ton lots standard are 20c per
hundred pounds less.

Pure Putty, \$1 cwt. advance.
London and Hamilton prices
same as Toronto.

SHELLAC

Pure White, gal..\$4.25-\$4.50.
Pure Orange, gal., \$4.
Gum Shellac, TN, 67-80c lb.;
finest orange, 72-79c; finest white,
79-80c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 40
Cumoff	2 40
O.P.W. Presto	2 50
Lingerwett	2 90

F.O.B. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in
this issue for prices.

SLATING	Gal
Liquid Slating, B.B.	\$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, \$1.10 gal; gal. tins	\$ 1 32
Gold Medal	2 05
Maritime Spar	4 25
B.-H. Stovepipe Varnish, ½ pints, per gross	10 80
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil	1 60
Jasperite Floor Finish	2 25
M-S Marble-It Floor	2 77
M-S Wood-Var	2 77
M-S Finest Interior	3 25
M-S Durable Spar	3 90
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 60
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 60
Luxberry light	3 00
Luxberry granite	3 15
Luxberry spar	4 6c
Ramsay's Universal	2 40
B.H. Frescola, 5 lbs., white, \$5.50; colors	6 00

F.O.B. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 14
Opalite, 100 lb. kegs	0 15
1 gal. package, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06

F.O.B. Montreal, Toronto.

WASTE

Extra Quality XXX	0 18½
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F.O.B. Toronto.

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORING WIPING

XX Quality	0 16½
XA Quality	0 15
X Quality	0 14
Quality I	0 14
Quality II	0 10
Quality III	0 09
Quality IV	0 08½

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade dis-
count for quantity.

WAX

	Per lb.
C. P. Floor Wax	0 35
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Anchor	0 32
O.P.W. Lion Brand	0 30
Old English	44-46
Johnsons	44-46
Gold Medal	0 30
Ramsay's	0 30

F.O.B. Montreal and Toronto.

WHITING

	Per 100 lbs.
Plain, in bbls.	\$1.75-\$2.50
Gilders, bolted, in bbls.	2.50- 2.75

F.O.B. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.
In gallons	\$2.10-\$2.15
Barrels	1.90- 2.00

\$4 extra for barrels
F.O.B. Montreal, Toronto, London.

The House That Found Itself

An attractive little story of a house which was redeemed from shabbiness by the wise use of Good Varnish and White Enamel.

Every Hardwareman should have a copy of this book. Free copy will gladly be sent on request.

The Dougall Varnish Co., Ltd., Montreal

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

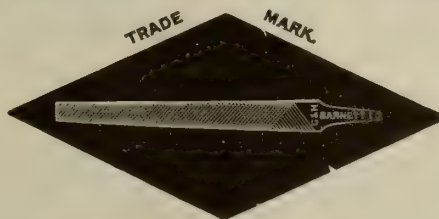
DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$19, chilled.
\$20.50; buckshot, \$19.80; ball,
\$20.20.

ANVILS

Peter Wright, 80 lbs. and up, 20c
per lb.; clip horn, 21c lb.
Norris, 80 lbs., and over, 15c.

AXES

Single Bit \$ 9 00 \$14 00
Double Bit 14 50 16 50
Broad axes 28 00 31 00

BARS, CROW. \$6.25 per 100 lbs.

BAR IRON

Bar iron, \$4.50; Swedish iron,
\$5.25; sleigh shoe, steel, \$5.25;
spring steel, \$6.25; machinery steel,
\$6.25; tool steel, octagon, 100 lbs.,
\$15.

BELTING

Rubber, 6 in. and under, 40%;
over 6 in., 30 and 5%.

Agricultural or No. 1 leather belt-
ing, 47½% off list.

Standard, 30, 10 and 5% off list.
The "double" list is just twice the
price of "single."

BELT LACING

In sides, tanned, \$1.30 per lb.;
cut, \$1.45 per lb.; rawhide, sides,
\$1.25; cut, \$1.40.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ¾ and smaller, 15%;
5%; 7-16 and larger, 5% on list;
machine, ¾ and under, 5%; 7-16
and over, 5% on list; machine set
screws, 25%, plough bolts, 5% on
list; stove bolts, 50%; shaft bolts,
5% on list; tire bolts, 30%; sleigh
shoe bolts to ¾, 5% on list; 7-16
and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, \$1.10 to \$1.75 per roll,
according to quality; plain, 80c to
\$1.60.

CHAIN

Coil, 3-16 in., \$12.50; ¼, \$9.75;
5-16, \$8.85; ¾, \$8; 7-16, \$7.75; ½,
\$7.50; 9-16, \$7.50; ¾, \$7.40; ¾,
\$7.25; Logging, 5-16, 9¼c; ¾, 8¼c;
tie-out, 57½c.

CHURNS

Barrel, No. 0, \$6.75; No. 1, \$6.75;
No. 2, \$7.50; No. 3, \$8.25; No. 4,
\$9.75 each.

CLEVISES, MALL. 13c per lb.

COPPER

Sheet and planished copper, 75c
per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in.
round shank, 30%.

EAVETROUGH

Eavetrough, 8 in., per 100 ft.,
\$6.10; 10 in., \$6.80; 12 in., \$8.

Conductor pipe, 2 in., per 100 ft.,
ft., \$7.15; 3 in., \$8.60; 4 in., \$11.40.

ENAMELWARE

Canada, 20; Imperial, 30, 12½;
Premier, 20; Colonial, 30, 12½;
white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,
18c lb.; 10-lb. jugs, \$2.15 each; 24-
oz. bottles, \$4.35 doz.; 12-oz. bottles,
\$2.25 doz.

GALVANIZED WARE

17½% advance on net list, except
heavy tubs and heavy pails, which
are 7½% advance on list.

GLASS, WINDOW Single Double
Up to 25 in. \$ 8 75 \$12 75
26 to 40 9 75 14 75
41 to 50 12 50 16 50
51 to 60 13 00 17 25
61 to 70 14 00 18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., \$2.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 15%.
Corrugated Strap Hinges—4,
\$1.35 5, \$1.90; 6, \$2.65; 8, \$4.30;
10, \$6.35; 12, \$9.70.
Corrugated Tee Hinges—4, \$1.70;
5, \$2.60; 6, \$3.15; 8, \$5.50; 10,
\$7.85; 12, \$11.10.

HORSESHOES

Iron, No. 0 to 1, \$6.25; No. 2 and
larger, \$6.00; snowshoes, No. 0 to
No. 1, \$6.50; No. 2 and larger,
\$6.25; steel, No. 0 to 1, \$6.70; No.
2 and larger, \$6.45; featherweight,
\$7.85.

JACKSCREWS

20 per cent. off list.

IRON BAND

1½ in., \$5.30; 1¼ in., \$5.30; 1 in.,
\$5.40.

IRON GALVANIZED Apollo and
Premier de Lis

10¾ oz. or 28 Eng.	12 00	12 00
28 Am. or 26 Eng.	11 70	11 70
26 Am. or 26 spec.	11 40	11 40
24	11 25	11 25
22	11 25	11 25
18 and 20	11 10	11 10
16 Am.	10 95	10 95

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per
lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set..... \$1 20
Mrs. Pott's No. 50, set..... 1 25

Mrs. Pott's common sad iron
handles, \$1.15 dozen. Mrs. Pott's
improved, \$1.50 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$5.50; per doz.,
75c; B, per case 6 doz., \$4.85; per
doz., 90c.

LANTERNS

No. 2, plain \$8 75
No. 20, X-ray 12 50
No. 22, Dash-board 11 25
Short Globe, doz. 8 75

LEAD PIPE, \$17.40

LEAD WASTE, \$18.40

LINSEED OIL

See weekly report.

MATTOCKS

Picks, \$7.75; cutter, \$7.75.

NAIS

Wire, f.o.b. Fort William, \$5.45
base; Winnipeg, \$5.45 base. Cut
f.o.b., Winnipeg, \$6.

NETTING, Poultry, 37½%.

Banner Netting, 24 in., \$3.50; 36
in., \$4.50; 48 in., \$5.25; 60 in.,
\$6.25; 72 in., \$7.

NUTS

Square, small lots, blank, 4¼c;
tapped, 4¾c advance on list; Hexa-
gon, small lots, blank, 4¾c; Tapped,
45c advance on list; case lots,
all styles, 1c less than above.

OILS

"Buffolite," 20c; Ideal Thresher,
37c; "B" Castor machine oil, 24¼c;
Buffalo engine gasoline, 35c; Buf-
falo "A" gas engine oil, 48c; Royal
gasoline, 35c; Family safety coal oil,
20c; "Engoline" engine coal oil,
16c; Summer black oil, 21c; Kelso
engine oil, 45c; Electro oil, 45c;
Royalite oil, 10¼c; Standard gas
engine oil, 44c; Prairie Harvester
oil, 46c.

PAINTS

Stephens' Out White, \$3.35;
Stephens' House, \$3.10; Stephens'
Floor, \$2.70; Silkstone, \$2.65.

DRY COLORS

Yellow ochre, in bbl. lots, 3c;
less than barrel lots, 4c; golden
ochre, barrels, 4c; less than barrels,
5c; Venetian red, barrels, \$2.50; less
than barrels, \$3.50; American ver-
million, 20c; English vermilion, 3c
per lb.; Canadian metallic oxides,
barrel lots, 3¼c; English purple
oxide, in casks, 3¼c; less quanti-
ties, 4c per lb. Red lead, kegs, \$14;
less quantities, 16c.

PICKS, Clay, 6-7, \$7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	\$ 5 63	\$ 7 97
¾ inch	5 72	8 06
½ inch	7 34	9 14
¾ inch	9 27	11 70
1 inch	13 73	17 28
1¼ inch	18 57	23 40
1½ inch	22 19	27 95
2 inch	29 84	37 62
2½ inch	47 84	60 12
3 inch	62 55	78 66
3½ inch	77 40	.....
4 inch	91 70	.....
4½ inch	108 00	.....
5 inch	126 00	.....
6 inch	163 80	.....

PLASTER, Paris, per bbl., \$3.75.

PLATES, CANADA

18 x 21 per box, half polish, \$8.50;
full polished, \$9.50; 18 x 24, half
polished, \$8.50; full polished, \$9.50;
20 x 28, half polished, \$8.75; full
polished, \$9.75.

PLOW SHARES, 10c per lb.

POINTS

Landslide plow, 1½ x 14 in., \$1.75
per dozen.

PUTTY

100-lb. irons 5 00
25-lb. irons, per cwt. 5 30
1½-lb. tins 0 08

RIVETS AND BURRS

Iron rivets, 10 per cent.; copper,
No. 7, 65c lb.; No. 8, 66c; No. 9,
69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 74c;
No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8,
66c; No. 9, 69c; No. 10, 71c; No.
12, 76c.

ROPE

Sisal, 24¼c base; pure Manila,
34c base; British Manila, 27¼c
base; lath yarn, 24¼c base; African
hemp, 26¼c base; cotton rope, ¼
and over, 46c.

Tarred Marline Hanks, per lb.,
31c.

SASH BALANCES (Caldwell), Net list.

SAWS, BUCK

Happy Medium, \$7.50; Watch
Spring, \$7.75; Lance Tooth or
Lightning Blades, \$8.25; New Cen-
tury, \$9.75.

SCREWS

Bright iron round head, 60%; flat
head, 65%; round head, brass, 25%;
flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	\$10 25
12 gauge	10 25
14 gauge	10 00

16 gauge	10 00
18-20 gauge	9 80
22-24 gauge	9 85
26 gauge	9 90
28 gauge	10 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr.
Pt., \$11.50 per doz.; D.H. Rd. Pt.,
\$11.50 per doz.; L.H., Sqr. Pt.,
\$11.50; L.H. Sqr. Pt., \$11.50; D.H.
Rd. Pt., \$11.50; Bulldog and Jones,
D.H., Rd. Pt., \$12.35; D.H. Sqr. Pt.,
\$12.35; L.H., Rd. Pt., \$12.35; L.H.
Sqr. Pt., \$12.35; Black Cat and
Crescent Scoops—No. 4, \$13.70 doz.;
No. 6, \$14.60; No. 8, \$15.55; No.
10, \$16.50; Moose and Jones Scoops,
No. 4, \$15.15; No. 6, \$16; No. 8,
\$16.85; No. 10, \$17.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., \$7.05; 5-16, \$6.70;
¾, \$6.50; ½, \$6.30.

STAPLES

Bright wire, per cwt., \$5.30 at
Fort William, \$5.70 Winnipeg; gal-
vanized staples, \$6.10 Fort William,
\$6.50 Winnipeg.

STEEL

Sleighshoe, \$5.25 base per cwt.;
plow, common, \$6.25; crucible plow,
\$7.25; angle, \$5.35; harrow, \$5.25
base; cast, octagon tool steel, 15c
base; square tool, 15c base
spring, \$6.25; machine, \$6.25 base;
tire, \$5.35. Mild, 3-16, ¼, 5-16,
\$6.75 base; other sizes, \$5.25 base.

STEEL HOOPS

½ in., \$7.25; ¾ in., \$7; ¾ in.,
\$6.25; ¾ in., \$6; 1 in., \$6; 1¼ in.,
\$6; 1½ in., \$5.50.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TIN PLATE

20 x 28 I.C.	\$23 00
20 x 18 I.X.	25 00
20 x 33 I.C.	27 25
20 x 33 I.X.	29 50
Terne plates	20 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.... \$2 20
Stephens Exalite, gal..... 3 00

WASHERS

Iron, small lots, 5%+75c; full
boxes, iron, 10%+75c.

WHITE LEAD

Decorators' pure, ton lots, \$18.05;
less than ton lots, \$18.40.

WIRE, BARB

Lyman, 4-point, \$4.20 f.o.b. Ft.
William, \$4.50 Winnipeg; Glidden
Cattle, 2-pt., \$4.05 Ft. William,
\$4.35 Winnipeg; Baker 2-pt., \$4 Ft.
William, \$4.30 Winnipeg; plain
twist, cwt., Ft. William, \$4.35; Win-
nipeg, \$4.75; plain galvanized, Ft.
William, No. 9, \$4.85; No. 12, \$5.10;
Winnipeg, No. 9, \$5.25; No. 12,
\$5.50; coil spring, Ft. William, No.
9, \$5; No. 12, \$5.25; Winnipeg,
No. 9, \$5.30; No. 12, \$5.55.

Patented screen in 100-ft. rolls, \$3
per hundred sq. ft.; in 50-ft. rolls,
\$3.10 per 100 sq. ft.

WIRE, PLAIN

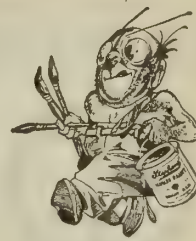
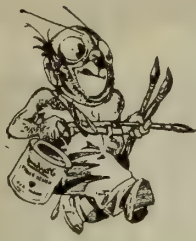
Bale ties, 14 gauge, single loop,
\$7.20 Winnipeg; \$6.80 Fort William.
Brass snare wire, per lb., 80c.

WIRE ANNEAL

No. 9, \$6.70; 10, \$6.75; 12, \$6.90;
14, \$7.10; 15, \$7.25; 16, \$7.40 per
100 lbs.

WRINGERS

Royal Canadian, \$47.65 per doz.;
Eze, \$51.50 per doz.; Bicycle, \$57.80
per doz.; Ajax, \$115.40 doz.



Your Leader for 1917

The Popular Paint

Let Stephens' Paint dominate your paint department this year for a successful season of paint selling.

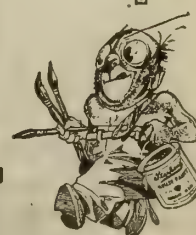
STEPHENS' HOUSE PAINT

has gained great popularity in the West. Its exceptional covering capacity and reliability quickly makes friends. Undoubtedly the best all-round paint for every purpose. Made with Manitoba Linseed Oil.

There should be no delay. Investigate our agency proposition. Many dealers will be glad to give you their verdict as to the reliability of Stephens' House Paint. Write to-day.

G. F. STEPHENS & CO. LIMITED

WINNIPEG AND CALGARY



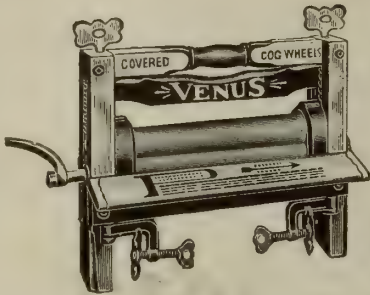
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Have You Seen This Line



of
**ARROW
BRAND**
Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—

Complete trade information on request.

CUMMER-DOWSWELL

LIMITED

HAMILTON

CANADA



**High Quality
TOOLS**

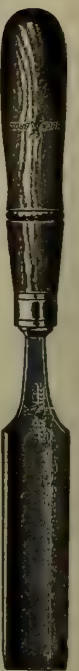
**that you'll find
very profitable**

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.



**WIRE
NAILS**

IN STEEL HOOP KEG.

**WIRE BALE
TIES**

for baling hay and many other things.

**FENCE and POULTRY
NETTING STAPLES**

WIRE

Bright, annealed, coppered stove pipe, liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED

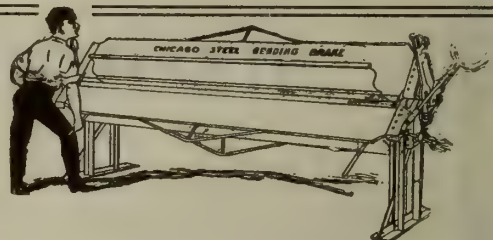
HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.

H. E. O. BULL, Montreal, Que.

HARRY F. MOULDEN, Winnipeg, Man.

GEO. W. LAIDLAW, Vancouver, B.C.



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

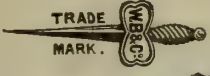
Arctic  **Metal**

Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.

Try it and prove it for yourself.
We guarantee every pound.

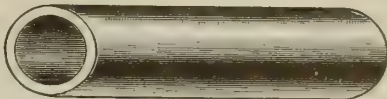
Tallman Brass & Metal Co.
HAMILTON, ONT.

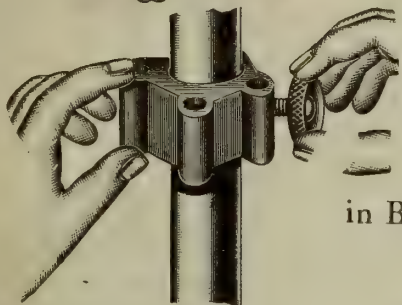
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TRADE MARK.

WILLIAMS BROS. & PIGGOTT, LTD.
Small Heath, BIRMINGHAM

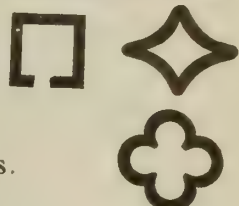




Patent Grip-Tight Socket

Specialists in TUBES
Seamless, Brazed
Iron-cased Mould-
ings, Beadings, Rolled Metals
in Brass, Copper, German Silver, and other Metals.

Over 1000
different sections



GENERAL BRASSFOUNDERS
SHOP WINDOW FITTINGS MANUFACTURERS



TRADE MARK.

Reinforcing Bars for Concrete

Shipment from Mill or Stock

Medium Steel, Square Cold Twisted, sizes from $\frac{1}{4}$ to $1\frac{1}{4}$ inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from $\frac{1}{4}$ to $1\frac{1}{4}$ inches, lengths up to 60 feet.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

Now is the time to protect yourself against the ever-increasing prices.

SMALL ANGLES

From $\frac{3}{4}$ " x $\frac{3}{4}$ " x $\frac{1}{8}$ " to 2" x 2" x $\frac{1}{4}$ " in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from $\frac{3}{16}$ " to 1" thick, in stock now.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works,

WINNIPEG MANITOBA LIMITED

WILKINSON & KOMPASS

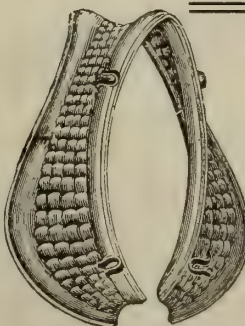
TORONTO HAMILTON WINNIPEG

IRON AND STEEL HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY



THEY
SELL

Good Profit Here SWEAT COLLARS

We have them in all kinds and sizes—Stuffed Pads, Brown and White. All Yellow, Red, Felt Edge, Ventilex and all Felt.

Write for description and prices.

SAMUEL TREES & COMPANY, Limited
Toronto Whitby Winnipeg

If interested, tear out this page and keep with letters to be answered.

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Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's

Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Table, Oyster, Carving, Bread, Slicers

Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Ladders, Shelf

McFarlane Ladder Works, Toronto.

Ladders, Fruit-Picking

Stratford Mfg. Co., Stratford.

Ladders, Extension

Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford.

Ladders, Step

Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford.

Lath, Metallic

Metallic Roofing Co., Toronto and Winnipeg.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

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Interstate Electric Novelty Co., Toronto.

Lamps, Gasoline, Table & Hall

National Stamping & Electric Works, Chicago, Ill.

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Wilkes, Martin, Wilkes Co., New York.

Lamp Chimneys

Walter Woods & Co., Hamilton.

Lanterns

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National Stamping & Electric Works, Chicago, Ill.

Lanterns, Electric

Canada Dry Cells Ltd., Winnipeg.

Latches

The Stanley Works, New Britain, Conn.

Lead, Black

John Oakey & Sons, London, Eng.

Lead, Sheet

Hoyt Metal Co., Toronto.

Latches, Sliding Door

National Machinery & Supply Co., Hamilton.

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Winnipeg.
Stratford Mfg. Co., Ltd., Stratford.

Lawn Seats

Stratford Mfg. Co., Ltd., Stratford.

Lawn Gates

McGregor Banwell Fence Co., Ltd., Walkerville.

Lawn Settees

McFarlane Ladder Works, Toronto.

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Hoyt Metal Co., Toronto.

Levels

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Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses

Stanley Rule & Level Co., New Britain, Conn.

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Prairie City Oil Co., Winnipeg.
Sherwin-Williams Co., Ltd., Montreal.

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Remington Arms-Union Metallic Cartridge Co.

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Canadian Yale & Towne, St. Catharines.

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Jas. Morrison Brass Mfg. Co., Toronto.

Machines, Hand and Power,

D. Ackland & Son, Winnipeg.

Machinery and Supplies

Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Mantels and Grates

Barton Netting Co., Windsor.

Mats and Matting, Rubber

Gutta Percha & Rubber Co., Ltd., Toronto.

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Landers, Frary & Clark, New Britain, Conn.

Measuring Machines, Lumber

Jas. Morrison Brass Mfg. Co., Toronto.

Machine Dies

Wells Bros. Co. of Canada, Galt.

Machine Oil

Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Machinists' Vises

National Machinery & Supply Co., Hamilton.

Meat Choppers

Landers, Frary & Clark, New Britain, Conn.

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Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Stampings

Hamilton Stamp & Stencil Co., Hamilton.

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Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
H. S. Howland Son & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Polish

Prairie City Oil Co., Winnipeg.

Metallic Ceilings and Walls

Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Collette Mfg. Co., Collingwood.

Metallic Corner Bead

Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Meters, Electric Frequency,

Speed
Northern Electric Co., Montreal.

Metallic Lath

Metallic Roofing Co., Toronto and Winnipeg.

Metallic Roofing

Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Metallic Roofing Co., Toronto and Winnipeg.

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Pedlar People, Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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L. S. Starrett Co., Athol, Mass.

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Pratt & Whitney Co., Ltd., Dundas.

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Thos. Davidson Mfg. Co., Ltd., Montreal.

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Toronto Plate Glass Imp. Co., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

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T. S. Simms & Co., Ltd., St. John.

Mops

Channel Chemical Co., Toronto.

Monel Metal

International Nickel Co., New York

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Canada Dry Cells, Ltd., Winnipeg.

L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.

Northern Electric Co., Ltd., Montreal.

Line, Hansen & Kimball, Moose Jaw, Sask.

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Evinrude Motor Co., Milwaukee, Wis.

Motors, Canoes

Evinrude Motor Co., Milwaukee, Wis.

Motors, Electric

Northern Electric Co., Montreal.

Motor Generators

Northern Electric Co., Montreal.

Motor Cars

Hyslop Bros., Ltd., Toronto.

Mouldings

Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe

Steel Co. of Canada, Ltd., Hamilton.

Nails, Wire

Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Laidlaw Bale-Tie Co., Ltd., Hamilton.

Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Parmenter & Bulloch, Gananoque.

Western Wire & Nail Co., London.

Napkin Rings

Canadian Wm. A. Rogers, Ltd., Toronto.

Nail Sets

Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

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Prairie City Oil Co., Winnipeg, Man.

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Landers, Frary & Clark, New Britain, Conn.

Nickel

International Nickel Co., New York.

Nipples

Canadian Tube & Iron Co., Ltd., Montreal.

Nitrogen Lamps

Canadian Laco-Phillips Co., Toronto.

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Lewis Bros., Ltd., Montreal.
Northern Bolt & Screw Co., Owen Sound.
Steel Co. of Canada, Ltd., Hamilton.
Stanley Works, New Britain, Conn.

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Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Oil Cans

Dominion Linseed Oil Co., Montreal.

Oil Cans

R. E. Bloomer, Keithsburg, Ill.

Oils, Cylinder

Prairie City Oil Co., Winnipeg.

Oils, Motor

Hyslop Bros., Ltd., Toronto.

Prairie City Oil Co., Winnipeg.

Oil, Furniture

Prairie City Oil Co., Winnipeg.

Oil, Road

Prairie City Oil Co., Winnipeg.

Oilers

R. E. Bloomer, Keithsburg, Ill.

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Canadian Winkley Co., Windsor.

Oil Hole Covers

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Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps

Thos. Davidson Mfg. Co., Ltd., Montreal.

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Cleveland Stone Co., Cleveland, Ohio.

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Oil Stones

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McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates

McGregor, Banwell Fence Co., Ltd., Walkerville.

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Gutta Percha & Rubber Co., Ltd., Toronto.

Pads

D. Ackland & Son, Winnipeg.

Palls

Thos. Davidson Mfg. Co., Ltd., Montreal.

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Write your message legibly and state the number of times you wish it to appear.

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"Wanted" ads get results.

FORGETTING

One of the things we all do well is to forget.

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

LONDON

HIGH GRADE

**Never Varies
in Quality and Toughness**

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.

LONDON Sales Agents CANADA
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BAR IRON



NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

**MONEL
METAL**

We are **SOLE PRODUCERS** of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

43 EXCHANGE PLACE, NEW YORK

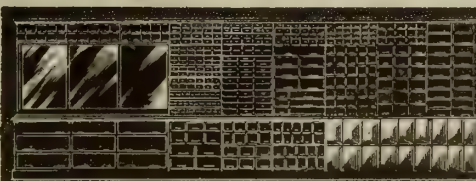
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: **A. RAMSAY & SON COMPANY, Montreal**

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top notch. Price right.
CAMERON & CAMPBELL, Montreal
Toronto, Canada

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- Paint**
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 Canada Paint Co., Ltd., Mont-
 real.
 R. C. Jamieson & Co., Mont-
 real.
 Martin-Senour Co., Ltd., Mont-
 real.
 Benj. Moore & Co., Toronto.
 The Ottawa Paint Wks., Tor-
 onto.
 A. Ramsay & Son Co., Mont-
 real.
 Sherwin-Williams Co., Ltd.,
 Montreal.
 G. F. Stephens & Co., Winni-
 peg.
- Paint, Bridge**
 Brandram - Henderson, Ltd.,
 Halifax, N.S.
 Ottawa Paint Co., Ottawa.
 Benjamin Moore & Co., Ltd.,
 Toronto.
 A. Ramsay & Son Co., Montreal.
 G. F. Stephens & Co., Winni-
 peg.
 Martin-Senour Co., Ltd., Mont-
 real.
- Paint Brushes**
 Boeckh Bros., Toronto.
 Meakins & Sons, Hamilton.
 T. S. Simms & Co., St. John,
 N.B.
- Paint, Barn and Roof**
 Brandram - Henderson, Ltd.,
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 Benjamin Moore & Co., Ltd.,
 Toronto.
 Ottawa Paint Co., Ottawa.
 A. Ramsay & Son Co., Montreal.
 G. F. Stephens & Co., Winni-
 peg.
 McArthur Irwin, Montreal.
- Paint, Cement Coating**
 Brandram - Henderson, Ltd.,
 Halifax, N.S.
 Benjamin Moore & Co., Ltd.,
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 real.
 Ottawa Paint Co., Ottawa.
 A. Ramsay & Son Co., Montreal.
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 peg.
- Paint, Concrete**
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 Benjamin Moore & Co., Ltd.,
 Toronto.
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 Montreal.
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 peg.
 R. C. Jamieson & Co., Montreal.
 A. Ramsay & Son Co., Montreal.
 Ottawa Paint Works, Ottawa.
 Martin-Senour Co., Ltd., Mont-
 real.
- Paint, Flat Wall**
 Brandram - Henderson, Ltd.,
 Halifax, N.S.
 Ottawa Paint Co., Ottawa.
 A. Ramsay & Son Co., Montreal.
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 peg.
- Paint, Floor**
 Brandram - Henderson, Ltd.,
 Halifax, N.S.
 Benjamin Moore & Co., Ltd.,
 Toronto.
 Ottawa Paint Works, Ottawa.
 A. Ramsay & Son Co., Montreal.
 G. F. Stephens & Co., Winni-
 peg.
- Paint, Galvanized Iron, Metal**
 Canada Paint Co., Ltd., Mont-
 real.
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 Toronto.
 Ottawa Paint Works, Ottawa.
 A. Ramsay & Son Co., Montreal.
 G. F. Stephens & Co., Winni-
 peg.
 Martin-Senour Co., Ltd., Mont-
 real.
- Paint, House Colors**
 Benjamin Moore & Co., Ltd.,
 Toronto.
 Ottawa Paint Co., Ottawa.
 A. Ramsay & Son Co., Montreal.
 G. F. Stephens & Co., Winni-
 peg.
- Paint, Mixed**
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 Halifax, N.S.
 Canada Paint Co., Ltd., Mont-
 real.
 R. C. Jamieson & Co., Mont-
 real.
 McArthur Irwin, Montreal.
 The Lowe Bros. Co., Toronto.
 Martin-Senour Co., Ltd., Mont-
 real.
 Benjamin Moore & Co., Ltd.,
 Toronto.
 The Ottawa Paint Works, Tor-
 onto.
 A. Ramsay & Son Co., Montreal.
 Sherwin-Williams Co., Ltd.,
 Montreal.
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 peg.
- Paint, Marine**
 Benjamin Moore & Co., Ltd.,
 Toronto.
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 Benjamin Moore & Co., Ltd.,
 Toronto.
- Paint, Oil Colors**
 Benjamin Moore & Co., Ltd.,
 Toronto.
- Paint, Structural**
 Benjamin Moore & Co., Ltd.,
 Toronto.
- Paint, Red Lead**
 R. C. Jamieson & Co., Ltd.,
 Montreal.
- Paints, White Lead**
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 Halifax, N.S.
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 Toronto.
 A. Ramsay & Son Co., Montreal.
 G. F. Stephens & Co., Winni-
 peg.
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 Benjamin Moore & Co., Ltd.,
 Toronto.
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 R. C. Jamieson & Co., Ltd.,
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 Climax Baler Co., Hamilton.
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- Parcel Carriers**
 Gipe-Hazard Store Service Co.,
 Montreal.
- Paris Green**
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- Park Seats**
 Stratford Mfg. Co., Ltd., Strat-
 ford.
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 Walter Woods & Co., Hamilton.
- Paper, Wrapping**
 Walter Woods & Co., Hamilton.
- Pens, Bull and Calf**
 Dillon Mfg. Co., Oshawa, Ont.
- Percolators, Coffee**
 Landers, Frary & Clark, New
 Britain, Conn.
 Northern Electric Co., Ltd.,
 Montreal.
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 Remington Arms—Union Metal-
 lic Cartridge Co., Windsor.
- Pick Handles**
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- Pins, Cotton**
 Steel Co. of Canada, Ltd.,
 Hamilton.
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 Parmenter & Bulloch, Ganan-
 oue.
- Pipe Thread Gages**
 Wells Bros Co. of Canada, Ltd.,
 Galt.
- Pipe Stocks and Dies**
 Wells Bros Co. of Canada, Ltd.,
 Galt.
- Pipe, Wrought, Black and Galvanized**
 Canadian Tube & Iron Co.,
 Ltd., Montreal.
 Caverhill, Learmont & Co.,
 Montreal.
 Steel Co. of Canada, Ltd.,
 Hamilton.
 Thos. Davidson Mfg. Co., Ltd.,
 Montreal.
 Wheeler & Bain, Toronto.
 Lewis Bros., Ltd., Montreal.
 Trimont Mfg. Co., Roxbury,
 Mass.
- Pipe, Galv'd, Conductor**
 Pedlar People, Ltd., Oshawa.
 Thos. Davidson Mfg. Co., Ltd.,
 Montreal.
 Wheeler & Bain, Toronto.
 Winnipeg Ceiling & Roofing Co.,
 Winnipeg.
- Pipe, Lead**
 Hoyt Metal Co., Toronto.
- Pipe, Stove**
 Collins Mfg. Co., Toronto.
- Pipe, Rain Water Conductor**
 Metallic Roofing Co., Toronto
 and Winnipeg.
- Pipe Vises**
 National Machinery & Supply
 Co., Hamilton.
- Planes**
 Caverhill, Learmont & Co.,
 Montreal.
 National Machinery & Supply
 Co., Hamilton.
 Stanley Rule & Level Co., New
 Britain, Conn.
- Planes, Adjustable Wood and Iron**
 Northern Machinery Supply Co.,
 Hamilton.
- Plasterer's Corner Bead**
 Metallic Roofing Co., Toronto
 and Winnipeg.
- Plates, Felloed, Sheared and Punched.**
 Wrought Washer Mfg. Co.,
 Milwaukee, Wis.
- Planters**
 Eureka Planter Co., Woodstock.
- Pliers, Cutting**
 Bridgeport Hdw. Mfg. Corp.,
 Bridgeport, Conn.
- Pliers, Combination**
 Goodell-Pratt Co., Greenfield,
 Mass.
- Plowshares**
 D. Ackland & Son, Winnipeg.
- Plugs, Rubber**
 Canadian Consolidated Rubber
 Co., Montreal.
- Plumb Bob**
 Goodell-Pratt Co., Greenfield,
 Mass.
 Stanley Rule & Level Co., New
 Britain, Conn.
- Plumbers' Supplies, Rubber**
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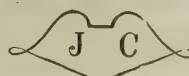
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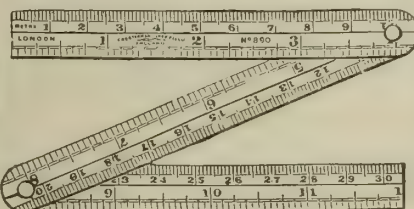
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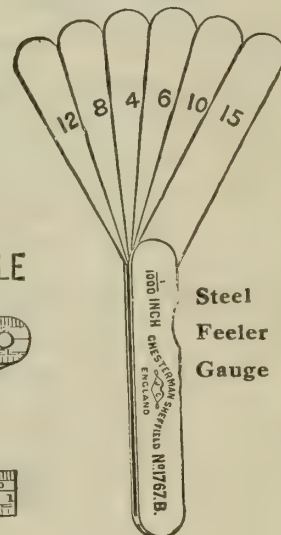
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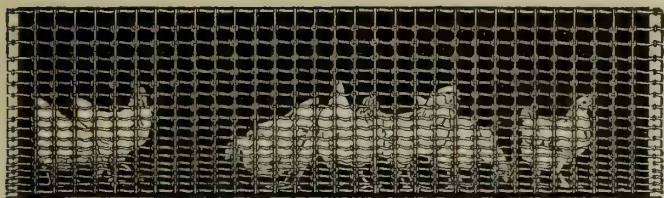
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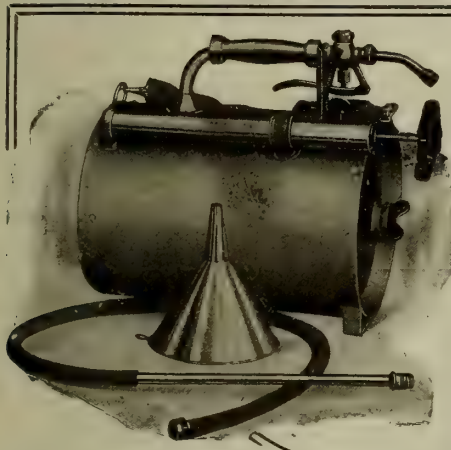
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English, Ground and
Sheet Glues for
all purposes

Large Stock. Low Prices.

J. H. Morin & Co.
TORONTO

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL



We're Headquarters for

Eavestroughs,
Conductor-
pipes,
Fittings,
Ventilators,
Etc.

Large Stocks of
Galvanized Iron
Sheets

Quick Shippers

Wheeler & Bain, Toronto

MYERS TANK PUMPS EASIEST TO OPERATE

The Patented Cog Gear Head,
as used on Myers Tank Pumps
saves one-third of the operating
power.

The valves are each located under
a removable, individual cap, where
they can be easily reached.

The purchaser buys the most ser-
vice when he buys a Myers Tank
Pump. Write for booklet.

F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown, Hdwe.
Co., Ltd., Winnipeg.
Calgary & Branches.

Lewis Bros., Ltd.,
Montreal, Distribu-
tors of Myers Pumps.



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England



RELIANCE LIQUID GLUE

THE intense
strength of
this glue, com-
bined with the
fact that it is
always ready for
use, and grips any
surfaces, makes it
the ideal glue for
any kind of work.

Your wholesaler
sells it.

Reliance Ink Co., Ltd., Winnipeg

Reliable
**Building
Supplies**
of all kinds

Increased Sales In Sight

Building in Western Canada
country districts is showing an
increase this year. Meet the de-
mand for materials with our profit-
making, business-pulling lines.

WALTER BELYEA & CO.

Successors to late Thomas Black, Winnipeg

Building Paper, Wall Board,
Ready Roofing, Deading Felt,
Plaster Paris, Fire Brick, etc.

Want Ads.

If you want a buyer for your
business, or have a situation
to fill or want a situation,
send us a Condensed Adver-
tisement. There is someone
who is looking for a proposi-
tion such as yours. For two
cents a word you can speak
across the continent with a
condensed advertisement in
this paper.

CLASSIFIED LIST OF ADVERTISEMENTS

- Vises, Household**
National Machinery & Supply Co., Hamilton.
- Wads**
Remington Arms-Union Metallic Cartridge Co., Windsor.
- Wall Board**
Bird & Son, East Walpole, Mass.
- Washers**
Dillon Mfg. Co., Oshawa, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee, Wis.
Wilkinson & Kompass, Hamilton
- Washer Cutters**
Goodell-Pratt Co., Greenfield, Mass.
- Wash Boards**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
McFarlane Ladder Works, Toronto.
- Wash Stands**
Wakye Mfg. Co., Winnipeg.
- Washing Machines, Electric and Power**
Beatty Bros., Ltd., Fergus.
J. H. Connor & Son, Ltd., Ottawa.
Cummer-Dowswell, Ltd., Hamilton.
Northern Electric Co., Ltd., Montreal.
- Washing Machines, Hand**
Beatty Bros., Ltd., Fergus.
J. H. Connor & Son, Ltd., Ottawa.
Cummer-Dowswell, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Waste, Cotton**
Prairie City Oil Co., Winnipeg.
Wilkinson & Kompass, Hamilton
- Winnipeg.**
Water Bowls
Dillon Mfg. Co., Oshawa, Ont.
- Watering Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Wax, Floor**
Benjamin Moore & Co., Ltd., Toronto.
- Well Curbing**
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Weather Vanes**
Metallic Roofing Co., Toronto and Winnipeg.
- Whitewash Outfits**
Collins Mfg Co., Toronto.
- Weeders, Flowers and Shrubbery**
C. S. Norcross & Sons, Bushnell, Ill.
- Weeders, Garden (hand and wheel)**
C. S. Norcross & Sons, Bushnell, Ill.
- Wholesale Hardware**
Caverhill, Learmont & Co., Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice, Lewis & Sons, Ltd., Toronto.
Whites, Ltd., Collingwood.
- Whisks**
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John
- White Lead**
Brandram - Henderson, Ltd., Halifax, N.S.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
- Windows, Metallic, Fireproof**
Pedlar People, Ltd., Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
- Wire**
Canadian Tube & Iron Co., Ltd., Montreal.
- British Aluminum Co., Ltd.,**
Toronto.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Steel Co. of Canada, Hamilton.
Western Wire & Nail Co., London.
- Windmills**
Manitoba Engines, Brandon, Man.
- Wires and Cables**
Northern Electric Co., Montreal.
- Wire Fence**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
- Wire Goods**
Steel Co. of Canada, Ltd., Hamilton.
- Wire Guards**
McGregor, Banwell Fence Co., Ltd., Walkerville.
- Wire Work**
McGregor, Banwell Fence Co., Ltd., Walkerville.
- Wire Cutters**
Northern Electric Co., Ltd., Montreal.
- Wire Hoops**
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
- Wire Nails**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
- Wire Rods**
Steel Co. of Canada, Ltd., Hamilton.
- Wood Finishes**
R. C. Jamieson & Co., Ltd., Montreal.
- Wood Screws**
Canadian Tube & Iron Co., Ltd., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
- Wrenches & Accessories**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Iver, Johnson's Arms & Cycle Works, Fitchburg, Mass.
- Wrenches, Car**
Dillon Mfg. Co., Oshawa, Ont.
- Wrenches, Ratchet**
L. S. Starrett Co., Athol, Mass.
- Wrenches, Rim**
Goodell-Pratt Co., Greenfield, Mass.
- Wrenches, Bit, Brace, Nut**
Wells Bros. Co. of Canada, Galt.
- Wrenches, Speed**
Canadian Edge Tool Co., Galt.
- Wringers, Hand**
Caverhill, Learmont & Co., Montreal.
Cummer-Dowswell, Ltd., Hamilton.
J. H. Connor & Son, Ltd., Ottawa.
Lewis Bros., Ltd., Montreal
- Wringers, Power**
J. H. Connor & Son, Ltd., Ottawa.
Cummer-Dowswell, Ltd., Hamilton.
- Zinc Ornaments and Stampings**
Metallic Roofing Co., Toronto and Winnipeg.

How to Test Advertising

THE man who doubts the power of advertising belongs in the same class with the man who refuses to believe that the world is round simply because he can't get off somewhere at a distance and see its roundness for himself.

The merchant who fears to attempt advertising because he figures it as an "expense" is blind to his own interests. I personally know several men who, because they once tried advertising to the extent of a cheaply printed hand-bill and didn't find it necessary next morning to call on the police to keep the crowds of eager buyers from swamping their store, loudly and solemnly aver that "advertising doesn't pay."

Advertising *does* pay.

The most successful merchants are the merchants who believe most thoroughly in advertising and who practice their belief.

But advertising, in order to pay, has got to be *intelligent* advertising.

The day of hashed-over superlatives—"best goods," "lowest prices," "best stock in town," "greatest bargains ever heard of," and so on—has passed.

People have learned to distinguish the *truthful* advertiser from the blatant behind-the-times storekeeper who believes that, so long as *he* claims to have the best goods on earth, or under the earth, or within wireless distance of the earth, people will break their necks trying to get to his counters in the forefront of the crowd.

Put some *brains* into your advertising.

Don't let the office boy write your announcements in between his other duties.

Don't doubt the business-getting and business-building power of intelligent and informative publicity—and you will find that advertising *does* pay.

—Jerome P. Fleishman.

If interested, tear out this page and keep with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL CHECKS

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS
36 James St. South, Hamilton, Ontario.

BATH ROOM FITTINGS



KINZINGER, BRUCE
& CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite



Northern Bolt, Screw & Wire
Co., Ltd., Owen Sound, Ont.

BEAR BRAND LAMP BLACKS



A Germantown of quality
that gets big business

WILKES-MARTIN, WILKES CO.
135 WILLIAM ST. NEW YORK

Waste Paper Balers



"CLIMAX"
ALL STEEL

Turn your waste
paper into money.
12 sizes, \$22 50 up

Climax Baler
Company

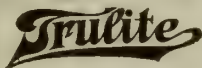
Emerald St.
Hamilton, Ont.



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLUGH & CO.
Unity Bldg., Montreal



The Original
Short Globe
Lantern.

Made only by

Ontario Lantern & Lamp Co.,

HAMILTON, CANADA Limited

Agents having connection with large workshops, factories in mechanical construction business and dealing in tools and tool outputs, wish to represent in France a good house manufacturing especially Lathes, Drills, Files, Vises, Tinware machinery, Tool outputs, etc.

Good references. Address Messrs. Hoon & Bar-
ronnet, 11 Rue Bichet, Paris.

If you have a business to dispose of,
or are in need of efficient help, try a
Want Ad. in Hardware and Metal, and
let it assist you in filling your needs.



SPRAYERS

We are makers of several kinds of
Sprayers—Crown Glass Sprayers, Tin
Sprayers, Compressed Air Sprayers,
etc. Write for complete catalog
and prices.

THE COLLINS MFG. CO.
415 Symington Ave., Toronto



Hardwaremen

You should stock a James
Bros. Feed Cooker. Write
for circular and prices to

James Bros. Foundry
PERTH, ONT.



NATIONAL HARDWARE CO.
LIMITED
ORILLIA ONTARIO CANADA

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper
Burs, Bifurcated and Tubular Rivets, Wire
Nails, Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Over-
shoe Buckles, Felloe Plates.



TWEED SANITARY ODORLESS CLOSET

Ideal in any home. Does away with
the unsightly, unhealthy outhouse.
Can be installed in any room or
in the cellar. Requires no plumbing
or sewerage. Only connection
to stovepipe or chimney, for ven-
tilation.

Inexpensive and Everlasting
Try one for 30 days free. Send for
our descriptive booklet and new
prices free for the asking.

THE STEEL TROUGH & MACHINE CO.
James St., Limited
Tweed, Ont.



CLOTHES LINE

Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain
Fence Wire, Oiled and Annealed Wire Staples,
Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

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Before you build your home

You will save many dollars, avoid many mistakes, and add vastly to the satisfactoriness of final results if you make yourself thoroughly familiar with the book—

Building a Home

By Desmond and Frohne

These two men are editors of the *Architectural Record*, the leading paper in its field on this continent. The book is full of sound sense, and is inspiring and educational. Many fine illustrations assist the text.

The price, post paid, is \$1.65 (\$1.50 at our office). This price is as nothing in comparison with the value of the book to those planning to build.

The MacLean Publishing Co., Limited
143 University Avenue Toronto, Ontario

"SOOTLESS" SPARK PLUGS



If you want satisfied customers and repeat orders sell Sootless Spark Plugs. They have distinctive points of construction which make them give better service and a stronger spark. Every user is a booster and boosting makes more sales.

Special plugs for Ford, Buick, Overland, Winton, Packard and other leading cars.

Prices and discount on request.

The Oakes & Dow Company
15 Chardon St. Boston, Mass.

Wanted

SITUATIONS VACANT

WANTED—HARDWARE CLERK FOR LIVE
Ontario city store. Good opportunity for young clerk. Fifteen dollars to start. Box 467, Hardware and Metal.

WANTED—AN EXPERIENCED HARDWARE
clerk for town in Southern Saskatchewan. One with some knowledge of tinsmithing preferred. Good wages to right man. Can commence at once if desired. Box 463, Hardware and Metal.

WANTED — SALESMEN CALLING UPON
hardware trade, to sell babbitt metals as side line. Good commission. Give full particulars in confidence as to firms represented and territory covered. Box 458, Hardware and Metal.

WANTED

WANTED — EXPERIENCED HARDWARE
clerk, one speaking both languages and good at window dressing preferred. Box 466, Hardware and Metal.

Agents wanted to sell our Signs and Show Cards

W. H. STEVENSON
STEVENSON BLDG. TORONTO

The Cost of Selling

SCARCELY necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?

Are you spending the money?

Let's look at the cost of close-up work in

The FARMER'S MAGAZINE

A half-page 12 times will cost you \$367.20 (\$30.60 per insertion). A full page, \$714.00 (\$59.60 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm, homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

You should—and can, at so low a price.

Write in about it.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

FOR SALE

HARDWARE, STOVE AND TINWARE BUSI-
ness in Niagara Peninsula. Stock about four thousand. For particulars write Box 465, Hardware and Metal.

TO LET

TO LET—BEST TINSHOP IN TORONTO, 1824
Dundas Street, with full set of tinsmith tools: lots of work.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACTURERS' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal under this heading.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR
subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

UNDERWOOD TYPEWRITERS — MODERN
visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

FIFTY DOLLARS TIED UP IN OLD FIX-
tures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

GOOD STENOGRAPHERS ARE WHAT
every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING
systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY IN-
stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR
sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Ask Us For
**Wrapping
 Papers**

10,000 Rolls and Reams
 and

Twines

Very large assortment.

Walter Woods & Co.
 Hamilton and Winnipeg

HARDWARE BUSINESS WANTED — IN
 good Ontario town or city. Replies
 treated strictly confidential. Box 167, Hard-
 ware and Metal, Toronto.

This little advertisement inserted
 in HARDWARE AND METAL not long
 ago immediately brought eleven
 replies to the advertiser. And the
 cost was only 47 cents, including
 5 cents for Box Number.

USE THE WANT AD PAGE



Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

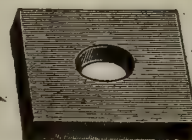
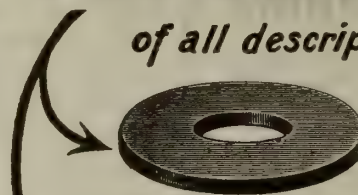
Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

The Wm. Cane & Sons Company, Ltd.
 Manufacturers NEWMARKET, ONTARIO

**Wrought and Steel Plate
 WASHERS**

of all descriptions



Annealed
 Rivet Burrs.

Felloe Plates.

Sheared and
 Punched Plates.

Malleable Washers
 and Cast Iron Washers.

Round & Square

Plain or
 Galvanized

Prompt Shipments

**Wrought Washer Mfg.
 Company**
 Milwaukee, Wis.

If interested, tear out this page and keep with letters to be answered.



"HENDRYX" Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter — profits

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

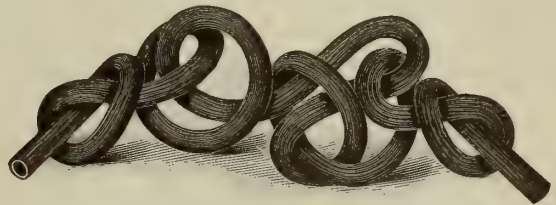
THE ANDREW B. HENDRYX CO.

New Haven, Conn.



"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules

MADE IN CANADA

The Best Rules

The Quickest Service

Ask about our New Folding Hook Attachment on such rules.

Measuring Tapes and Rules of all kinds.



SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.

Stocked by the Jobbers

WINDSOR, ONT.



TINKER TOM'S TALKS.

Talk Number One Hundred and Four

Stand back, please. Don't crowd! Everyone will get his "PREMIER" GALVANIZED SHEETS, but not all at once. We're trying to spread 'em around so that everyone will have enough to keep going. Thank you, that's better.

TINKER TOM.

Look for Talk No. 105 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA





"V" Display Board

Can you beat this board for a dandy counter display of Double End Wrenches? It displays four each of 9 sizes of "full-finished" wrenches.

The milled openings fit all sizes U.S. & S.A.E. standards from 1/4" to 3/4".

They list for **\$26.67**

The boards cost you nothing.



"R" Display Board

"R" Board for FORDS
displays

**Regular Tools for
Regular Jobs on a
Regular Machine**

Each tool does a particular job—well. The assortment of 27 "better" tools sell for

\$13.33

These prices are Canadian list.



"T" Display Board

Nobody "hems and haws" for twenty minutes selecting wrenches from this board.

THEY BUY ON SIGHT.

A natural wood finished board, highly polished, with 23 adjustable wrenches that sell for

\$13.33



Socket Wrench Set for Fords,
No. 49

The reversible ratchet brace feature helps make this No. 49 set unexcelled for FORD cars. Mechanics prefer a brace tool above all others. Twelve Guaranteed Sockets combine in this equipment for making the smoothest adjustments possible.

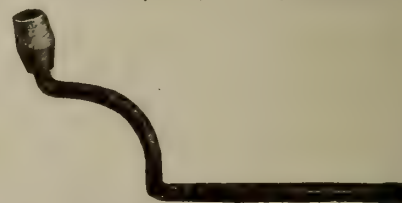
Price Complete **\$6.67**



Socket Wrench Set No. 14

MOSSBERG'S NO. 14 SET is recommended for ALL quick repair work. Why shouldn't it be? It is fully equipped for every emergency. Notice the list of contents: Reversible Ratchet Wrench, Take-Down Handle, Extension Bar, Offset Handle Pliers, 5 D.E. Wrenches, Pipe Wrench, Universal Joint, Cotter Pin Extractor, 3 Screw Driver Bits, 3 Special Spark Plug Sockets and 34 Regular Guaranteed Hexagon and Square Sockets, graduated by 32nds of an inch from 5-16" to 1 9-32".

Price Complete, **\$16.00**



Connecting Rod Wrench No. 623

Who cares to "take down the engine" if they can help it? This wrench adjusts the No. 4 connecting rod and saves work.

No. 623 Wrench costs **40c.**

Send for Catalog 183-C.

FRANK MOSSBERG COMPANY, ATTLEBORO, MASS., U. S. A.

HARDWARE AND METAL

Vol. XXIX

PUBLISHED EVERY SATURDAY SINCE 1888

June 16

No. 24

THE MACLEAN PUBLISHING COMPANY, LIMITED

1917

PUBLICATION OFFICE: TORONTO, CANADA



*Retail
Price
\$1.50.*

THE PENN SAFETY RAZOR is the last word in safety razor construction.

The holder is triple silver plated, simple and sanitary. Perfect balance. Brings the blade to the face at the correct shaving angle, with the arm in a natural position.

Packed compactly in a neat spring-hinged box, velvet lined, cover Spanish leather finish.

THE BLADE is the business end of the razor.

Penn Blades are laboratory-made. Carefully hardened, tempered and tested by a scientific automatic process, insuring uniform quality and temper. Each blade must split a hair before leaving laboratory.

PENN HONING STROP is especially designed for stropping Penn Blades, but equally well adapted for all kinds of blades.

It has two sides, abrasive and finishing. Honing side, treated with delicate abrasive. Finishing side treated with mineral oil, which keeps the leather flexible and gives a clean and keen shaving edge.

Price, with Stropping Handle and Sheath, Spanish leather finish to match Penn Safety Razor case, \$1.50.

PENN SAFETY RAZOR WITH BLADES THAT SHAVE

The Penn Plan of Guaranteed Profits will interest every hardware merchant. Write for particulars.

Canadian Distributors:

Menzies & Company, Limited
Toronto, Canada

A. C. PENN, Incorporated
100 Lafayette Street :: New York

*Retail
Price
\$1.50*



Inspecting Pistons
King Motor Car
Company

What Automobiles Have Done

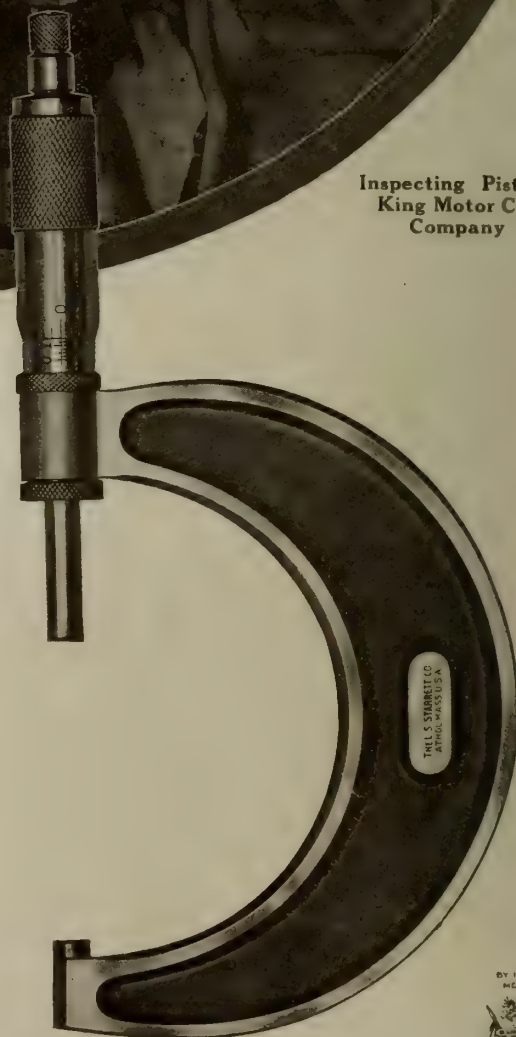
The tremendous developments in automobile and accessory manufacturing have created a most profitable market for fine measuring instruments. To produce the necessary jigs and dies for duplicate parts, it is necessary to have accurate tools to lay out, check up and inspect the work. Most toolmakers and machinists are using

Starrett Tools
TRADE MARK
REG. U.S. PAT. OFF.

because of their accuracy, reliability, and convenient design. They are the standard for all accurate measurements.

It will pay dealers to carry a complete line of these tools to fill the machinists' demand for rules, squares, levels, micrometers, calipers, and gages, and to supply toolmakers and manufacturers with the larger and more expensive instruments such as vernier calipers, height gages, depth gages, large micrometers, large calipers, etc.

Write for free catalog No. 21MA describing 2100 styles and sizes of fine tools.



The L. S. Starrett Co., Athol, Mass.
World's Greatest Toolmakers



We offer for

Prompt Delivery

In limited quantities

WARRANTED PURE

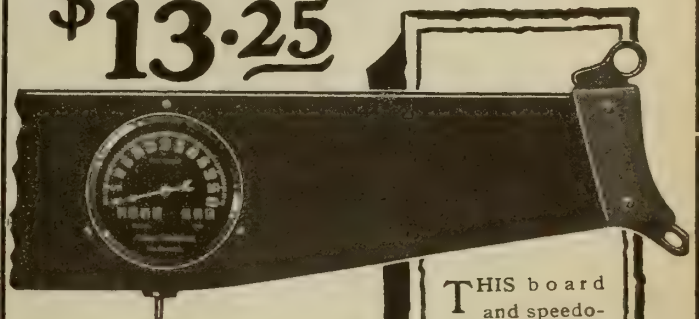
LINSEED OIL

Write for prices to our nearest mills:
MONTREAL and TORONTO



Johns- Manville Speedometer

for FORD Cars
\$13.25



Note the Adjustable Bracket

—A Special Feature

The adjustable bracket is a special feature of the Johns-Manville combined speedometer and instrument board. Slots in each end of the board permit adjustment of the movable steel brackets and the lugs compensate for width variations. Fastens to wind-shield and brace casting bolt. Board is of wood, finished in ebony black, lending itself readily to the mounting of other instruments.

THIS board and speedometer combination is easily attached with a wrench and screw-driver to any open Ford body. Get it from your dealer — all complete, ready to apply.

TO THE TRADE—Sold strictly on a jobber-dealer basis—generous discounts, uniform and rigidly maintained regardless of size of order. Ask the nearest Branch for details of this sales policy designed for your protection.

The
Canadian H. W. Johns-Manville Co.
Limited

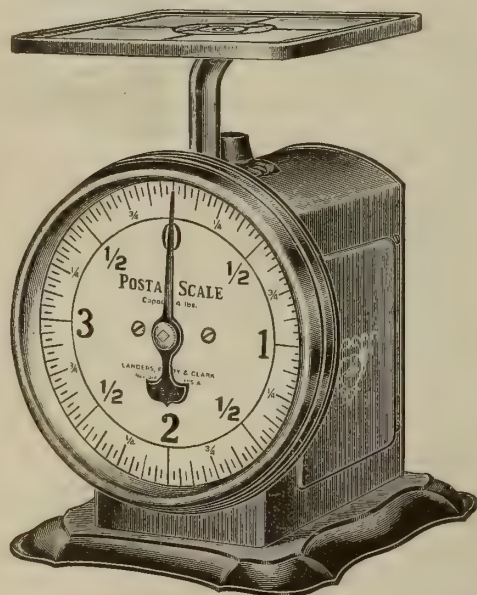


MONTREAL
TORONTO
VANCOUVER
WINNIPEG

A Scale That Everybody Uses

LANDERS' Postal Scale

Have you ever in exasperation pasted excess postage on your letter or parcel rather than stand for further delay in mailing? It is annoying to find at the last moment you have no means of determining the proper weight, and worse than this, it is expensive. If you have had this experience, be assured your customers have had it also and will appreciate a postal scale of standard make and accuracy.



No. 2401
Landers' Postal Scale

Landers, Frary & Clark
NEW BRITAIN, CONN.

A. MacFarlane & Co., Montreal
Canadian Representatives

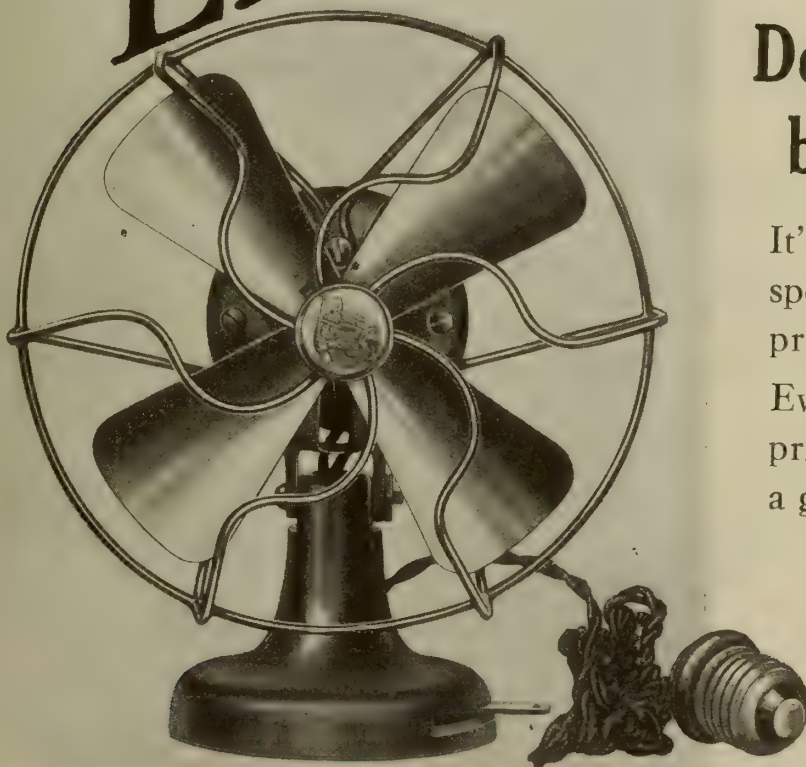
If interested, tear out this page and keep with letters to be answered.

Polar Cub

REG. U.S. PAT. OFF.

Electric Fan

\$7.50



Order a Sample NOW

LEWIS BROS., LIMITED

AGENTS

MONTREAL

**Don't judge it
by the price**

It's as good in every respect as any of the high-priced fans.

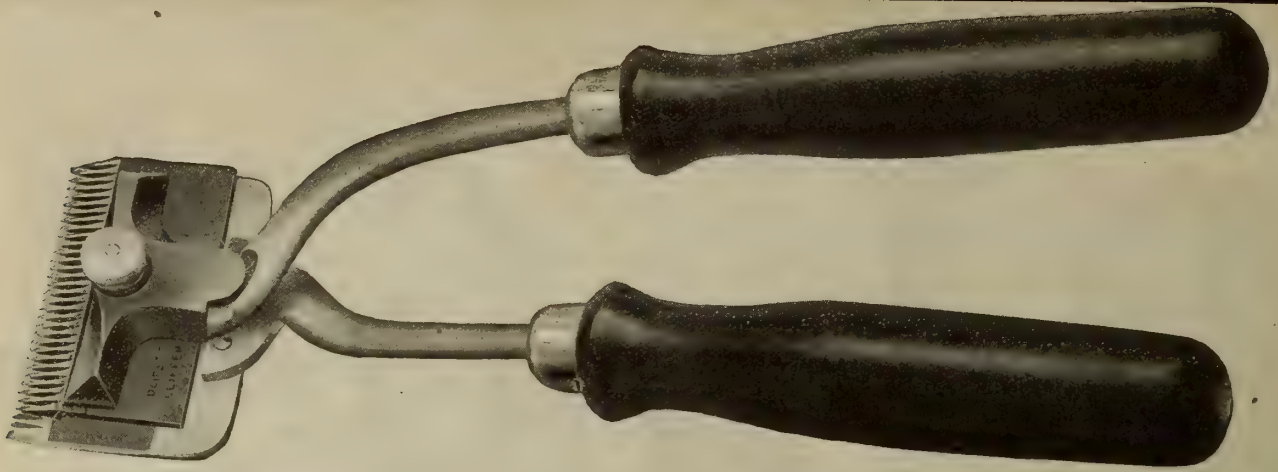
Even at the above low price it pays the retailer a good profit.

BLADE 6"
HEIGHT 8"
WEIGHT 3 LBS.
5 OZ.

Equipped with 8-foot
cord and plug.

Adjustable to any angle.

If interested, tear out this page and keep with letters to be answered.



Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

STOCK POT



With or Without Tap
Imp. Qts.—14, 22, 40

STEAMERS AND BOILERS

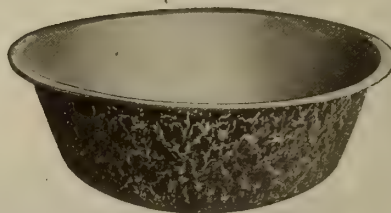


Dimensions of Boiler, 10" x 6½"
Dimensions of Steamer, 10" x 6½"
Quarts, 10

DAVIDSON'S

Manufacturers of the Celebrated
**COLONIAL and PREMIER
ENAMELWARE**

BUTTER BOWL



Sizes—15, 17, 19 inches

We show here a few of our lines,
chiefly used in hotels and large
establishments. Write for full
particulars.

**The Thos. Davidson Mfg.
Company, Limited**

Toronto

Montreal

Winnipeg

COFFEE BOILER



Qts.—4½, 6, 8½, 11½

TEA BOILER



Qts.—4½, 6, 8½, 11½

If interested, tear out this page and keep with letters to be answered.

Wholesale Distributors for

Stanley Tools

Parker Vises

Community Silver Plated
Ware

Colborne Electric Irons

Ambroid Universal Cement

Cavalier Vacuum Sweepers



When making out mail orders, address them to us for good goods at right prices.

**All orders given every care
Quick shipping facilities**

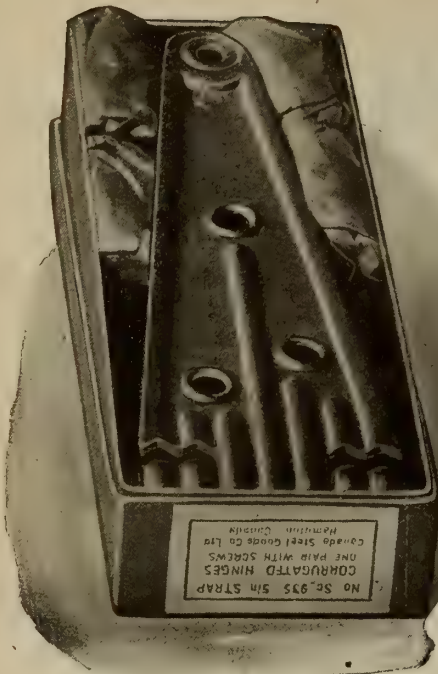
If you are not already a customer of ours, you are cordially invited to become one, and enjoy the privilege of selecting your goods from an immense stock, properly assorted, with the most saleable lines.

We carry the Gem and Blizzard Ice Cream Freezers, U.S. Poultry Fence and Lawn Netting, Great American Ball Bearing and Woodyatt Lawn Mowers.

Garden Hose, Nozzles and Reels.

Caverhill, Learmont & Co.
MONTREAL

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No. SC 935

Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609

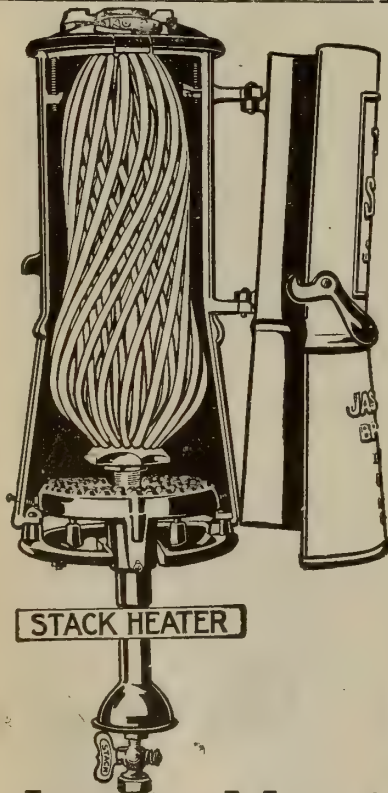
Corrugated Strap Hinges " " "	SC 935
Corrugated Tee Hinges.. " " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada



STACK FACTS

From Recent Tests Made by Various
Gas Light Companies

The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

The STACK shows 15% greater efficiency than the average heater.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

If interested, tear out this page and keep with letters to be answered.



Sales Opportunities

The sale of Plymouth Rope offers rare opportunity for jobbers' salesmen and the retail dealer to specialize on rope, and will enable both to win an enviable and profitable rope trade.

Every user of rope has reason to expect full value for his money — but very frequently in actual use the purchase proves a poor one, for the very obvious reason that the qualities of strength, yardage, flexibility and service are not in-built in rope that is made to fit a price below the market for first quality cordage.

In practically every use to which rope is put these qualities are essential—from the clothesline and small trunk rope up through the intermediate sizes required for haying and general farm use, and to the largest wrecking cable, strength and durability are the first requirements, and these factors represent the true value of rope.

A real opportunity is afforded jobbers and retailers to strengthen their rope sales and prestige by specializing on Plymouth Rope. You can attract and develop highly desirable trade and win confidence all the while.

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS.

WELLAND, CANADA

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA

CANADIAN AGENTS



If interested, tear out this page and keep with letters to be answered.



We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR
THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal

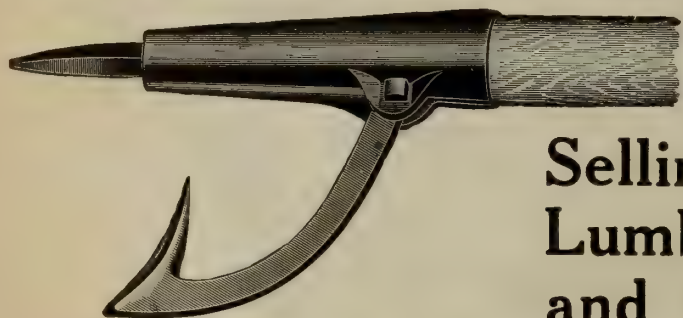
Hamilton

TORONTO

Winnipeg

Vancouver

STAPLE STOCK AND SEASONABLE SPECIALTIES



START NOW

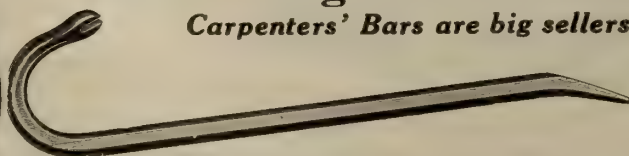
Selling Soo Line
Lumbering Tools
and Sager Axes



Now Listen

If Hemlock logs are cut near your place they peel tan bark—it's June and July they use Bark Spuds—You know when ice tongs are used and if you don't stock them the day they are wanted the other fellow gets the business.

Carpenters' Bars are big sellers now—If your jobbers can't supply phone or wire us



Can. Warren Axe & Tool Co.
ST. CATHARINES, ONT. Limited

If interested, tear out this page and keep with letters to be answered.

Hay Baling Wire

Annealed Wire—Obtainable in coils weighing about 50 lbs. and in cut lengths 6 to 11 feet, in bundles of 100 lbs.

Wire Bale Ties

Made of Annealed Wire, plain or coiled. Prices on Application.

**Preferred
Because Dependable**

**THE
STEEL COMPANY
OF
CANADA
LIMITED**

HAMILTON

- -

MONTREAL

UNIFORMITY

USED THE WORLD OVER

SATISFACTION



Atlas Babbitts



AMACOL

ATLAS

TENAXAS TIN-TOUGHENED MASCOT W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY
STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED

THEY MAKE GOOD EVERYWHERE

Large Stocks

Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal

Works: Riverside Street, Montreal

Western Battery Made to Meet Western Conditions

Scientific research has revealed just what kind of battery is best adapted to Western conditions and the

North Star Ignition Dry Cell

has been made specially to meet them. Its immense popularity is proof-positive that it is meeting the Western demand successfully. It is the best battery to sell—QUICK—POWERFUL—LASTING and RELIABLE.

Insist on your jobber supplying NORTH STARS.

CANADA DRY CELLS, LIMITED. WINNIPEG, CANADA



Portion of Apple Logs in the Disston yards ready to be sawn into boards from which saw handles will be made.

These logs will be sawn into boards in our own mill and stacked to season for three years before using.

HENRY DISSTON & SONS
Limited



Carload after Carload of Lumber
is Required for

DISSTON

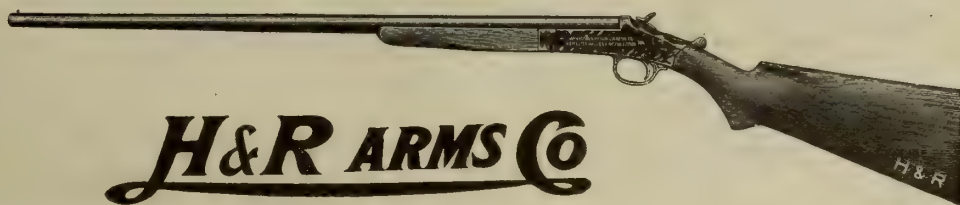
Hand-Saw Handles

Lumber, almost by the trainload, is used in the manufacture of handles alone for Disston Hand Saws. Only a portion of the Disston lumber yard is shown in the illustration, and only one kind of wood, apple. Carloads of this wood are coming in almost continuously. This gives some idea of the scale of production of Disston Hand Saws, and it pays to specialize in the popular brand.

2-20 Fraser Ave.
Toronto, Can.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS CO

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

- .24 Gauge, 28 or 30 inch Barrel
- .28 Gauge, 26 or 28 inch Barrel
- .45 Caliber, 26 inch Barrel
- .44 Caliber, 26 inch Barrel
- .410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply

Harrington & Richardson Arms Company
715 Park Avenue Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

If interested, tear out this page and keep with letters to be answered.

"SOOTLESS" SPARK PLUGS



If you want satisfied customers and repeat orders sell Sootless Spark Plugs. They have distinctive points of construction which make them give better service and a stronger spark. Every user is a booster and boosting makes more sales.

Special plugs for Ford, Buick, Overland, Winton, Packard and other leading cars.

Prices and discount on request.

The Oakes & Dow Company

15 Chardon St.

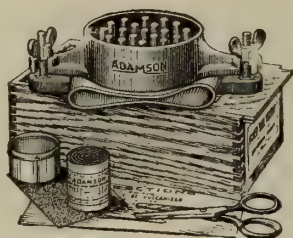
Boston, Mass.

ADAMSON

Model "T"

FOR INNER TUBES ONLY

No cement or acid is used, the repair gum is placed on the tube according to directions. The Vulcanizer is supplied by simply clamping it centrally over the repair gum and tube as illustrated. To vulcanize the repair, one ounce of gasoline is placed into the vulcanizer and ignited.



IT'S QUICK

A complete outfit, with repair gum, ready for instant use.

Model "T" Mailing weight 4 lbs. \$2.00

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.

HAMILTON, CANADA

THE "FEEL" OF A GOOD FILE

Did you ever watch a really capable mechanic test a file? He has a way of passing a sensitive thumb over its teeth. Instinctively, unfailingly, he thereby determines whether it is fit for use.

This man always chooses FAMOUS FIVE. He never buys blindly. He can "feel" that a FAMOUS FIVE is right. He can "feel" its sharp, keen-cutting teeth, arranged in rows of perfect uniformity. There is no doubt in his mind. He buys FAMOUS FIVE.

To be sure of satisfaction specify FAMOUS FIVE when ordering.

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

Made in Canada by



NICHOLSON FILE CO.
PORT HOPE
ONTARIO

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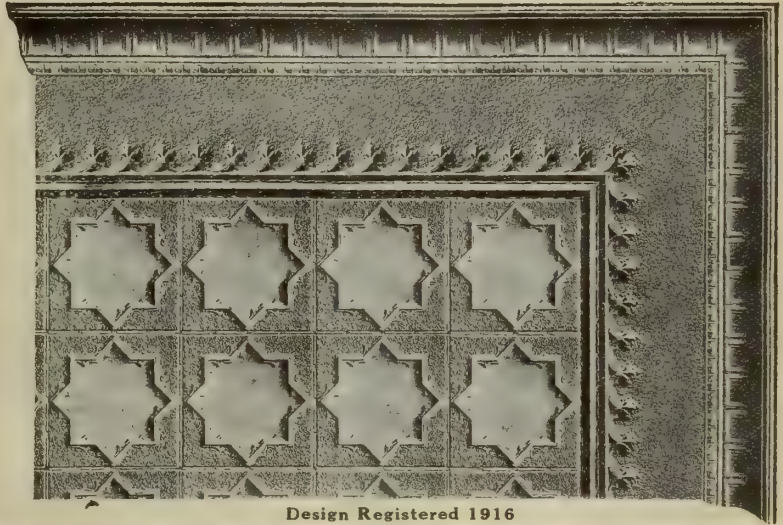
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

They Sell Themselves!

Keep some of our snappy, illustrated, printed matter handy on your counter and you'll find good, profitable business in "M-R Co." Ceilings and Walls come to you with very little trouble.

Let us send you selling helps and suggestions—To-day.



Design Registered 1916

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

The BRITON DOOR SPRING & CHECK

Keeps out The "Germs."

MADE ONLY BY
Wm. Newman & Sons LIMITED
 BIRMINGHAM, ENG.

Agents: FREDERICK SARA & CO., 326 9th Ave. W., Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.



MASONS SIX-GLASS PLUMBS AND LEVELS

These Levels have two Level Glasses and four Plumb Glasses so arranged that no matter how the tool is taken up, one or more of them are available with which to level or plumb.

Each Glass is set solid in a metal case, which case is screwed into the level stock—a very much more satisfactory arrangement than were the glasses set directly into the wood.

The Glasses are protected on both sides of the stock by a glass disc which serves not only to protect the glass from breakage, but keeps dirt and moisture from the openings. Made in two lengths, 42 and 48 inches long.

THESE ARE NEW TOOLS—SEND FOR FURTHER DETAILS.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

“EASY MONEY”

SELLING THE

PULL-EASY

ADJUSTABLE GARDEN CULTIVATOR

There's going to be an extra big call for garden tools. People who never turned their hand to the rake and the hoe before are going to cultivate this year to meet the high cost of living. They will be looking for the best implements. Then it behooves the dealer to stock up with

Pull-Easy Adjustable Garden Cultivators

There's a lot of “Easy Money” to be made selling it. It sells on sight. It does the work easier and more thoroughly than the ordinary rake or hoe, and as to adjusting it is simplicity itself. Cultivates any width from 7 to 18 inches. Makes a pleasure of work.

If you are not selling them now, ask your jobber. If he can't supply you, write to factory.

Send for our special spring dealer's proposition



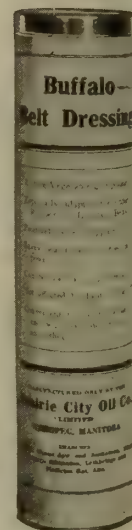
The Pull-Easy Mfg., Co.
136 Barstow St. - Waukesha, Wis.

Canadian Agents: John B. Keeble & Co. 53 Yonge St. Toronto

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited
WINNIPEG, MANITOBA



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

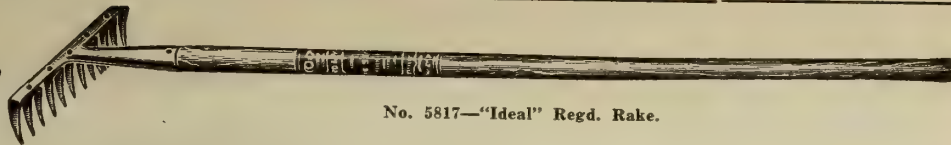
Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



If interested, tear out this page and keep with letters to be answered.

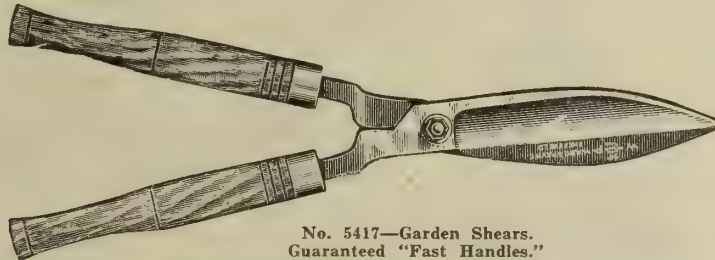
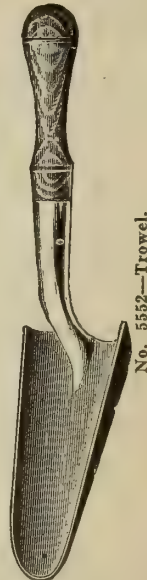
Established
in 1803

Good Reason for Stocking These Garden Tools

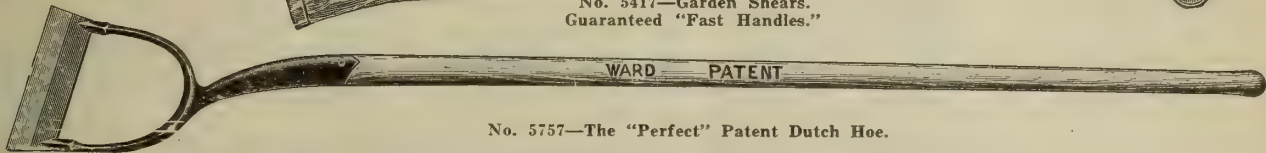
They are preferred to all others by gardeners
—both professional and amateur.



No. 5574—Weed Fork

No. 5417—Garden Shears.
Guaranteed "Fast Handles."

No. 5552—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

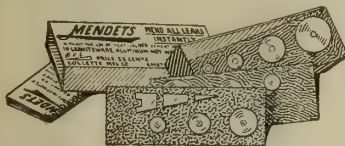
SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

Sales Growing and Growing

MENDETS

A PATENT PATCH

Sales increase from week to week. What is the matter that you are not getting sales from this miracle utensil mending patch? Mendets mends not only all leaky cooking utensils but also Graniteware and Hot Water Bags. Nothing on the market to beat it. Mends



without heat, solder, cement or rivet.

Get a free container to-day, from your wholesaler.

The following wholesale hardware merchants sell Mendets:

Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFecly & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, Nova Scotia; Caverhill, Leamont & Co., Montreal; Revillon Wholesale, Ltd., Edmonton, Alberta; Wood, Vallance & Adams, Ltd., Calgary, Alta.

Collette Mfg. Company

Collingwood, Ont., Canada

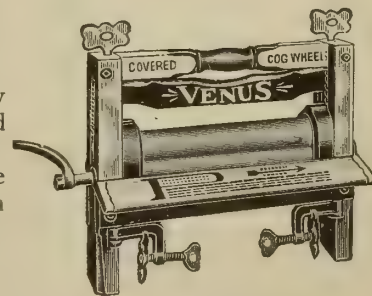
Have You Seen This Line of



ARROW BRAND

Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—

Complete trade information on request.

CUMMER-DOWSWELL

LIMITED

HAMILTON

CANADA

If interested, tear out this page and keep with letters to be answered.



Dealers are Enthusiastic
over the new

KEYSTONE METAL CASE Stapled Broom

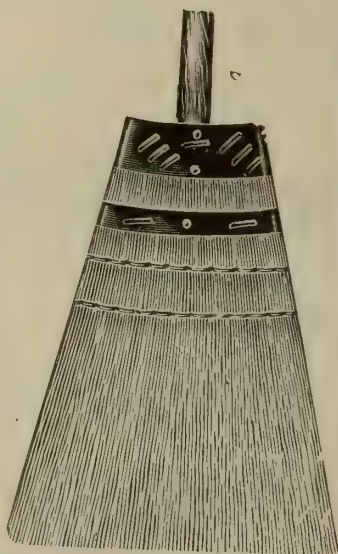
It is repeating excellently with their customers. It is built for the heaviest work, of all corn or corn and bamboo, in standard weights.

Write for prices,
etc., to

**Stevens-Hepner
Co., Limited**

Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.

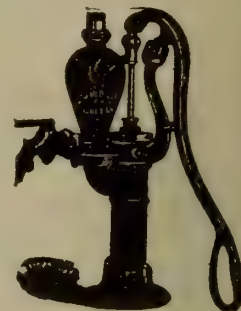


More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

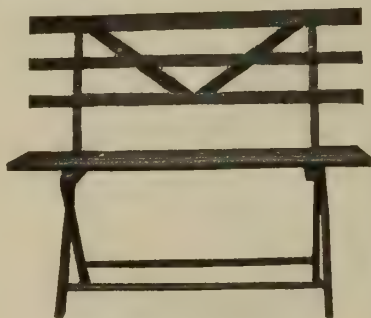
"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

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GALT, CANADA

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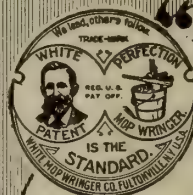
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People will enjoy their own lawns this year more than ever. Get hard after the lawn furniture business. The Stratford Garden Seat will prove a big seller and there is good profit for you. Made of strong beech. Frame in red or green. Balance natural wood finish. Tied two in a bundle. Order now for immediate shipment.

We have a full line of Lawn and Camp Furniture.

Manufacturers of Ladders, Lawn Swings, Bake, Ironing and Sleeve Boards, Clothes Dryers, etc.

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EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use — often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife — it sells itself and is a good profit-maker.

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Wringer Co.**
FULTONVILLE
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ANNOUNCING A
NEW DESIGN IN
COMMUNITY
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DELIVERY JULY 1st. ASK YOUR JOBBER'S
SALESMAN TO SHOW YOU THE LINE

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Oil in the Arctic

CANADA possesses enough petroleum to last the world for a thousand years. This oil is found on the Mackenzie River — in the Arctic region. The discovery was made two years ago by Dr. T. O. Bosworth, who reported the story of his "find" to the Dominion Government, but it is only now that the people of Canada have given them the story of a national asset of momentous importance. The tar sands north of Athabasca and Great Slave Lake become oil fields of incalculable value near the mouth of the Mackenzie. Read this story, told by Dr. Bosworth himself, of Canada's and the Empire's exhaustless oil fields in

MACLEAN'S MAGAZINE *for June*

THEN have regard for the following highly interesting special articles and features of the June MACLEAN'S, always keeping in mind that they are by Canadians for Canadians—and so belong by right to MACLEAN'S MAGAZINE, whose elect purpose is to advance the development of Canadian writers and Canadian literature, and to make the Canadian people—the best of them—better informed concerning their own land and their distinguished sons and daughters.

Balfour at Washington

and the war preparations of the United States, by Agnes C. Laut. An interpretation of Balfour's mission to America as it relates to the Allies' cause and to the unifying of the great Anglo-Saxon peoples into an organized power for the conservation and development of human liberty and the rights of the common people.

William T. Dewart

A Character Sketch

The romantic and inspiring story of a Canadian—a member of a well-known Ontario family—who is now general manager of the Munsey publications in New York. The story is exceedingly well told by a remarkable man—Erman J. Ridgeway, himself a publisher of brilliant record.

Putting Pep into Parliament

The idea is that the work and proceedings of Parliament should be simplified and speeded up. Parliament is becoming more and more of a business institution and less and less a place for oratory. The work of Canada is too important and too vast to permit of elocution and casuistry and wire-pulling. H. F. Gadsby, a writer with any amount of "pep" himself, is the man who pleads that Pep should be put into Parliament.

Sunshine in Mariposa

By Stephen Leacock

The second instalment of his play whose setting and incidents are found in Ontario, Leacock's birthplace. Rich humor, and revealing Canada's premier humorous writer in a new phase of his astounding versatility.

James B. Hendryx

continues "The Gun Brand." This is a romance of the Canadian Northland. An adventurous and ambitious girl teaches school in Athabasca, and in her journeyings thither and in her life and work later on, there are incidents and experiences and developments laden with thrills. A fine story which can be satisfactorily begun in the June MACLEAN'S.

Sir Gilbert Parker

contributes "At Lake O'Calling." This is a Canadian story—about the building of a railroad for Empire business. A romantic tangle gives the story zest and shows Sir Gilbert's art finely. Probably his best story ever appearing in MACLEAN'S MAGAZINE

A. C. Allenson

contributes "June Comes Back." A very beautiful June bride story—about June Summers, a charming young woman.

Arthur Beverly Baxter

contributes "The Man Who Scoffed." A war story—and good war stories at this time have great appeal. We all want to know more about the life our glorious Canadian boys are living in these epochal days. Romance mingles itself with death and tragedy.

Hopkins Moorhouse

contributes "The Herald Angel." One of his fine Andy Doolin stories—a story of the days of the forty-niners with their lawlessness and enriching labors. A story of valor and primitive passions in freest exercise.

Records of Success

This is a feature department of MACLEAN'S given over to sketches of interesting Canadian men and women who have accomplished things.

Review of Reviews

A department tremendously well liked by every MACLEAN'S MAGAZINE reader, for here are found condensations of many articles of surpassing interest appearing in other magazines. So do readers keep themselves informed concerning what is best and most vital in current thought and life.

SO you have evidence of just how much, worth-while MACLEAN'S MAGAZINE is—how admirably it is doing its chosen work and realizing its own purposes; which are to give the Canadian people a magazine dominantly and usefully Canadian, and which will satisfy from beginning to end.

At all News-dealers, 15 cents

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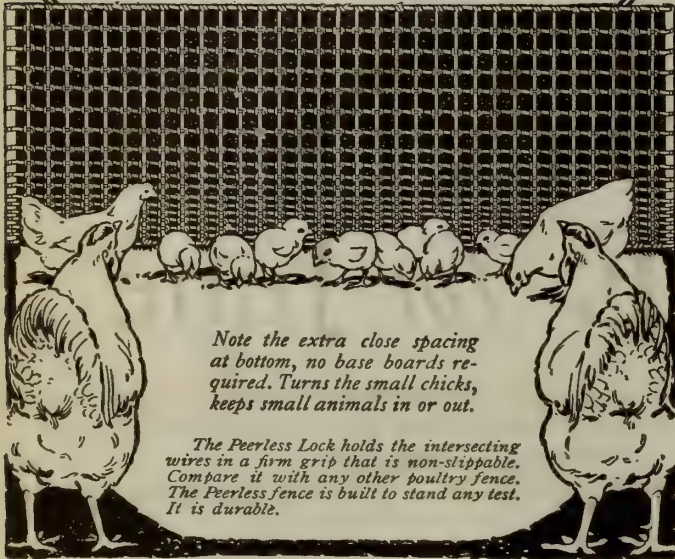
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We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

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There'll be dozens of minor auto accidents this summer where windshields and head-lights come to grief.

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Write for price list.

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Glass Importers and Mirror Manufacturers

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High Quality TOOLS

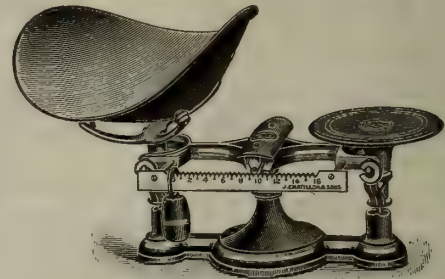
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very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

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Milbury, Mass., U.S.A.



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Since 1835 we have been making a complete line of scales second to none.

Scales for every purpose in every style and capacity—strong, durable and accurate.

They will bear the most critical government inspection.

It is profitable to handle a line which renders such satisfaction and, moreover, our prices are right.

Ask your jobber about Chatillon Products or write for illustrated catalogue, prices and details.

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New York City

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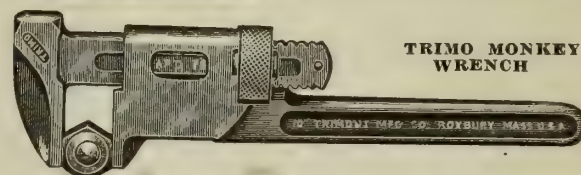


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BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

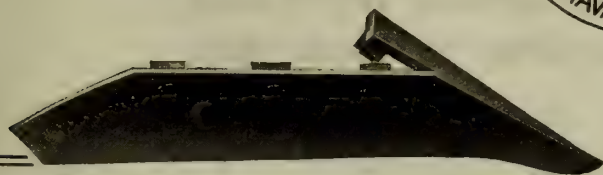
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CRESCENT Plow Shares offer the widest variety in type. They are better finished than the originals. With a stock of Crescent Plow Shares on hand you will be ready to supply your customers and give them entire satisfaction. Get your order in now and be ready for your customers with the goods. We can give your orders immediate delivery from our large stock. Ask for latest list and prices.

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Also Manufacturers of

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all Kinds



CROSSHEAD



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A. T. Diggins, Stair Bldg., Toronto, Ont.
Harry F. Moulden, Winnipeg, Man.

H. E. O. Bull, Montreal, Que.
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Good Opportunity for YOUNG MAN

Young man of good appearance who knows the hardware business. Preferably one who has had experience in buying for live retail hardware firm. Ability to write advertising and business literature essential. Good salary. Apply, giving full details regarding experience and qualifications to Box 469, Hardware and Metal.

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By H. K. Vosburgh

Revised by William Neubecker

This is a book of 135 pages, 54 plates. Epitome of mensuration. Mensuration of surfaces. Tables, Rules and Recipes. Practical Receipts, on the making of all kinds of solder.

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PRICE \$1.00, Postage Prepaid.

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MACLEAN PUBLISHING COMPANY, LIMITED

143-153 University Avenue, Toronto



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They demand the best they can get for the money—and they are entitled to it. They ask for

Dominion Shot Shells

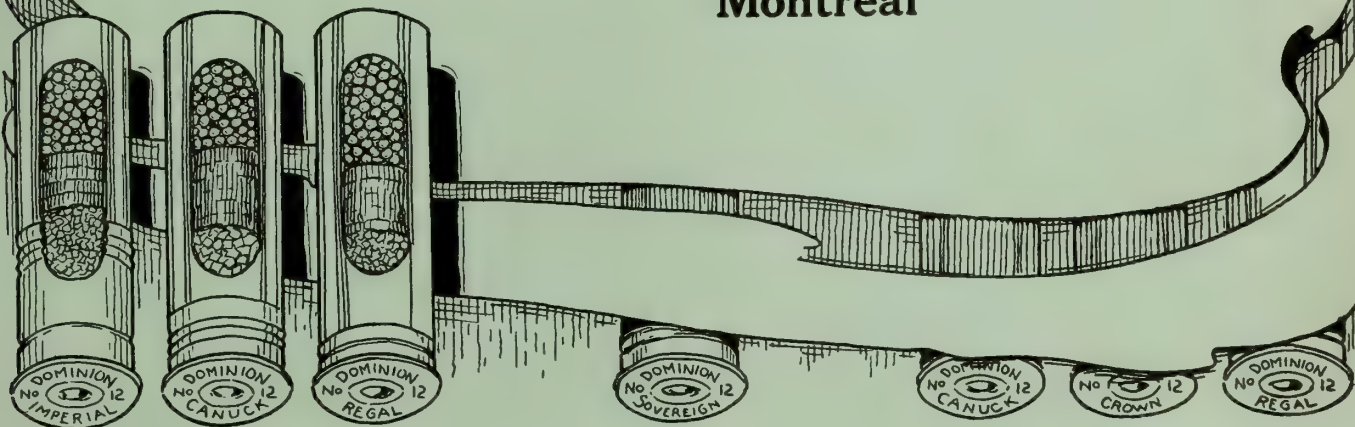
because they know Dominion are the best procurable.

This is the demand that has been built up by a maintained quality and a guaranteed satisfaction both supported by intensive advertising.

Capitalize these three factors—build on them for bigger sales and larger profits. If you put the full Dominion line on your shelves your ammunition turnover will multiply materially.

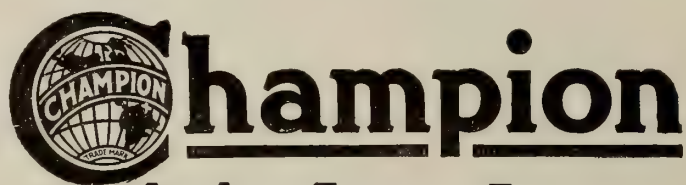
The big “D” trade-marked Ammunition—Made in Canada—is the ammunition that gets the business.

Dominion Cartridge Co., Limited
120 St. James Street
Montreal



Link Up Your Store and get the full Benefit of our Consumer Advertising

Our education of consumers to use Champion Spark Plugs and the help that we offer you to assist in increasing your sales is the most extensive effort that has ever been made in Canada for Spark Plugs. If you will lend your co-operation by using to advantage the store displays and dealer electros, they will certainly help you to obtain a larger portion of the auto accessories business in your district.



Toledo Dependable Spark Plugs

are equipment on 60% of Canadian-made cars when they leave the factory; therefore, it is logical that owners should demand Champions when making replacements.

Start right now to get the full benefits of our consumer advertising by linking up your store completely with the helps that we offer.

Send in the coupon on your Profit-Sharing Agreement and get the extra profit on all Champions that you sell.

Your jobber can supply you with all types of Champions and the agreement blank as well. Get your order in now, the advertising is running full schedule.

Champion Spark Plug Company of Canada, Limited
Sandwich St. West, Windsor, Ont.



List price \$.75.
Champion X
for
Ford Cars



List price \$1.00.
Champion regular
Long 3/8-18 for
McLaughlin Cars.



List price \$1.00.
Champion "O"
for
Overland Cars.



List price \$1.00.
Champion Regular
for
Maxwell Cars.



List price \$1.00.
Champion Conical
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Studebaker Cars.

The plugs shown here efficiently meet the requirements of the majority of Canadian cars and engines. A supply of each will help you to obtain bigger sales in auto accessories and will insure satisfaction to your customers.

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MAZDA

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**FACTORY PRODUCTS
LIMITED**

TORONTO

CANADA

TRADE
CHICAGO
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SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



**Chicago "Triplex"
Spring Butts**

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO



NEW YORK

**WANTED, AT ONCE — CAPABLE HARD-
ware man to manage retail hardware
business in thriving Ontario town. State ex-
perience, salary expected, and give references.
Apply Box 182, Hardware and Metal.**

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of **HARDWARE AND METAL**. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading **HARDWARE AND METAL**.

USE THE WANT AD PAGE

If interested, tear out this page and keep with letters to be answered.

New Address:
201 Inspector St.
MONTREAL



Telephone
No.
Main 5447

Canadian Consolidated Rubber Co., Limited

Announce the removal of their
Executive Offices and the *Sales De-
partment* of their *Montreal Branch*
from Notre Dame Street East and
Papineau Square to

**THE RUBBER BUILDING
201 Inspector Street
MONTREAL**

This central location, being more
convenient, will increase the facilities
for a better and quicker service to the
trade when in need of anything in
rubber.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX.

TORONTO, JUNE 16, 1917

No. 24

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HARDWARE AND METAL

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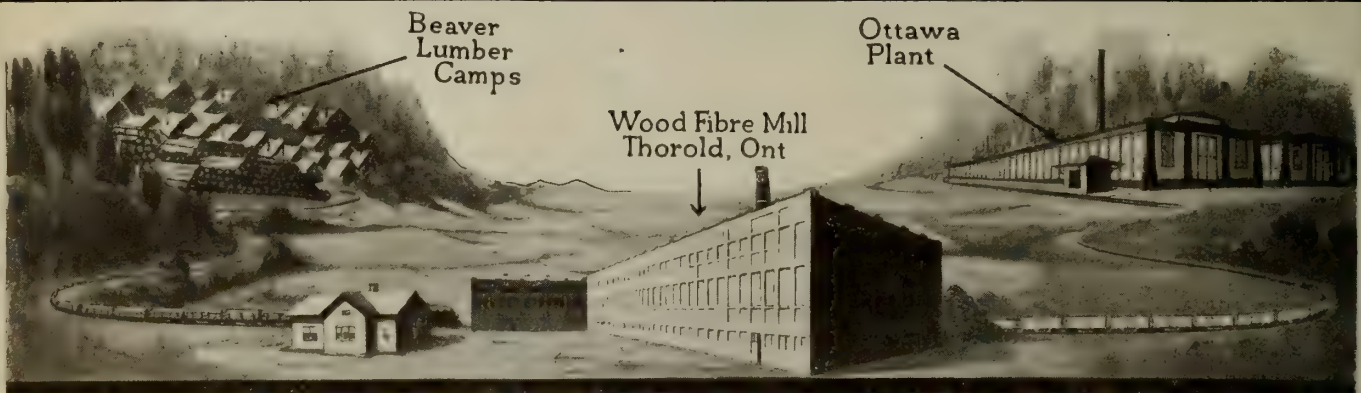
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Extra Heavily Tinned

Insist on "DOMINION CROWN"

A. C. LESLIE & CO., LIMITED

MONTREAL



MADE IN CANADA

from Raw Material to Finished Product



Made in
Canada

Beaver Board is a Canadian product through and through. Every step in the production of this knotless, crackless, manufactured lumber is carried on in the Dominion.

From the Company's own lumber camps in Northern Ontario the clean, white logs are transported to the wood-fibre mill at Thorold, Ont. The big rolls of stock are then shipped to the Ottawa Plant where they are built up into

large, sturdy, uniform panels of Beaver Board.

The present size of this big institution is the best evidence of the profits which come each year to Beaver Board Dealers throughout the Dominion.

Why not get your share of this good business? Let us tell you how to get it.

THE BEAVER COMPANY, LIMITED

417 Wall Street, Beaverdale, Ottawa, Can.

Plants at Ottawa and Thorold, Ont.

BEAVER BOARD

FOR BETTER WALLS & CEILINGS

If interested, tear out this page and keep with letters to be answered.

Manitoba Retailers Meet in Winnipeg

Enthusiastic Welcome by the City Greets Delegates — Speeches of Welcome Open Session—President Rannard's Earnest and Forceful Address, Deals Broadly With Issues More Than Province-wide.

THE Third Annual convention of the Manitoba branch of Retail Merchants' Association convened on Tuesday morning, with a very fair gathering of delegates in attendance. The morning was spent in getting acquainted. The formal session of the conference started on Tuesday afternoon with His Worship the Mayor extending the welcome of the city to the visiting delegates in some happily chosen words in which he lauded the work being done by the Association. President G. W. Markle of the Winnipeg branch, on the part of the local association added the welcome of the different members of the trade resident in Winnipeg to their visiting fellow workers.

Horace Chevrier, President of the Dominion Association replied expressing the appreciation of the Association as a whole of what the different Associations were doing, and meeting particularly the beneficial activities of the Manitoba Association one of the newest

among the Provincial Associations.

Some other members spoke in appreciation of the welcome of the city of Winnipeg and the local Association, after which President Rannard gave his official address.

Hardware Men in Separate Session

At a subsequent meeting, H. Annis, manager of the Marshall Wells Company, in speaking before the hardware section, urged very strongly the necessity of keeping a strict watch on accounts in these times of mounting prices. He also urged that the Dominion Board take steps to prevent wholesalers from selling the large mail order houses on commission.

Following the meeting of the different sections, there was a general session on Wednesday afternoon, where an address was given by E. B. Moon, of Chicago. His subject was "Community Building," and he pointed out the field of usefulness that faced the retail merchants in helping to bring their local communities to a higher

state of efficiency and to a better feeling among the different interests.

President Rannard, in his address, referred to the deplorable petty partyism at Ottawa, which has been seriously interfering with Canada's progress in the war. He intimated that the true feeling of the general public in Canada is not being reflected by the country's representatives at Ottawa. The situation, he declared, appears especially deplorable to business men. President Rannard also referred to the excellent results of prohibition in Manitoba. He explained how drunkenness had decreased — how business had been improved — and how children in the schools in the poorer districts of Winnipeg are better clothed since prohibition went into effect a year ago. President Rannard urges the extension of the cash system in the West. He also urged merchants to make a closer study of the needs of the public. President Rannard's address follows:—



View in Portage Avenue, one of the retail streets of the Convention City.

When you honored me first two years ago with the office of President of this Association, Canada had already been in the grip of the greatest war in human history. The first flash of war activity was over and her resource power was being called upon. But although this was true the past year has been a period of real testing. It speaks well for the calibre and largeness of our men that Canada has passed through this period with credit and faces the future with a determination to do all, and to bear all, in the name of Liberty and Right. We have almost forgotten our old differences and we find that in the matters that really count at this moment—the vigorous prosecution of the war to a victorious ending—we are one in intention and desire. This unity among the people should be reflected in the Parliament at Ottawa. All party feuds and griefs should be forgotten and new issues not related to the war should be allowed to stand until we complete the task in hand. But while party spirit is low in the country it burns high at Ottawa and the great and pressing business, which calls for all our energies, has to wait until wretched partisan wrangles are settled. It is a situation that must appear specially deplorable to all business men. Cannot we expect that our leaders will give us a National Government composed of the very best men that can be selected in Canada, with one spirit of co-operation and patriotism so that our Canada's splendid record in the war to-day may not be blemished by any failure in the final phase of this terrible struggle.

The true men of our country have given themselves heart and soul to their country's need. Many have paid the supreme sacrifice in the firing line. Of those, truest of all patriots, we express our deepest appreciation.

Many Canadians are not yet awake to the fact that this war has gone to the length of a grim death struggle. One speaker who came from the battlefields of France gave this advice, "Take five minutes each day to think as hard as you can what this war means to you." I would add to this, try to conceive, if you are not of craven heart, what defeat to Canada would mean. Think!—think hard—victory is far from certain. England and France are in a death struggle even though the United States has entered the war as their ally. In the name of all that you hold sacred do not deliberately refuse to realize that this is your war. And the Retail Merchants' Association, now assembled, must recognize this tremendous fact.

In view of recent events our Government throughout the Dominion must be urged at once to take drastic measures to the utmost limit of the law to punish all treasonable conduct of individuals or organizations. This would have a salutary effect upon the confused and hesitating attitude of certain peoples of this country in this time of crisis through which we are passing.

I recall, how during the Civil War, President Lincoln dealt with Congressman Vallandigham, an anti-draft and "Peace at any price" exponent. Vallandigham was court martialled for his conduct and sentenced to imprisonment, but Lincoln, exercising his war powers, ordered Vallandigham sent to the enemy's lines. At Murphysboro General Burnside carried out the command, and the anti-draft advocate was sent across "No Man's Land" to the enemy. I am convinced that to-day the same punishment should be meted out to anyone who opposes any effort to win the war. This may, possibly, seem rather radical but it is now opportune for us to speak out in this time of stress and tragedy.

Again, this war demands that the nation put its shoulder to the industrial wheel and concentrate on necessary work only. The sooner the public gets over the idea that we want "business as usual" during this great war the better for all. We must drop all unnecessary work and expenditures immediately and concentrate on the immense volume of work that has to be done. Business

should get rid of any foolish fears that economy would bring on a general paralysis of industry and trade. There is no danger of not having work for everybody. The trouble is that there is more work in sight than can possibly be done, and the question is whether we shall cut off luxuries or necessities.

By thrift and self-sacrifice, bravery and determination, the war will be brought to the successful conclusion desired. All we want out of this war is a victory which will guarantee security and the liberty of democracy that will light the future years as a star of the first magnitude or, even as the sun lights the heavens. And we have the will to get that victory, because we have set our teeth to win no matter at what cost.

Again, this struggle has emphasized the alarming labor unrest in the country. I would suggest that we plan to eliminate labor disputes during the war by creating nation-wide machinery for mediation. This could be brought about by co-operation, influential employers, and labor representatives, in every industrial centre being formed into an organization to co-operate with Federal and Provincial mediators with the object of influencing employers and union



C. F. RANNARD.
President of the Manitoba Retail Merchants Association.

leaders to submit to arbitration. They would have no Government authority but I feel confident that such influence would guarantee mediation in most cases.

Do you know greater production is being hampered by organized effort on the part of our pro-enemy?

This would be fashioned after Britain's method with labor. The British Government Act provides there should be no stoppage of work upon war munitions and related industries, but all differences shall be arbitrated. Women are employed where no men are out of work and must receive equal pay. The Government agrees that the places of men will be returned to them after the war. Munition workers are enrolled as munition volunteers and are assigned by the Government to the various parts of England.

Landlords are prohibited from raising rents, and employers from reducing wages of pensioned soldiers who have returned to their former employment. The Government joins with trade unionists in their opposition to child labor on the ground that if the war were won under those conditions it would be really lost as future generations would be destroyed. As to the wages, these should be increased according or in proportion to, the increased cost of living,

but we must remember that the high cost of living is largely caused by all demanding more for their services.

Prohibition Helps Trade.

But although the war looms so largely on our horizon there are other things we cannot refrain from mentioning. This is the first anniversary of prohibition in Manitoba. What a good year it has been! This improvement is evidenced in larger stocks on merchants shelves, and quicker returns. Accounts have been paid more promptly. Also, it has been noted by many school teachers in the poorer districts in this city that the children have come to school better clothed and better fed. But this is not the only improvement. How rarely to-day do we see a man the worse for liquor on our streets? Our jails have been so empty this year that the cells have been lonesome. It became a double punishment to be there. Manitoba—for the eleven months' period from July, 1916, to May, 1916, drunks numbered 3,223. From June, 1916, to April, 1917, the last month for which reports had been completed, the total was 724 drunks listed, a decrease of 2,400, or, in other words, a decrease of from 9 per day to 2 per day.

It has been said that to pass legislation is one thing but another thing to administer it. These statistics, however, show how well the law has been administered, and it is only fair to say to the Government, and those who are charged with the direct responsibility of enforcing the act that they have our thanks and confidence. I am sure that intoxicating liquors sold over the bars will never be allowed in this country again. This association cannot do otherwise than place its stamp of approval up the inestimable good resulting from prohibition during this past year.

Drink has killed millions. Prohibition will save millions. Can you imagine what this will mean to our country in the future? I leave you to answer the question.

Our industrial and commercial system depends upon the people for existence. Each individual enterprise, be it farming, mining, manufacturing, wholesaling or retailing, depends for its success upon how well it fits into the great human economy and how well it serves its immediate community of customers. The unsuccessful store or factory is one that adopts a policy which does not conform to the harmony of the entire system or which does not serve its customers in the way they want to be served. Society notifies such that the right kind of service is not being given by cutting down its custom and thereby cutting down its profits.

Attempts may be made to overcome these weaknesses but in the long run people for whom our whole commercial system exists will eliminate that part of the system which is responsible for holding the price much above the cost of producing and handling. They will cease to trade with the merchant whose advertising on goods is dishonest and will buy as little as possible from the salesman who does not treat his customers with courtesy, or who does not serve them as they want to be served.

It is important that we get a clear conception of the social function of selling. It must never be forgotten that business is intended to serve the people and that the people are not to serve business. It is for customers that you and I are working. It is the customer which you and I are to please. Satisfactory service to customers is the keynote of good salesmanship.

Efficiency is the Watchword of Modern Merchandising.

Scientific management is being introduced into the industrial field and because of this the cost of production will be reduced to a minimum. The principles which are being applied to farming and manufacturing can be successfully applied to the distribution of merchandise. Modern retailing requires careful study owing to the growth of a number of special problems. Dealers can-

not afford to overlook the problems which they are facing in the competition among themselves, competition with neighboring towns, competition with distant cities, competition with the various "direct to consumer" movements being promoted here and there. Rising prices due to the increased cost of raw materials have reduced the scale of net profit.

Cash vs. Credit.

Every merchant should make a study of whether he can best serve his customers by cash or credit. I would urge upon you the desirability of the united effort to speed the day when retailing in our Western Provinces will be on a more cash basis. Credit was necessary when the West was in the making but it has encouraged men to assume a load of debt beyond their capacity. It has caused a heavy loading of interest—bad debts, and the indirect cost of resulting inefficiency of retail service. The banks have taken the initial act to encourage the farmer in cash buying.

We can help solve some of these problems ourselves but we must seek assistance from other sources as well. If we find obstacles are placed in the path of our progress by any other branch of business we must make every effort to overcome them. Each part of our system of distribution will have to justify its existence on a basis of practical economy. Failing this it will have to step aside.

Then again demands of the public for greater variety and increased service call for advanced knowledge in merchandising and show our need for a system which will provide intelligent help in selling. Would it be safe to say that this problem would be solved through our public school system, the high school, and the university? Salesmanship and the general principles of retailing should be taught in our educational institutions. Some provision should also be made by which men now engaged in business could attend short courses in modern merchandising.

The merchant must be an asset to the community. He not only is the right medium for the distribution of merchandise but he should so impress the public that he is filling his position in that respect so that they in turn will give him their support. The successful merchant will support to the best of his ability the local newspapers, churches, schools, and every good organization that helps to build up the community. We recognize to-day better than ever before that we are to render satisfaction to our customers and obtain for ourselves that profit to which we are entitled. This means that we must buy right, advertise right, sell right, and adopt a general store policy that is right towards our customers.

In addition to the problems already mentioned a consideration must also be given to securing uniformity in taxation. You know, and I know, that our present system of taxation has favored big business to such an extent that it stands condemned. We are entitled to no more, and we should receive no less. In the conduct of our business as retail merchants, we simply ask that there be uniform conditions fixed for all engagements in the retail business.

What I have said regarding taxation also applies to business in general. I am informed that rural municipalities make practically no effort to recover licenses from hawkers, peddlars, and transient traders. We must demand a change by which no special favors are granted to any class of business men. We should have no great difficulty in having these requests granted as we have right on our side.

Another problem will be that of insurance.

You have been requesting for some time the starting of our own mutual fire insurance.

The organizing of a mutual fire insurance company is not difficult. Our provincial law makes this easy. It requires the securing of a charter and at least thirty members



The Industrial Bureau, Winnipeg, where the Convention is being held.

guaranteeing \$50,000, of insurance.

This, then, is on our program, as you will notice, on Thursday, and I hope that the Merchants' Fire Insurance Association of Manitoba will have become an actual fact.

Daylight Saving.

Again, no doubt, you will have all noticed by the papers that the Government has decided to put into force daylight saving throughout the Dominion. This is one of the things for which this Association has always stood and now heartily endorses the act of the Government. We would urge that the day for putting forward the clocks be set as early as possible.

These problems which I have mentioned are but a few of the many which are entitled to our consideration but which lack of time prevents me from bringing before your notice. However, I think I have shown that the scope of the Retail Merchants' Association includes more than merely selling an article over the counter.

We are fast passing by the day when the true picture of a business man was one who sat behind the windows of the great buildings that front our thoroughfares with his hand on the throttle of his community's, or his country's, industry, with every nerve and faculty alert to detect in the ceaseless roar about him the least sign of deviation from the path he is forcing commerce to take.

Too many men to-day are atoms tossed by the unremitting tempest of business interests instead of being the force behind the tempest. In other words, business rules their lives. Business is the utmost limit of their horizon line. Their gaze is on the sordid rather than supernal, the scum rather than the sky, the low rather than the lofty. Every being with whom they deal is measured by the business standard alone. The possession of dollars, or the lack of them, is all they can see. But even in business we are recognizing that there is

more to the individual than just the dollar value, and the call for the public spirited business man who can realize this fact is ever insistent.

It is the man who answers this call that will feel the truth of the fact that every business transaction makes for better or for worse in the community. Retailers must be champions—driving dishonor from business.

The towers of our new and expanding commercial enterprises rocket up into the sky and herald new eras of business. But if they do not at the same time spell for the community, further humanitarian advancement, they fail in their high calling.

The multiplied wheels of industry whirl and sing of the country's life. But if that song is to be the nation's heart-throb it must have in it the note of a happy people, because that industry is honest and four-square to the world.

Every home of industry must be, not only a monument of commercial enterprise, but a Statue of Liberty signifying to the world the larger life that such institutions bring to the people. Only is a country blessed by its commercial enterprises when it is not ruled by them but lifted, not enslaved, but liberated.

The members of this Retail Merchants Association are nerve-ends of a great business organization reaching out and touching the people. They are the mediums between large interests and individuals. Because of this they can be the means of bringing these together as factors in the country's upbuilding rather than factions hindering its progress. And the great work of bringing about the solidarity of the nation we, as an association, can be a powerful influence if, in this way, we act the motto, "Not dollars only but brotherhood"—a brotherhood that would make ours a Great Manitoba—ours a Great Canada—ours a Great Empire.

Urge Retailers to Make Position Clear

W. R. INGRAM, of Swift & Co., a representative of the Manufacturers' Association, in addressing the convention, placed the onus of blame for the high cost of living on the general war conditions, and fully exonerated the manufacturing classes from the stigma of undue profiteering. He urged that every available method should be used for cutting down the cost of doing business and spoke favorably of the Cash and Carry system that was gaining such a hold in certain sections of the United States and even

in Canada. He contended that the main reason why the public blamed the retailer for the high cost of living was that the retailer had made no effort to show the public generally just where the increases arose. The dealer should be able to discuss intelligently every phase of the situation and so free themselves from the stigma of having been the reason for the increased charges.

E. B. Moon, of Chicago, speaking on methods of meeting outside competition, laid great stress on the item of advertising. He thought that in meeting the

incroachments of the mail order house the dealer could not do better than take a leaf out of their book. They might with advantage to themselves pattern their advertising on the alluring and enticing phraseology of the mail order catalogue. He also urged the extensive use of private mailing lists, that should tap the whole community, not forgetting to place on this list the names of children, who were among the most diligent readers of such circulars and could be counted on to do their part in the matter of furthering this advertising campaign. Another suggestion made by Mr. Moon was that grocers should buy a car of sugar at preserving time, selling at practically cost, making up on other lines of goods sold for the lack of profit in this one line.

Dealing with the other phases of business, Mr. Moon stated that it was impossible to overestimate the necessity of knowing the actual cost of doing business. The failure of so many merchants to pay sufficient attention to this great essential of their business was making it easy for the inexperienced to do business, and thus raising up an element to compete with themselves. The days were coming, he contended, when the man who did not pay attention to this side of his business would not be able to continue in business for unquestionably we were seeing the dawn of a new efficiency in retailing. He urged in conclusion the service that could be given by the traveler in training the merchant in the knowledge of the goods handled.

COUNTRY NEWSPAPERS NEED SUPPORT

Merchant Who Does Not Advertise Is Handicapped—Good Will of Customers Is a Great Necessity

ON Wednesday afternoon, W. J. Keyes, of the Kelvin Technical School, delivered an address on "Better Business," country newspapers and retail merchants working together. The address in part follows:—

"Every man in business needs the service offered in the columns of the live newspaper if he wishes to develop his interests to the maximum. It is true that there are men who have made fortunes without advertising—but why try to labor under so great a handicap?

The time when everybody will know about you will never come. The audience of the business man is a constantly changing one. You have got to tell people who and where you are and what you are offering. And you have got to keep on telling.

If you are a good merchant, the biggest investment you have is not in stock, but in the good-will of your customers and good advertising, backed by good business methods, is a short cut in obtaining good-will.

Big Corporations Advertising.

The big corporations—corporations who have what appear to be monopolies are spending hundreds of thousands of dollars every year for good-will—such firms, for example, as the Bell Telephone Company, the Pullman Car Company—even your old friend the American Sugar Refining Company, from its receipts of the fiscal year has set aside \$1,000,000 as part of its reserve for advertising purposes.

This is probably the first time that a corporation has recognized advertising as a fixed liability on the same basis as insur-

ance, betterment, depreciation and pensions.

This new departure puts advertising in newspapers and in magazines in its proper place in business estimates—not as a contingent or fluctuating item, but as a necessary permanent fixed charge, inseparable from the proper conduct of the year's output and sales.

Results of Advertising.

Kitchener's Army—the army that gave us time to prepare to do our bit and take our place in world affairs, was raised through advertising. Seven thousand recruits were brought into the British War Office shortly before the war broke out by advertising at 57 per cent. on the cost of old methods of recruiting.

At Dublin, a most difficult recruiting centre, the previous recruiting rate was doubled in a fortnight.

The first British war loan of three hundred million dollars was subscribed for in two weeks through advertising.

The Admiralty put on an advertising campaign that increased recruiting in that branch of the service from an average of 100 a week to an average of over 1,000 a week.

The successful experience of the Dominion Government in advertising for settlers, in stimulating the demand for Canadian fruit, fish and other products, caused it to turn to advertising as the means of marketing Government war bonds and loans,



J. H. CURLE,

Secretary of the Manitoba Retail Merchants Association.

and in each case the issue was over-subscribed—in the case of the last issue the books were open only two weeks. Sir Thomas White asked for \$150,000,000, and advertising brought him requests for over \$100,000,000 more than he asked for, and I do not think it will be long before provincial governments and municipalities will take advantage of advertising's economical salesmanship to market bonds and debentures.

Japan is advertising various lines—tea, for one—to promote a better feeling for that country on this continent.

Examples of Advertising Successes.

The foregoing data may give you the impression that advertising is for governments and large manufacturing concerns only. That it is not for the merchant—but the reverse is the case. Thousands of merchants found the secret of successful advertising long before the large corporations discovered it. That wizard of merchants, John

Wanamaker, sold the entire edition of the Century Dictionary and Cyclopaedia (a work in ten volumes, for which the purchaser had to pay from \$80 to \$120 a set) by advertising, and those of you who have had experience in selling books will appreciate the magnitude of that undertaking.

A knife grinder in Cleveland started in a small way. He has been able to buy a new cash register every year since starting business, and each time a larger one, because he has been able to put an edge on his advertising as well as cutlery.

Seven brothers operate a wholesale plumbing establishment in Cleveland, and by their unique business methods keep their books on a cash register—(think of plumbers doing a strictly cash business)—and through their clever advertising have built up a trade that reaches to every part of the world.

Merchants and Publishers Interdependent.

The merchant and the publisher have interests in common and interests that are dependent one on the other.

The merchant requires the services of the publisher's newspaper in order to carry his message economically to the group of people he wishes to interest in the goods he has to sell.

The publisher requires the patronage of the merchant that he may continue to publish his newspaper, and both merchant and publisher must work to make that paper readable and influential, that the messages it carries shall have weight, and through their justice and sincerity build up a prosperous, growing community.

To do this successfully the publisher must publish a paper that gives the entire news of the district it serves in a truthful and accurate manner, and to enable the publisher to accomplish that desired result the merchant must pay a price that will enable the publisher to do his part without financial loss, and there is not a local newspaper publisher among you who can bring his paper up to the highest possible efficiency on the rates now being charged for advertising, without financial loss, and there is not a merchant among you who will secure the maximum amount of benefit from the money he spends on advertising until such time as he devotes more care in the preparation of his advertising copy.

Now let us deal with these two points.

A newspaper, to command the respect of its readers and secure complete paid distribution in the territory it serves, must give the news of that territory in full and accurately. To do this and meet its obligations it has to sell one column of advertising for each column of reading matter carried, and the price charged for the column of advertising must pay the cost of setting the type for both the advertisement and the reading matter, and cover the cost of writing and editing the reading matter as well.

Time was when subscriptions paid these expenses, but in these days the dollar and a half received from the reader in most cases does not cover the price of the blank paper, the office rent and taxes, so the publisher must look to the returns from the advertising space to cover his other expenses.

How often have you heard this quotation from the book of books: "As ye give, so shall ye receive." It is true to-day as the day it was written, but, gentlemen, it probably has seldom been brought right home to you, for the reason that in its utterance it has probably been coupled with some appeal made in the name of charity, and the common or garden variety of charity seldom impresses the people appealed to, so we will take this old truth and dress it in the language of the day, and say you pay for what you get, and you get what you pay for.

The surest way to get more is to give more; more impetus means more income.

If your business is a success you have paid for it in hard work. That work may have been done when you prepared yourself to grapple with the problems of business, or it may have been applied directly to the business in its building.

And so it is with everything you buy, whether it be goods or service.

To insure an adequate supply of dependable merchandise passing through your store, you must pay an adequate price for the goods.

To insure the steady services of competent employees, you must pay an adequate price—they cannot be had on a job-lot basis, and, gentlemen, to enable the publishers in your town to produce reliable, readable, live newspapers, you must pay an adequate price for the space you use and use a sufficient quantity of space to enable the publisher to cover the news of the territory tributary to your place of business as you would want it covered.

Secretary's Report

To the President and Members.

Gentlemen,—During the past year favorable progress has been made by the Manitoba Provincial Board. The success which has attended the general efforts of the association in this province is, in a large measure, due to the keen interest which your president, Mr. Rannard, and the other executive officers have taken in the many very important questions which have been under consideration. Might I direct your attention to the valuable services which have been rendered the association by many other members in various ways and at considerable sacrifice in many cases.

Planning the Convention

In planning for this convention valuable assistance and advice has been given the committee by a number of country as well as city members. Practical co-operation like this always helps your association.

Conferences With Bankers, Manufacturers and Wholesalers

At the joint conference of bankers, manufacturers, wholesalers and retailers, held in Winnipeg on March 8, 1917, the following members represented the retailers:—A. G. Box, of Souris; William Chambers, of Hamiota; William Gould, of Miami; W. P. Jamieson, of Selkirk; H. L. Montgomery, of Deloraine; Horace Chevrier, C. F. Rannard, G. W. Markle, J. W. Kelly, and W. T. Devlin, of Winnipeg. Following this joint meeting, a special committee of retailers prepared a questionnaire on trade conditions, problems and relations. These were submitted to all the retailers of Manitoba, and in response, hundreds of replies have been received. The information contained in the answers to the questions so submitted will form the basis for the discussion at the next conference of these four important commercial bodies.

Financial Standing

At the end of the financial year, March 31, 1917, the auditors' report shows that the affairs of the association were in a satisfactory condition. The treasurer's report shows a balance on hand of \$727.11.

Membership

On March 31, 1917, there were 971 members in good standing in 174 branches of the association in Manitoba. On May 31, 1917, the membership was 1,100. The membership in Winnipeg is 509, outside of Winnipeg 591.

Chair of Commerce and Short Course in the University

With a view to getting more information as to the value of short courses for retail merchants and the establishment of a chair of commerce in the university, five Manitoba merchants and your secretary visited Minneapolis, where they attended the short course for retail merchants put on by the Minnesota University last February. From Manitoba there were Horace Chevrier, C. F. Rannard, T. A. Connell, G. W. Markle, E. U. Pugsley and J. H. Curle.

Note.—The merchants paid their own expenses. During this convention I believe that a recommendation on commercial education will be submitted for your consideration.

Visits to Promote Fellowship

Believing that the best interests of the association would be served by Winnipeg members visiting other places in the province, not only to get acquainted, but to get information on present-day problems. On the first trip, Portage la Prairie, Neepawa and Brandon were visited by automobile in cars provided by C. F. Rannard and J. W. Kelly. In the party were: J. A. Banfield, G. W. Markle, Horace Chevrier, W. J. Keyes, E. H. Blows, J. W. Kelly, C. F. Rannard, T. A. Connell and J. H. Curle. Later, Brandon and also Souris were visited. At both places very profitable and enjoyable meetings were held. Merchants from Brandon, Hartney and Elgin also visited Souris with the Winnipeg party. It is to be hoped that many places will be visited during the coming year. Your president not only visited the places I have just mentioned, but also called on the merchants at Elm Creek, St. Claude, Rathwell, Treherne and Holland.

Community Development

Your officers are of the opinion that community spirit must be developed in the West if we are to make satisfactory progress as an agricultural country. Social centres are essential to the life of our people. Conditions in the country must be improved and made more attractive if our young men and young women are to be induced to live on farms. It is possible that the high prices on food products will attract many to the land, but if we are to have permanent and contented families in the country districts, the towns and villages must be real community centres.

Your association is already engaged in this great work. I believe that the merchants in the province are willing to assist in this movement. The newspapers are falling into line. Already the Brandon *Sun* is performing a great service for the Brandon district. Other newspapers are undertaking similar work. Let us make our stores and our town centers of service for the people.

Legislation

Your executive officers assisted by the officers of the Winnipeg Branch had several interviews with the Commissioner and the Provincial Government in regard

to the regulations which were proposed in connection with the Workmen's Compensation Act. We submitted statistics to show that the retail business was not made up of hazardous occupations. Your officers were responsible in a large measure for having the regulations changed in respect to the retail trade, so that only plumbers, tinsmiths, painters and bakers are within the Act. We have reason to believe that further exclusions will be made if it can be shown that the occupations are not hazardous risks.

This Act was put into effect in Manitoba last year. While it has in many instances been of great assistance in the recovery of small debts, yet there are amendments which your executive officers have asked for by which magistrates would not only give judgment but would have authority to order payment, to issue a garnishee order, to issue executive or to examine the debtor as to his ability to pay. It is the intention of your executive to follow this matter up at the next session.

Peddlers' Licenses

Your officers submitted a proposal to the Municipal Commissioner to which all hawkers, peddlers and transient traders would be required to take out a Provincial license and to report to and secure a license from the Secretary-Treasurer of the municipality in which he intends doing business. A reply was received from the Commissioner stating that the proposal would receive early consideration.

Other matters on legislation are under consideration.



TURPS. IN 600-lb. BARRELS U. S. Representative Has Bill to Increase Size of Turpentine Barrels

Considerable discussion has attended the proposed increase in the standard weight of a barrel of turpentine, as outlined in a Bill introduced in the Georgia Legislature by U. S. Representative C. E. Stewart, of Coffee County, Ga. The outcome will be awaited with interest by Canadian dealers.

Under the present rules, which are recognized as a protection to all interests, a barrel of turpentine weighs 432 pounds gross and about 75 pounds tare. The idea of the new Bill is to make 600 pounds the standard weight of a barrel of turpentine.

Much objection has been raised to the Bill, chiefly on the ground that it is inadvisable to change from a standardized to an irregular container. It is also contended that the 600 pound barrel would be too large to handle properly and thereby entailing danger to the handlers unless two men were used, and this would require more labor than at present. Another objection to the change would be that the staves and heads would have to be of very thick wood and this would render the barrel heavier than two barrels of the present size, and would also necessitate much heavier and more expensive hoop iron. The standard machine made barrel now costs the operator \$3, and the question is asked, "What will a package to contain 600 pounds cost?"

EDITORIAL COMMENT

EDITORIAL BRIEFS

WESTERN Canada is again smiling. The threatened drought has been averted by showers which were general over Manitoba, Saskatchewan and Alberta. Crops now look splendid.

* * *

W. F. O'CONNOR, High Cost of Living Commissioner, has after a lengthy investigation stated that the retailers are not making exorbitant profits. We could have told him that before he started.

* * *

THE merchant who keeps his collections up to the mark every day in the week and every week in the year will never find them particularly low.

* * *

WHATEVER we may have said of Mr. Wilson's policy in the past, it has given him a solid nation at his back. A registration of 10,000,000 in one day is no mean feat.

* * *

THE show window is an important factor in business success and it should have the same careful study and attention that other branches of the store receive. With such attention it will pay good dividends.

* * *

AN English paper hints that the German papers will soon be explaining to their readers that, as the world is round, Hindenburg's advance backwards will eventually mean that he will be able to attack the British and French armies in the rear.

* * *

MANUFACTURERS and wholesalers frequently take a rap at retailers for cutting prices. There is considerable price cutting going on to-day (not among the retailers) but the retailers are not kicking about it. Incidentally cutting of prices is not salesmanship.

* * *

ADVERTISING is doing a lot to improve matters where business has been bad. There is plenty of money in the country, some of it hidden very securely from view. It takes unusual efforts to get this money into circulation; and advertising is the most effective effort possible.

* * *

HARDWARE AND METAL in the issue of Feb. 17 stated in part: "Indications point to a more serious shortage of pig iron than at present exists, and should this condition arise \$50 pig iron in Toronto may be looked for." Not only have we had \$50 pig iron in

Toronto but last week the \$50 mark was reached in Pittsburgh.

* * *

THE pronouncement of Sir George Foster at a recent session of parliament that the high cost of living problem was one beyond Government control, seems to suggest that there will be no Food Controller. Perhaps Sir George believes that the men who would probably be appointed to control food prices, already control them.

CUTLERY SITUATION STILL ACUTE

A FEW shipments of English cutlery ordered almost two years ago have arrived in Canada this week. Although delayed the shipments were greatly welcomed. For a long time past only small quantities of English cutlery have been arriving in Canada, and some representatives of English firms have practically been out of business so far as English goods are concerned. Conditions in Sheffield are not improving to any great extent, and recent labor troubles have further complicated matters. There is a great scarcity of steel, except for munition requirements. The Government, however, has been releasing certain quantities of steel for manufacturing purposes, to be used in supplying orders from South America and the colonies. It is interesting to note that the new stainless or non-rusting steel is being used in the manufacture of solid handle table knives. The Admiralty recently invited tenders for upwards of 500,000 hack saw blades. The War Office also invited tenders for 40,000 butchers' knives, 10,000 meat choppers, and large quantities of other supplies.

Further samples of Japanese cutlery have arrived in Canada. The latest samples show a remarkable improvement over those submitted a few months ago. Some lines of Japanese pocket cutlery have been selling on the Canadian market for upwards of a year. The cheaper grades have in many instances been very poor in finish, not nearly equal to goods at the same price formerly imported from Germany. Latest reports indicate that the Japs are striving hard to capture some of the cutlery trade formerly held by Germany, hence the reason for the great improvements in designs and finishes of cutlery samples now arriving in this country.

CANADIAN CONTROLLERS

THE appointment by Order-in-Council of a Fuel Controller and a Board of Grain Commissioners seems to be an effort to meet two situations that have

threatened to become very serious. Canada passed through a coal famine last winter, and there is the possibility of this famine being still more acute this coming winter if prompt and efficient measures are not taken to meet the unsatisfactory conditions. The Grain Commission will serve a useful purpose in stabilizing grain prices, by a reasonable control of wheat and the methods of trading therein as well as the question of transportation. C. A. Magrath, the Fuel Controller, and Dr. Magill, the Chairman of the Board of Grain Commissioners, would seem to have a man-sized job on their hands.

PIG IRON \$50 PITTSBURGH

THE announcement last week that pig iron had reached the \$50 mark at Pittsburgh has brought home to the trade a realization of the true condition of the market. It is clearly evident that further sudden and drastic price advances may take place on pig iron, and finished and semi-finished steel products. Recognized authorities admit the possibility of prices on many lines going to levels now thought impossible. Two years ago, the prices of to-day were thought impossible. At that time, only a few who knew the true conditions and had made a close study of the situation expressed the view that the war would last for at least three or more years longer. A year ago, many people, in fact the majority, prophesied that the war would end in six months or a year at the outside. To-day well informed men are firmly convinced that the war will last for at least two years more. It is to be hoped that their views are not correct. One thing is certain, and it is that the allies are determined to see the war through to a successful conclusion. And with a continuation of hostilities we are bound to see much higher prices than those now in effect. The question of labor is a serious one and is being felt in both the United States and Canada. In the States the Government's heavy program of navy yard extensions, submarine bases, hangars and other extensive works is creating a tremendous demand for many productions made of iron and steel. The transportation problem is a huge one and present, and railroad requirements will have preference after Government needs have been provided for. Recent reports from Pittsburgh state there is not sufficient pig iron and scrap to keep all the steel capacity in operation. If this is the case it would appear that there will be every opportunity afforded for raw materials to advance.

Until recently the matter of production has been largely one of steel-making capacity, there being plenty of pig iron for the Bessemer converters and open-hearth furnaces, and plenty of rolling capacity to turn the ingots into finished products. Now the thin neck of the bottle is evidently to be the blast furnaces instead of the steel-making departments.

The production of steel the remainder of this year will be larger than in the same period last year, but the limit will be determined not by the steel-making capacity, but by the raw materials available.

CHANGED ATTITUDE TOWARDS PRICE MAINTENANCE

AT this time when efforts are being made to pass the Knowles Bill, which will absolutely prohibit a manufacturer in Canada from naming a re-sale price, it is interesting to note the comments of *Printers' Ink*, a highly recognized New York business paper, on a recent damage suit in the United States. According to this authority the damage suit brought by Frey Brothers Company, of Baltimore, against the Welch Grape Juice Company, alleging a conspiracy to maintain re-sale prices, has resulted in a disagreement on the part of the jury, and, so far as legal precedent goes, leaves the question right where it was before. This was one of the cases (another was brought at the same time against the Cudahy Packing Company) which, according to Walter A. Frey, the head of the cut-price jobbing house, were going to settle once for all the status, under the anti-trust laws, of attempts at price-maintenance. Apparently, however, neither side was able to bring the jury wholly to its point of view, and thus far Mr. Frey's adventure has succeeded in settling nothing.

It is interesting to note, however, that Judge Rose did not seem to be much impressed with the heinousness of the Welch Company's offense in cutting off Mr. Frey because the latter cut prices. In a copy of his charge to the jury, occurs this recital of events:

"There is evidence that certain jobbers, actual and potential competitors of the plaintiff here in Baltimore, in the sale of Welch's Grape Juice, complained to the defendant that plaintiff was cutting prices. Defendant then satisfied itself that plaintiff was in fact doing so. Thereupon it refused to fill an order it then had from plaintiff and has never since sold it any grape juice. It is further in evidence that the plaintiff then notified the jobbers who had complained of plaintiff's price-cutting that defendant had cut it off of the list of defendant's distributors, and would not thereafter sell it grape juice. There is further in evidence a circular letter of the defendant sent out to the trade in October, 1912, in which defendant stated it expected jobbers to maintain its re-sale prices, and that it would decline to sell to those who did not."

That seems to be a pretty clear and straightforward statement of intent, and concerns in times past have been roundly scored by the courts for less obvious attempts to "keep up" prices. Signs are multiplying, however, to the effect that price-maintenance is coming to be regarded with less apprehension. It may or may not be a fact of significance, but Edgar T. Welch stated that the jury in this particular case stood eleven to one in favor of acquittal.

C.M.A. Convention in Winnipeg

Forty-sixth Annual Convention of Canadian Manufacturers' Association — Appointment of Inland Trade Commission Not Likely — Knowles Bill Beyond Policy of Government—Workmen's Compensation—Railway Tariff Increase Unopposed.

ECONOMIC questions of great import were the subjects of consideration at the forty-sixth annual convention of the Canadian Manufacturers' Association, held at Winnipeg for three days, from June 12 to 14. With five hundred members on hand, representative of the manufacturing industries of the Dominion, the convention was fittingly opened by a short address from the president, Colonel Thomas Cantley, of New Glasgow, N.S., whose allusion to the great war shadow under which the association was met, expressed adequately the spirit of the whole convention.

Inland Trade Commission

The question of the establishment of a Commission of Inland Trade was extensively dealt with in the report of the Legislation Committee, for early in the year the Association was invited by the Retail Merchants' Association and the Wholesale Grocers' Guild to be represented on a delegation which these bodies were organizing to wait upon the Government for the purpose of urging the establishment of a Commission on Inland Trade.

Through a sub-committee which attended some of the conferences which preceded the interview, the committee found that the movement owed its origin to two things: first, the investigations that had been commenced by the Minister of Labor under the price control Order-in-Council of November last, into the methods of merchandising practised by the wholesale grocery trade, particularly in connection with sugar; and second, the introduction of a bill into the House of Commons by Mr. Knowles, of Moose Jaw, to amend the Criminal Code by making it an offence punishable by three months' imprisonment or a fine of \$5,000, or both, for any manufacturer, wholesaler, merchant or dealer to sell his goods under any form of resale price agreement.

This bill, if passed, it was contended, would affect practically every trade-marked article or commodity that is nationally advertised as purchasable through the retail trade or through agents at a fixed price, such as automobiles, pianos, agricultural implements, canned goods, toilet preparations, and all kinds of grocery and hardware specialties. So serious was the interference which it threatened with the businesses of a great many of our members, that the committee was deluged with letters, requesting that prompt action be taken to ensure its defeat. From the beginning, however, the committee felt that the bill need not be taken too seriously, because of the fact that it went far beyond the policy which the Government itself had

announced for the purpose of protecting the public against abuses of price fixing and exorbitant profits, and could only be made operative by over-riding an Order-in-Council which the Government was administering with a good deal of vigor.

In so far as the price control Order-in-Council itself was concerned, the committee recognized that the Government's action was dictated more or less by political necessity. In a matter of such great public concern as the steady advance in the cost of living, the Government could not afford to show itself indifferent to price maintenance agreements of any kind, and while the investigations it undertook were frequently disturbing to legitimate business, the committee felt confident that in the long run those investigations would clearly establish the fact that many trade practices and agreements, which upon superficial examination appeared to be against the public interest would eventually be shown to be not only justifiable, but in the real interests of the consumer, as providing him with articles of guaranteed quality and protecting him against fraud.

Second Reading* of Knowles Bill

When the Knowles Bill came up for its second reading, the Minister of Justice requested the mover either to withdraw it or let it stand for the time being, pending the announcement of a proposal which the Government itself would bring down for the protection of the consumer. Owing to the political crisis, the announcement of the policy which the Government intends to pursue in this matter has been deferred, but it may be assumed from the inability of the Minister of Labor to find anything to criticize in the practices governing the merchandising of sugar, that the Government has come to the conclusion that there are good agreements and bad agreements, good combines and bad combines, and that some trade practices which really contravene the provisions of the Criminal Code not only work no harm upon the consumer, but are themselves a valuable adjunct for the stabilizing of business.

It seems unlikely therefore, that the request of the Retail Merchants' Association and the Wholesale Grocers' Guild for the establishment of a Commission of Inland Trade will be acted upon. The function of such a body would be to pass upon any trade agreements or practice that might be submitted to it, and to place its seal of approval upon those which could be justified and which were found to be not against the public interest. In this way immunity from prosecution would be secured by those who contravened the letter, but not the spirit, of the law, and the law would be left to

take its course against others whose combinations or agreements would not bear investigation.

Workmen's Compensation

Some reference was made to the present scope of the compensation of workmen for industrial accidents which is coming to be generally practised throughout Canada. It was explained that the Ontario system was one of compulsory mutual insurance administered by the State with the risks divided into groups of a more or less homogeneous character. In the main, this was the system followed by Nova Scotia and British Columbia whose Acts came into operation during the past year, except that with the smaller number and smaller variety of industries, their groupings had necessarily been less homogeneous. The British Columbia system differed from the Ontario system in one important respect, in that it required a small contribution from the workman for the purpose of maintaining a sick benefit fund. This was stated to be an advantage in that it caused every man to take an interest in seeing that the fund was properly administered and that charges against it were not magnified by malingering. The Manitoba system is also one of compulsory insurance, but instead of the State collecting assessments and administering the fund, it merely acts as a director, approving companies with which employers may insure, seeing that all payrolls are insured to the requisite amount, supervising rates, and adjusting claims. A very similar bill, but with the addition that compensation was to be payable in cases where the accident was due to the Workman's own wilful neglect, was introduced this year in the Saskatchewan Legislature. New Brunswick has a Commission investigating the subject with a view to recommending a system for that province, with the probability that it will advise following the lead of Nova Scotia. Quebec was really the first province to abolish the old time defences and require the payment of compensation regardless of responsibility, but the system it adopted was one of individual liability, leaving the employer free to insure that liability or not as he saw fit. It still follows that system, but its schedule of benefits is on a much less generous scale than prevails elsewhere.

Ontario Amendments to Act

Reference was made to the important amendments to the Act made effective in Ontario during the year, among which

Continued on page 53.

Something New for the Cardwriter

A Series That Will Give Ideas and Instructions for the Cardwriter Who Has Already Mastered the Rudiments of the Work.

By R. T. D. Edwards

Lesson No. 4

AS you go from town to town, or from city street to city street, and observe all the various kinds of show cards and types of lettering used on these cards—some good work, some poor work—it makes one wonder where all these different varieties of work originate.

We are not speaking now of that class of card which has "Home Made" written all over it—the kind that is done with a box worker's outfit or from a piece of a shoe box with ordinary writing ink daubed on with a five cent camel hair brush—but well executed cards by people who really try to turn out creditable work.

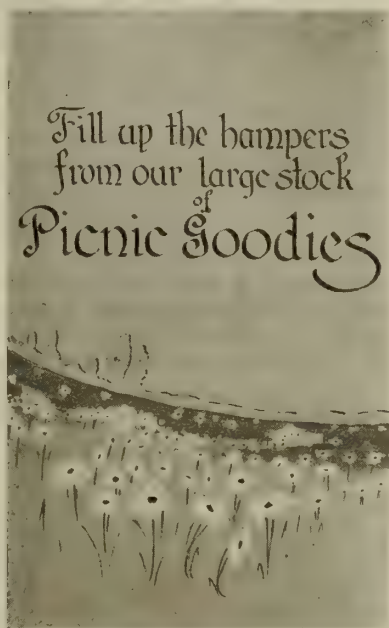
Scarcely any greater variety of cards could be found than right here in Toronto, on Yonge Street, and a stroll in that direction will suffice to prove this to the observant.

Many stores have ideas in their show cards as well as in their business methods. You will note a store that features small, neatly lettered cards in Roman type. This is carried out throughout the entire series of windows. Another store features large cards, employing a heavy style of Egyptian lettering. Smaller stores vary in style, some having many large cards with very elaborate drawings and air brush shadings while others stick to smaller cards of a class of lettering which they try to keep exclusive to their stores.

The professional card writer has so many and such varied demands on his ingenuity in order that the cards of each customer may differ from those of the man next door that he is obliged to keep himself well posted on all styles of lettering and show cards.

Make it your business, therefore, to study every branch of the art so that when called upon in an emergency you may not be unprepared.

With this end in view we are compiling another series of articles on the sub-



ject. Each lesson will show new styles of lettering along with some other idea calculated to bring out your talent in this line.

It is to your advantage, therefore, not to miss a single lesson. You will derive as much or more benefit from this course as you would from one for which you had paid a fifty or sixty dollar fee.

An entire outfit is not necessary to the profitable following of these lessons. This month's requires very few tools, all of which have been used previously. They are: Two sizes of round-writing pens, Nos. 2½ and 1½; an ordinary drawing pen, ruler, carbon paper, waterproof ink, and transparent colors.

The style of alphabet we are featuring this month is one which is very practical for fancy cards. This form of lettering has an exclusive appearance and can be accomplished very speedily after the formation is memorized. The round-

writing pen is used for making these letters and each stroke is made with one stroke of the pen. No outlining is done at all.

The Chart

"A" shows a six-stroke letter, all of which are curved. There are several familiar strokes in this which have been used in other letter formations. You will find that "A" needs a great deal of practice. Strokes 2, 3, and 4 require special attention.

"B" is another letter with all curved strokes. The four-stroke combination, 4, 5, 6, and 7, should be paid special attention to for practice work.

The formation of the "C" is similar to that shown in previous alphabets. Be sure to bring stroke 1 out further to the right than the upper part of the letter. This is important.

Strokes 4, 5, and 6, of "D" appear as one continuous stroke. Note the small cross-bars which indicate where the strokes should be joined. Practise this letter many times.

"E" is a letter with a nice swing to it, which makes it easy to learn. All the strokes of this letter are good material for practice.

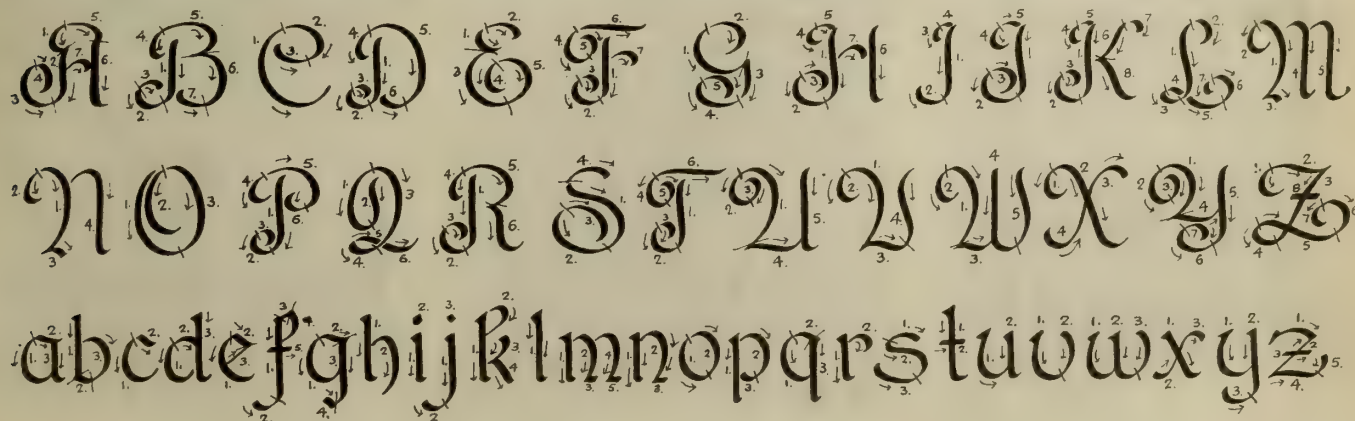
"F" shows an entirely new letter formation and a lot of practice will be needed, in order to perfect it. Combination strokes 4, 5, and 6 are excellent for practice work.

"G" is another all curved letter of very graceful formation. Note the relation strokes 1 and 2 have with one another.

"H" shows an entirely new formation. It requires six pen strokes to complete this letter. The combination of strokes on the left hand side of the letter should be practised quite often in order that they may be made correctly.

The strokes which go to form the letter "I" are shown in the letter "H." Practise often.

"J" is the same formation as the left hand section of the "H." These all-curved strokes require much attention.





Dress Accessories Many New Ideas for Summer Wear..

"K" shows the "J" strokes with strokes 6, 7, and 8 added. Practise often the last three strokes mentioned.

All strokes of "L" require much practice. Note how strokes 4 and 5 break at stroke "I."

"M" is an entirely new formation. Practise well strokes 1, 2, and 3. Strokes 4 and 5 are the same formation.

"N" is the same formation as the "M," with stroke 5 omitted.

The three strokes of "O" are quite familiar. Practise often.

"P." Stroke 1, 2, and 3 of this letter appear frequently in previous letters. The combination strokes 4, 5, and 6 should be practised often.

"Q." Here is a new style letter for you. This shows a lot of familiar curve lines in a new letter formation. Practise combinations strokes 1 and 2 together.

"R" has six strokes, and is very much like the "P." The only difference being in the stroke 6. Practise several times.

"S," like "C," has a formation which has appeared in previous alphabets, but nevertheless should be practised.

"T" is the same as the "F," without stroke 7. Strokes 4, 5, and 6 need a great deal of attention.

"U" shows an entirely new formation. It will have to be practised many times in order to be made perfectly.

"V" also is a new style. Practise often stroke 4.

"W's" formation is a combination of the "U" and "V." This letter needs as much practice as any in the chart, so don't neglect it.

"X" is formed with four strokes of the pen. With practice, strokes 3 and 4 can be made as one stroke.

"Y" shows a very difficult letter to form, and requires application. Note the 5, 6 and 7 combinations.

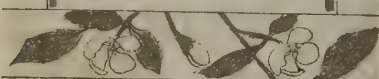
"Z" shows a letter with eight distinct strokes. This letter cannot be mastered unless much time is spent in practising it. The lower case does not differ as

New Summer Styles



Spray Your Fruit Trees

We have
many appliances
for this work
Ask to see them



widely from the previous letter formations as does the upper case, so a detailed explanation is unnecessary.

Note where spurs are used they are made on the slant. Watch little individual traits in this lettering in order to get the best effects.

Note that all strokes are numbered and each stroke should be made in its turn according to its number, and the pen should be drawn in the direction in which the small arrows are pointing.

As we said before, use a round-writing pen to do this lettering and use a black carbon ink. Wash out the pen thoroughly each time and the life of the pen will be doubled besides getting better results.

The collection of completed show cards gives a fair idea of how the lettering illustrated this month appears in the completed work. You will notice that the upper and lower case letters are used together. Under no consideration use all upper case letters to complete a word

Many Varieties of Canned & Fresh Fish



For our feature this month we are showing on our show cards hand-drawn colored work. This work is one of the most important branches to the successful cardwriter and much time spent on it is a big step in the right direction. We do not claim any great art work in these because they are all copies of some sort or other. If not exactly transferred with the aid of carbon paper the ideas were gotten from some paper, magazine, or journal. So you can make them as well as can any one else. Just follow these descriptions: —

The "Daisy" card is on grey cardboard. The drawing was first sketched out roughly with pencil. Then the grey shading was washed on as shown. When this was dry the white daisies were painted with ordinary cardwriter's white. The stocks were put on in black with a pen, and the centre of the flowers are touches from a black brush. It is simple, but effective.

The "Butterfly" card is simple. Hand drawn with black waterproof ink and

Ask to see our large variety of Shrub Trimming Tools

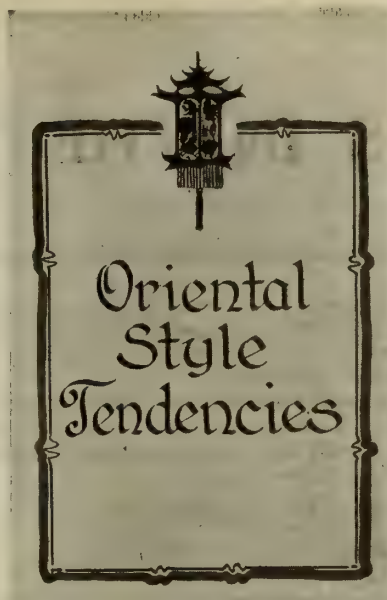


afterwards colored in bright butterfly colors with transparent ink.

The "fish" card shows a drawing of more or less of a conventional nature, but would make a good card for this purpose. The drawing is in black and

ple. The background is blue, with a green branch and brown bird.

The "Cutlery" card shows a small decorative conventional drawing of a flower with a scroll worked around it. Blue flower and green scroll.



The "New Style" card is an exceptionally fine illustration of this work. The idea for this was gotten from a postcard, but it is a free-hand drawing. It was first sketched in black. The leaves and stalks are colored in green and the flowers a pretty shade of pink. This makes an excellent card for present season's showing.

"Apple Blossom Time" card shows another spray of apple blossoms put to good use. This idea was taken from a cover paper sample. Natural colors of pink and green are used.

"Green Groceries" card is an excellent design for almost any use. This idea was taken from one of our week-end papers.

The little "Oriental" card shows a drawing of a Chinese lantern. This is quite in line this season in view of the Oriental tendency in prevailing styles.

"Wise People" card shows a drawing taken from a private greeting card sam-

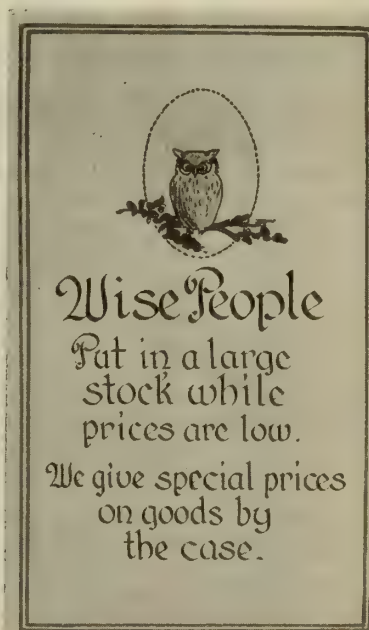
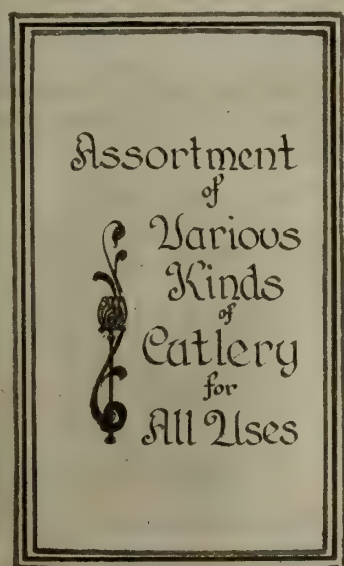


can be colored with yellow, red, or green.

"Fruit Tree" card shows a drawing of apple blossoms across the bottom of the card. The background of this drawing is pale blue; the blossoms are pink, and the leaves are green. Transparent colors used for coloring.

"Tools" card shows a conventional drawing of a bay tree. This was taken from a catalogue and traced on by means of carbon paper. The leaves are colored green and the pot brown.

The "Summer Style" card shows a very dainty drawing of a swan scene. This was sketched with pen and black ink and the water was afterwards colored green.



OPPOSED INCREASED FREIGHT RATES

Strong opposition to the application of the railway companies that the Dominion Railway Commission recommend the passage of an Order-in-Council to advance all passenger and freight rates fifteen per cent. as a war measure was made before the Commission at its session in the Provincial House, Vancouver, B.C. The opposition came from members of the Vancouver Board of Trade and representatives of the large industries, who also opposed the proposed increase in the rail and water rates from Eastern and Western Canada.

EVENTS IN THE TRADE

BUSINESS CHANGES

Sylvan Lake, Alta.—E. S. Grimson has sold out.

Milden, Sask.—L. H. Cowell, hardware, has discontinued.

Montreal, Que.—Montreal Ingot Mould Foundry Co., has dissolved.

Calder, Sask.—Allen & Jira, Tin-smiths, etc., have dissolved.

Radisson, Sask.—N. C. Dow, implements, has been succeeded by H. W. Allen.

Gravelbourg, Sask.—Maurel & Ranger, hardware merchants, have started business.

Cudworth, Sask.—R. E. Moore, hardware, has been succeeded by C. A. Carpenter.

Radisson, Sask.—M. H. McEwan, hardware, has been succeeded by Assmus & Powrie.

Montreal, Que.—Canadian Vacuum Cleaner has dissolved. J. W. Wood registered.

St. Lambert, Que.—V. Letourneau, hardware, has been succeeded by St. Lambert Hardware Co.

Vancouver, B.C.—W. R. Owen, hardware merchant, has been succeeded by McCallum & Sons, Ltd.

Hamilton.—Mr. Martin of Martin's hardware has purchased the interests of his former partner Mr. Simpson.

Vancouver, B.C.—McCallum & Sons, Ltd., hardware merchants, have applied to change name to Owen & McCallum Hardware, Ltd.

FIRE LOSS

Toronto, Ont.—Toronto Metal Company sustained recent fire loss.

Longford Mills, Ont.—Standard Chemical Iron & Lumber Co. was damaged by fire.

Mossbank, Sask.—Brink & Agar, hardware and garage, suffered recent fire loss.

Regina, Sask.—Regina was visited by the worst fire in years when the Regina Storage and Forwarding Company plant was destroyed with practically all the contents. The building and cold storage plant, valued at \$27,000, is a total loss. The contents were valued in the neighborhood of \$150,000.

OBITUARY

Hamilton, Ont.—Thomas Reid of the Reid Motor Company is dead.

Barrie, Ont.—John Smith, stove and furniture dealer, and resident of the town for forty years, is dead.

Pt. Dalhousie, Ont.—J. S. Greenhill, who for years conducted a hardware business at Kincardine and later at Leamington, Ont., died here recently.

Hamilton, Ont.—T. E. Leather, for

twenty-five years a traveler for Ontario Rolling Mills Company, and for five years later an iron broker in the firm of Leather and Watson, is dead. He had been retired for the past eighteen years, prior to which he also figured in the building of the radial line from Hamilton to Burlington.

PERSONAL

Welland, Ont.—R. W. Knight has severed his connection with Standard Steel Construction Co., to return to the United States.

Brandon, Man.—M. B. Clint, appointed manager of the local branch of Canadian Consolidated Rubber Company, has for the past five years been covering Northern Manitoba. He is succeeding Mr. Lightfoot.

Fort William, Ont.—Geo. E. Wright has been appointed to the local branch of Canadian Consolidated Rubber Co., succeeding Mr. James. Mr. Wright was formerly of the Quebec branch.

Winnipeg, Man.—W. J. Davidson, formerly city salesman of Canadian Consolidated Rubber Company, has been appointed to the Northern Manitoba district, in succession to Mr. Clint, who has been appointed manager of the Brandon branch.

George Henderson, president, Brandram-Henderson, Ltd., Montreal, is visiting the company's offices in Winnipeg. He is also a delegate to the Canadian Manufacturers' Association, which has been holding its meeting in Winnipeg this week.

Winnipeg, Man.—M. J. Rodney, for many years manager of International Harvester Company, was recently tendered a luncheon by the Winnipeg Wholesale Implement Dealers' Association, on the occasion of his leaving Canada to become manager of the company's affairs in Australia.

INDUSTRIAL NOTES

Princeton, B.C.—British Columbia Copper Co. is installing a power plant and mill.

Montreal, Que.—Wm. O. H. Lammers and B. A. Maase, of Tool & Alloy Steel Co., of Canada, have been registered.

Toronto, Ont.—Capital stock of Brown's Copper and Brass Rolling Mills, Limited, has been increased from \$1,000,000 to \$5,000,000.

Gravenhurst, Ont.—National Potash Corporation have begun operations with blast furnaces capable of reducing 200 tons of feldspar per hour.

Guelph, Ont.—International Malleable Iron Co. have nearly completed additions

to their factory, which will increase the output by 3,000 tons per year.

Thetford, Que.—Regent Asbestos Corporation which owns about 400 acres in the asbestos district here, will resume operations owing to the improvement in the market.

Sydney, N.S.—Work has commenced on the \$3,000,000 coke oven plant for the Dominion Iron and Steel Co. The plant which will consist of 120 ovens, will take from eighteen months to two years to complete.

Lethbridge, Alta.—A new branch for Dominion Rubber System has been opened here, and will be in charge of A. Parks, formerly of the Calgary staff.

TRADE NOTES

Expanse, Sask.—Hardware stock of G. R. Suter has been sold.

Imperial, Sask.—Prairie Hardware, Ltd., has been incorporated.

Franklin, Man.—R. H. Scott has been registered proprietor of Franklin Hardware Company.

Kamsack, Sask.—S. T. Cutler, hardware merchant, of Clay county, Missouri, is endeavoring to locate in this district.

Toronto, Ont.—Arrests have been made in connection with the theft of 1,800 pounds of antimony from the Hoyt Metal Co. The lost metal was valued at about \$400.

INCORPORATIONS

Fleming, Sask.—Fleming Oil Syndicate, Ltd., has been incorporated.

Toronto, Ont.—Fabri-Cord Tire Company of Canada, Limited, has been incorporated with a capital of \$1,500,000 to manufacture and deal in articles of gutta percha and rubber.

Montreal, Que.—W. Hutchinson has been elected director of the Sawyer-Massey Company, Ltd., Mr. Hutchinson is identified with a large number of Canadian enterprises among which he is president of the Anchor Wire Fence Company and vice-president of John Deere Plow Company.

CATALOGUES AND BOOKLETS

Builders' Hardware

National Manufacturing Company, Sterling, Ill., U.S.A., has issued a catalogue showing new designs and introducing some new features in builders' hardware. Illustrations of door hangers, latches, door fittings, and screen and storm window fittings are shown with accompanying specifications, etc. The method of packing goods is also featured. Net price lists and any further details can be secured on application.

HARDWARE LETTER BOX

Chisel Handles

Mills Hardware Co., Hamilton, Ont.—Kindly give names of makers of ferrules for chisel handles.

Scovell Mfg. Co., Waterbury, Conn.; Waterbury Mfg. Co., Waterbury, Conn.; M. F. Cahill, Boston, Mass.; Hungerford Brass & Copper Co., 84 Lafayette street, New York, N.Y.; Sargent & Co., New Haven, Conn.; Bridgeport Brass Co., Bridgeport, Conn.; H. W. Humphrey, Unionville, Conn.; Plume & Atwood Mfg. Co., Waterbury, Conn.; Waterbury Brass Co., Waterbury, Conn.; Bay State Stamping Co., Worcester, Mass.; Union Hardware Co., Torrington, Conn.; Worcester Pressed Steel Co., Worcester, Mass.; Brunswick Mfg. Co., Brunswick, Me.—Ed.

* * *

Quick Meal Wicks

Dan Shannon, Marmora, Ont.—Please advise where I can purchase wicks for Quick Meal oil stoves.

Jas Stewart Mfg. Co., Woodstock, Ont.—Ed.

* * *

Winner Bicycle

D. Mistele, Rodney, Ont.—Please give name of firm selling the Winner bicycles.

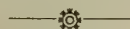
Percy A. McBride, 343 Yonge street, Toronto.—Ed.

* * *

Perforated Metal

R. T. Holman, Ltd., Summerside, P.E. I.—Please give names of manufacturers of perforated sheet metal, such as used for fanners.

B. Greening Wire Co., Hamilton, Ont.; Ham & Nott Mfg. Co., Brantford, Ont.—Ed.



ST. JOHN, N.B. NEWS

Captain T. Escott Ryder, manager of the St. John branch of the Canadian Fairbanks-Morse Co., Ltd., before going overseas, has been awarded the military cross in recognition of his work in France where he is serving with the heavy artillery.

G. Wilford Campbell of Campbell Brothers, St. John, has returned from the United States where he has been successful in making favorable arrangements for the manufacture of his XXX Hammer Pole Axe, which he invented last year. The new tool, combines the function of hammer and axe and is useful it is said in lumbering, ship building and railway construction work.

At a joint meeting of the executive and the advisory committee of New Brunswick Retail Merchants' Association, which was held in St. John recently, reports submitted showed excellent progress since the last meeting. A committee was appointed to wait upon the legislature to support several bills of interest to retailers.

On Thursday last a delegation from the executive of the provincial R.M.A. waited on the provincial government to discuss several changes in existing legislation. They asked that the act passed in 1911, empowering city councils to pass by-laws concerning stores, be so amended that, upon petition from two-thirds of the retail merchants of any place praying for an early closing law, such by-law shall be passed. They also asked that an execution issued by any justice shall be made good in any part of the province and that the garnishee provisions, which now apply only to debts of \$80 or more should be made to apply to debts of \$25, or more.

The new assessment act for the city of St. John, which comes before the legislature next Thursday, is likely to meet with vigorous opposition from the merchants and other business men of the community. The chief objection to it is a clause which requires each firm or corporation to furnish detailed statements of their business for the year with statement of profits for assessment purposes. Merchants are afraid that this information might in some way reach their competitors to their disadvantage. The St. John Board of Trade, at a meeting held on June 11, passed a resolution condemning the provisions which requires employers to furnish detailed statements of the income of all employees, but which does not compel the heads of corporations to reveal their own salaries, on the grounds that this is unfair discrimination.

Nearly one hundred leading business men of Moncton met recently for a "get-together" banquet under the auspices of the Retail Merchants' Association. A. E. McSweeney presided, and addresses were given by J. E. Masters, the Mayor; E. V. Richardson, U.S. Consul; F. W. Daniel, vice-president, Provincial R.M.A.; T. R. S. Smith, provincial organizer, and Robert Reid, former provincial secretary.



HARDWARE ASSOC'N EXCHANGE SYSTEM WORKING

Twenty Retailers Have Listed Goods With Secretary of the Association

Twenty hardware firms sent in lists of goods to the Exchange Bureau of the Ontario Hardware & Stove Dealers' Association, for inclusion in the May list issued to members. The Exchange Bureau is being operated through the secretary of the association, W. F. Macpherson, Prescott, Ont. The list for May consisted of an eight page booklet. Provision is made for the following information regarding the goods offered for sale: Name and description of article offered for sale; quantity to sell of each size; condition of article; price the member will accept. A wide range of goods is listed. On a number of lines prices are not listed. On other lines the regular wholesale price is asked. On others, discounts are allowed from current prices, to the extent of 10 to 25 per cent. Among the many lines listed are enamelware, wrenches, pipe fittings, rubber bath tubs, vacuum cleaners, fireless cook-

ers, ice boxes, cut finishing nails, paints, iron and steel, fire detectors, stoves, new and second hand.

Revised net prices have also been sent out to members on carriage and machine bolts, sleigh shoe bolts, coach screws, flat and round head wood screws, sandpaper, emery cloth, square and hexagon nuts.



U. S. STEEL TONNAGE

The unfilled tonnage of the United States Steel Corporation on May 31 was 11,886,591 tons, according to the report issued a few days ago, a decrease of 296,492 tons from the April 30 figures, which were the highest in the history of the corporation.



ALLOCATE PIG IRON

The American Iron and Steel Institute has been asked by the Department of Commerce, Washington, to name a committee to allocate pig iron in the United States. The British Government has assured the United States that its shippers will observe any regulation by such a committee.



LARGE COPPER OUTPUT

In the first four months of this year the principal copper mines of North and South America produced a total approximating 715,000,000 pounds. Of the 715,000,000 pounds produced to date in 1917, Anaconda was responsible for nearly 114,000,000 pounds, with Phelps-Dodge Corporation properties second with a total of 64,000,000 pounds.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

923. Building, hardware and engineering specialties.—A London firm wishes to obtain agencies for the United Kingdom of Canadian manufacturers of building specialties, hardware and engineering specialties.

924. Three-ply wood.—A Midlands firm of import and export merchants desires the addresses of Canadian manufacturers who can fill orders for 3-ply wood.

926. Electric lamps and motors.—Works at Turin would buy electric lamps and electric motors, etc.

927. Materials for making gloves.—Glove importer and agent at Naples would buy material and stuffs for making gloves, imitation skins, cotton, wool, silks, etc., also all kinds of glove buttons and fasteners.

928. Tools, iron and steel and other metals.—A Genoa commission agent would represent manufacturers of tools, machine tools, iron and steel and other metals.

930. Aniline dyes.—A dyer at Genoa would buy aniline dyes.

(Continued from page 43)

THE JUNIOR CLERK'S PAGE

MORGAN'S MEN—THE MAGIC CIRCLE OF WALL STREET

A Brief But Intimate Introduction to the Partners of the Great Financial House.

READERS of **HARDWARE AND METAL** read on this page last week, an intimate sketch of America's greatest financier, J. P. Morgan. It was a "close-up" of the head of the great money house and revealed that his part in the operations of the big firm was that of the dominant influence rather than that of the guiding hand. J. P. Morgan is not himself a man of parts, but the House of Morgan is very much an organization of parts. As might be guessed, then, the partners in the firm, the men who come more directly into touch with the direction of affairs, are important factors in national and international finance. In fact to be a member of the firm of J. P. Morgan and Company is to belong to the house of peers of the American financial world; it is Wall Street's patent of nobility.

Of what stuff Morgan picks his men and why has always been of very keen interest to the business world. The selection of a new partner is an event—an event to the man himself, and to Wall Street. It means the recognition of a new genius of finance. Gossip has it that only once has an invitation to join the company been declined. The man in question was and is the head of one of the greatest banks in the United States and he preferred to keep his job. Let us look at the men who have accepted and who are to-day members of the magic circle of American finance. They are intimately and briefly described by Albert W. Atwood in *Every Week*.

Henry P. Davison, whose desk is next to Morgan's, is a keen, hard-surfaced business man, as his pictures show him. He is stockily knit, together with steel-blue eyes. His mouth is about the straightest, firmest mouth I have ever seen, and he can be as cool as ice under excitement. Years ago, when he was a paying teller in a little bank in New York, this document was handed in at the window:

"I promise to pay to the order of Almighty God the sum of \$1,000 when presented by Charles Freeman. Penalty if forfeited—death."

"You will have to be identified," said Davison.

"No, I won't," replied the lunatic, as he shoved a loaded revolver toward the young teller's face. "I want the money to found a cure for consumptives. Hurry up, or suffer the consequences."

"How do you want the money, in dimes?" asked Davison—after having read the check in a loud voice, to attract attention.

Then, while he slowly counted out the money, the house-detective, attracted by the unusual noise, seized the madman from behind.

But Davison has gracious manners, and makes many friends, even though he is firm, decisive, and quick acting. Back of his aggressive self-confidence and the almost steel-like mechanism of him, there is intelligence, wide-reading, vision, imagination, and a careful study of economic, political, and international conditions. Like Mr. Morgan, he is singularly free from affectation. If he has something to say he says it plainly, straight from the shoulder, with no beating about the bush.

Outside of business, Davison is full of a spirit of play and humor. He is generous and intensely loyal to his friends, a trait for which all Wall Street knows him. But his loyalty is based on the merit system, in that promotion and preferment never go to friends unless they have ability. Davison is probably the most powerful patron that a young and aspiring business man could have. He has pushed more young men to positions of prominence in finance than any other man in America. No one's friendship is more valuable financially, or perhaps as valuable, as his. Take six young men with equal ability, and the one who gets ahead is the one who knows Davison; but he doesn't get ahead at all unless he has "the goods."

Davison worked his way up through the banking business, his first salary being \$300 a year. He was offered a partnership in Morgan's because he showed great knowledge of local banking conditions in the panic of 1907, when the elder Morgan became financial dictator. The old man never liked hesitating people—which fact accounts for several of his partners.

Lamont Was a Newspaper Reporter.

Thomas W. Lamont, next in chronological order of the more widely known Morgan men, is a very different type. He started as a newspaper reporter after a course at Harvard, whereas Davison began as a bank clerk. He has the rather more human and mellow outlook upon life that characterizes newspaper-trained men in distinction to those trained in business. When he was a reporter he became interested in a small company that distributed food products. It was in the panic of 1893; and Lamont, along with a Harvard classmate, had a desperate time raising money. But the two young men curtailed waste in every department, and put life and energy into the little company. Lamont was really an efficiency engineer before such a creature had been discovered.

About the same time, Lamont and his classmate tried to buy another small food distributing company. They needed \$25,000, and raked the town for it. About \$25,000 was pledged, but they could not get the other \$5,000. If they had succeeded they would have made millions. But finally Lamont was able to get the American

selling rights for a famous European chocolate, and from that time on he prospered. He embarked upon a selling campaign for this chocolate that made it famous from the Arctic to the Antarctic. Other articles were merchandised by him with the same degree of success, and it was his rapid upward movement in this field that led to an invitation to enter the banking business.

Lamont has an amazingly wide variety of educational and philanthropic interests. He is an authority on railroad finance, but his particular forte is negotiation. His tact, moderation, and self-control make him an ideal man for conducting big negotiations.

Then there is William H. Porter, the commercial banker of the concern. He was president of the Chemical National Bank, the richest for its size in New York, when he was invited to enter Morgan's. He carries much of the burden of the daily business of the office. Morgan's, besides its business of foreign exchange—"underwriting" huge bond issues, buying supplies for the Allies, and acting generally for the Allies, as the Rothschilds used to act for European nations—has a huge regular banking business, something like \$80,000,000 of deposits. It also owns stocks in many banks.

Porter is the typical American banker rather than the international financier. He has an extraordinary knowledge of banking methods, commercial paper, credits, institutions, and so forth. He reads banking literature without end, and keeps up with the technique of the thing—the law and science of it. He is a man who feels he must do things himself—a terrific worker with amazing powers of quietly sticking to a job until it is accomplished.

The "Different" Partner.

Edward R. Stettinius is different from all the others. He is the one who actually knows how to run corporations himself, and has done it. Essentially he is not a banker at all. His father was president of one of the first insurance companies in the middle West, in St. Louis. The son began as a broker, but became interested in a harvester company, later was president of a large boiler company, and then became head of the Diamond Match Company. He took these two concerns when they were nearly down and out, and built them up to success.

Stettinius was taken into Morgan's when the firm began to organize the business of buying supplies for the Allies. This amounted to more than \$100,000,000 a month; in one class of supplies alone to more than a million dollars a day. No one knows more about manufacturing plants in this country than Stettinius.

Stettinius is a "strong man" without rigidity or severity. He can play as hard as he can work. He loves children—he has four of his own—and children love him. One summer, while on a yachting trip, he landed in a little town, and soon was talking to several newsboys. Almost before the boys knew what had happened, he had bought out the nearest fruit-stand as a treat for them. It was no carefully planned charity with large headlines in the local paper, but merely his way of showing his fondness for boys wherever he met them.

(Continued on page 58)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

NO-RUB PLATE

Hance Mfg. Co., 2322 Ryer Avenue, New York, N.Y., have produced the No-Rub silver-clean plate here illustrated. The makers state that with this plate, by the electrolytic method, it is possible to clean silver or goldware (solid or plated), and clean it better, in a few seconds, than customarily takes hours of hard labor. It removes all the tarnish, even from the crevices, and does not leave them caked with powder. It cleans in the same way, and at a small fraction of the cost of the specially constructed silver cleaner "pans."



No-Rub Plate.

According to directions to clean silver-ware with the No-Rub silver-clean plate, you fill any vessel of suitable size with hot water, adding to each quart one teaspoonful of salt and one teaspoonful of either baking soda or washing soda. Then you drop the silver-clean plate to the bottom of the vessel, place the silverware on it, and in a few seconds the silver is freed of tarnish and has a beautiful, bright satin finish. It is then removed, rinsed and wiped dry.

RIM COMPRESSOR

A rim compressor, called the Eureka, has recently been brought out by the Eureka Rim Compressor Co., Inc., Addison, N.Y.

The tool is used for removing and replacing automobile tires used on demountable rims of the split type. The makers describe it as being made of



Rim Compressor.

channel steel, of extra strong construction, well bolted and riveted, and adjustable to all sizes of rims. According to directions, to use this tool the rim is placed on the floor. The user should stand directly opposite the split. After

letting the air out of the tire and unlocking the rim, the T end of the compressor is placed 2 or 3 in. from the end of the rim that is to be compressed. Then the compressor is placed straight across the rim so as to grip it on the opposite side. The compressor is then grasped with the left hand near the hook and with the right hand the lever is pulled toward the user until the rim is fully compressed. The tool automatically locks in that position.

To replace the rim, the compressor is placed across it, the hook end at the left still held in the left hand at a point some distance from the split. The handle is turned until the flat T end of the device drops in the middle of the inside of the rim. Then by pulling the handle to the right the rim is forced back into place.

The compressor is adjustable to all sizes of rims and is finished in black Japan.

ECONOMY SUGAR SERVER

The Economy Sanitary Sugar Server Co., 83 Barclay street, New York, N.Y., have designed and completed a new mo-



Economy Sugar Service.

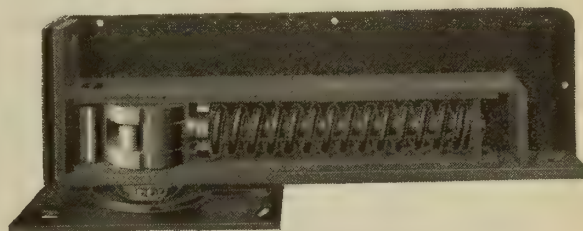
del "Sugar Server." The new server is somewhat similar in design to the present colonial sugar server, but is smaller and the makers state, more artistic in design. The feature of the server is that each time the server is inverted, one spoonful of sugar is poured instantly. No spoon or mechanical operation is required, and it is so simple a child can operate it on first trial.

It is sanitary because it eliminates the use of a spoon in the sugar bowl, thereby preventing drippings from careless people's spoons from contaminating the sugar. It always keeps the contents of the bowl intact and perfectly clean, free from dust, germs and flies.

It is economical for restaurants and hotels, in that only one spoonful of sugar can be taken each time the server is tilted. Prevents patrons helping themselves to sugar more bountifully than needed. All sugar that is taken is put just where it is intended to be put and is not spilled or scattered over the table.

BALL BEARING FLOOR HINGE

National Mfg. Co., Sterling, Ill., is marketing the No. 240 ball bearing floor hinge here illustrated. The makers state that the construction of this floor hinge is radically different from other floor hinges. The part which bears the weight of the door and the spring-closing features are independent of each other, although necessarily combined. The spring pressure, it is said, and not the weight of the door, causes the wear in spring hinges. In this hinge the pressure of the spring is not against the hinge-bearing, which carries the door, but is absorbed by a one-inch case-hardened roller, which prevents wear on the hinge-bearing. This hinge, it is claimed, will always keep the door firmly in centre of opening, when at rest, as there is no possibility of wear in hinge-bearing. The pivot for the top is attached by simply boring four 7/8-inch holes, and requires no chiseling. The construction of pivot plate for head jamb is unique. By simply placing end against jamb and inserting three screws brings bearing portion in correct position. No mortising or measuring required. This, it is claimed, is one of the greatest labor-saving features of the hinge. Catalogue



No. 240 Floor Hinge.

with complete details will be supplied on request.

FISHING TACKLE CATALOG

A handsomely illustrated catalog of fishing tackle, has been issued by the Shakespeare Company of Kalamazoo, Mich., U.S.A. An exceptionally large stock is illustrated, accompanied with all details, specifications and prices, and the most exacting demands of the angler can be met therefrom. Considerable space is devoted to illustrations of tempting and lifelike baits capable of snaring even the most elusive fish, and adequate space is also devoted to the most minute details which go to make this branch of sport popular.

Quebec, Que.—Philippe Paradis, appointed to succeed the late Hon. C. E. Dubord, as member of the Legislative Council, began his career as a commercial traveler, and in 1911 formed the Asbestos Manufacturing Company.

WHAT OTHER PAPERS SAY

EATON CATALOGUES.

From Simcoe, Ont., *Reformer*.

The Eaton catalogues that came to Simcoe a week or so ago for distribution in that community filled a couple of big drays. We fancy Norfolk County's share of the cost of the Eaton catalogue would come pretty close to meeting the advertising bills of all the merchants of Simcoe. The question is, whose is the better judgment, the Eaton Company's or the town merchant's who, parrot-like, keeps on muttering over his formula: "It doesn't pay to advertise." Eaton's are every year spending more money on advertising; every year there are convincing signs that they are cutting more deeply into the business of town merchants. While a majority—not all, but a majority—of the merchants of every town in Ontario blindly refuse to see why the drift is away from them and refuses to apply the remedy. The town merchant cannot fight the city department store by sitting in his office and wringing his hands. But if he will only recognize his position he will find that he has more than one counter in his hands in the game with the city store. He is on the spot; he is personally known to the community he wishes to cater to; some of his costs are higher; he can make good at once any error that occurs. If he will adopt as his own the two most trenchant weapons of the department store, live advertising and dependable service, he will at least secure a draw in the fight.

DON'T SQUEEZE THE EAGLE.

From *The American Banker*.

The American people are not ready to pull down the blinds, shut up shop and go out of business; and such being the case the wise thing to do is to keep right on producing, selling, buying and keeping up all the other complicated processes of modern life the same as before. Congress will soon pass the war revenue bill which will impose taxes on the country approximating \$2,000,000,000. Who and what will pay these taxes? Obviously, business will pay it. If there is no business, no one can or will pay taxes of any sort. In Great Britain to-day the working classes have more money than ever before in history. To be sure, the prices of all commodities are away up, but who cares about prices as long as there is plenty of money in the pocket to pay for whatever is needed? When the United States is paying two billion dollars in taxes this year and twice that amount next year the general price level will be high inevitably, but nobody will mind that because everybody will have money. It will be a period of flush times, and there will be no trouble for anyone as long as the flush times continue. If, on the contrary, everyone pinches a dollar as if there would never be a chance to see another one, it will be a case of soup kitchen for everybody, and the United States will have as much chance of victory in the war as a snowball in the sun on the Fourth of July.

BIG CAUSE FOR 1916 BUSINESS MORTALITY.

From *Hardware Trade*, Minneapolis, Minn.

Incompetence was the basic reason for 33.2 per cent. of all business failures in the United States during the year 1916.

This is the finding of one of the large commercial agencies after an exhaustive investigation and analysis of the better

than seventeen thousand commercial failures during that year.

Of the several reasons having their origin in the parties at the head of defunct businesses, this one cause stands out pre-eminent over the related reasons of inexperience, lack of capital, unwise credits, speculation, neglect of business, personal extravagance and fraudulent disposition of property.

Think of the commentary this affords upon business! Incompetence—lack of business ability—call it what you will—is responsible for nearly one-third of all failures.

Is it not time that every merchant, no matter how successful he may be, give serious thought to just what steps may be taken to raise still higher his standards of business efficiency?

New problems are confronting retailers every day. The methods of yesterday are being replaced by the methods of to-day. That which brought success ten years ago will bring failure at the present time. Progress is the order of the day.

The man who will make a success of his business affairs must be a student. There is no other cure for incompetence, having its foundation as it does in a general lack of knowledge of how to do the right thing in the right way.

The general term incompetence covers a multitude of minor commercial sins. It is not essential that they be enumerated. It is sufficient to point out that, inasmuch as future action must be based to some extent upon past achievement or lack of it, it is highly desirable that every retailer study his past methods and results in order to ascertain that which is worthy of being retained and that which should be thrown into the discard.

Modern merchandising is no child's play. It is a study worthy of the best and most serious thought of grown men. It is interesting to the degree in which it is entered into. It brings to him who will study a remuneration proportionate to that study.

Incompetence, Inexperience and Lack of Capital combined to cause 69.5 per cent. or essentially seven-tenths of the 1916 business failures, according to this same analysis.

Can one conceive of a better reason for doing two vital things: First; making a study of business methods and procedure with a view to becoming increasingly competent and experienced, and second, studying the proper relation of one's capital to one's investment with the thought of always keeping one's liabilities within safe limits.

BUSINESS FAILURES AND ADVERTISING

From *Printer's Ink*.

In a recent address an agency man made the statement that eighty-six per cent. of the business organizations that failed in Cincinnati last year had not been advertised. He said there were 107 failures in all. Fifteen of them had done some advertising, but only two of them had been real advertisers. Using these figures to sustain his contention, the speaker advanced the idea that a lack of advertising is one of the chief causes that contributes to business failure.

While these statistics are interesting, they hardly prove the point made by the agency man. If we knew the proportion of advertisers to the total number of business

houses in the city, then the figures quoted would give us a fairer basis of comparison. As a general proposition, the well-advertised business is less likely to fail than the business that is not given the assistance of advertising. This does not mean, however, that advertising makes a business failure-proof. Businesses that are well advertised, but poorly managed, often fail, despite the publicity. On the other hand, firms that are not advertised, or but badly, and are well managed otherwise, are likely to succeed, notwithstanding the lack of advertising. About the only safe conclusion we can draw from any limited set of statistics on this subject is that advertising is a wonderful help to business success, and that the organization that does not appreciate the value of advertising is likely to be deficient in those other qualities that enter into good business management.

TAXLESS BONDS AND A NEW ARISTOCRACY.

From *Financial Post*.

The burden of debt which the war is placing upon the nations causes serious minds to view the future with apprehension. To meet the obligations for which the great conflict is responsible will be a problem of taxation for generations to come. Yet we find that the governments creating these gigantic debts and passing on to their successors the problem of meeting them are tying the hands of future legislators in regard to raising the necessary revenue by taxation exemption. Therefore, in the future the man who creates the wealth by which the national debt will be paid will be liable to taxation and the man who idly sits in security and receives it will not.

We have had a codfish aristocracy, a landed aristocracy, and we are now laying the foundation for a bonded aristocracy.

Not only are the taxless government bonds likely to create a new aristocracy who will take their revenue from the nation and pay no share of it themselves, but, if other bonds and stocks are subject to heavy taxation, there will be direct discouragement to the upbuilding of that productive capacity so necessary to create the required national wealth. To-day there is a movement on the part of the millionaires to take their funds out of investments where they have a productive capacity and put them into government issues, where for their lifetime they will be free from taxation. Their action may be due to patriotism; but, if so, they should be willing to subscribe and still pay their share of future tax burdens which it may be necessary for the country to impose.

To prevent the sinking away in this manner, of immense blocks of wealth, upon which the country may have no future call, provision should be made now that tax immunity apply only to holders of reasonable amounts of government bonds—say up to \$100,000.

BINDER TWINE SITUATION AND OUTLOOK.

From *Cordage Trade Journal*, U.S.

May proved to be an important month in the binder twine market, for on May 16 the International Harvester Company re-entered it and made prices for the domestic trade. Its action was followed by the other large twine producer, the Plymouth

(Continued on page 53)

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Many important changes have been made during the week. There is no indication that the situation in iron and steel, the basic industry which governs in large measure the conditions in the hardware trade, will show any improvement in the near future. The United States Government has a programme under way for the expenditure of \$80,000,000 on navy yard extensions, hangars, gun shops, submarine bases, which has kept orders pouring in on the steel mills, machine tool makers and other concerns in the metal-working trades. There has been an exodus of men from the shops to the farms in the United States, and this is aggravating the labor situation and further restricting production of iron and steel. Indications seem to point toward a preference for steel for cars and locomotives after the needs of the United States Government and the Allies are met for shells and ships. This all points toward a still further restriction of the amount of iron and steel available for domestic trade.

Black sheets and galvanized sheets have again recorded advances. Boiler tubes have been increased in price. Rope has been moved to considerably higher levels. Other lines that have been affected in an upward direction during the week include poultry netting, sad irons, iron washers, wrenches, electrical goods, scales, old cast iron. White lead in oil has again advanced, but turpentine and linseed oil show declines during the week. Paris green is becoming scarce. Varnishes are in strong market and advances are anticipated. Business during the week has been good, the only trouble being to get goods.

MONTREAL MARKETS

MONTREAL, June 13.—One small decline in high-speed drills occurred this week. Declines are so rare that this one attracted the more particular attention. There have been some changes all upwards in other lines amongst the shelf goods and the heavies, and rope and cordage show changes upwards this week—predicted for the past few weeks in **HARDWARE AND METAL**. The metals are "quiescent but firm. Lead is very strong, and lead products have advanced, while old lead pipe is also worth more. There have been advances in ship spikes and a new list is out on cut boat nails.

Shelf Goods And Heavies Advance

Montreal.

SHELF GOODS ETC.—Experienced hardwaremen in charge of change-lists express surprise now when any item seems to stop advancing. When a decline is registered there is real surprise.

High Speed Drills Easier

High speed drills were changed by one firm from plus 90 per cent. on list to plus 75 per cent. This elicited comments of amazement.

Bucksaws All Advance

Following on the definite prediction given in last week's issue of **HARDWARE AND METAL** bucksaws (all lines) have advanced by 25 cents a dozen.

Humpty Dumpty Egg Crates Up

An advance of 20 cents is placed on Humpty Dumpty egg crates. These are now at \$3.80 instead of \$3.60 doz.

Gold Coin Wall-Board Up

Gold Coin wall board is up to \$30.00 per 100 feet. Formerly this was at \$28.00.

Iron Washers, Padlocks, Twine

Wrought iron washers are now nett list. They were previously 10 per cent. off list. Padlocks have advanced 10%, and cotton twine, 3-ply, is now quoted at 47c.

Sash Weights Advance

Sash weights are up. Plain are \$2.80 per 100 lbs., and sectional \$4.35.

Poultry Wire Fencing

Poultry wire netting 1 and 2 inch mesh has advanced further. United States goods discount is 25 per cent off Canadian made 30 per cent. off.

Wheel Barrows Up

Amongst the heavy goods, wheel-barrows have advanced making the large

garden barrow No. 3 \$60.00 per dozen, and the smaller size \$41.00.

Shoe Thread Up

Shoe thread is up about ten per cent on various lines.

Wrenches Advance

An advance of approximately ten per cent. is in effect on Stillson and Trimo wrenches.

U.S. Made Tools Up

Millers Falls, and Goodell-Pratt lines of tools are all advanced this week. Various lines are differently affected but an advance of about ten per cent. all over is noted by wholesale hardwaremen.

Iron And Steel

Steadily Firm

Montreal.

IRON AND STEEL.—There is no relaxation in the strength of the market for iron and steel. Advances are always in the offing and declines are not expected even when the quotations remain steady for a time as at present. The question is more one of deliveries now than of prices. Those who need iron and steel in their business are anxious as to deliveries continually, for in spite of all efforts to forestall conditions there are shortages and delays.

Common bar iron, per 100 lbs.	\$4 30
Refined iron, per 100 lbs.	4 50
Horseshoe iron, per 100 lbs.	4 55
Norway iron	11 00
Mild steel	4 90
Band steel	4 90
Sleigh shoe steel	4 90
Lead sheets, 4 to 6 lbs. sq. ft.	16 75
Tire steel	5 10
Toe calk steel, per 100 lbs.	5 80
Mining tool steel, per lb.	0 17
Black Diamond tool steel, per lb.	0 17
Spring steel	6 35
Single reeled machinery steel	6 35
Iron finish machinery steel	4 95
Harrow tooth steel	5 05
Black Diamond cast steel, lb.	0 17

Ship Spikes And Cut Boat Nails Advanced

Montreal.

NAILS, WIRE, ETC.—The market for nails and wire remains firm. Cut nails the last line of nails to advance are still at \$5.30 base, and standard steel wire nails are \$5.25. Wire market is exceedingly firm, plain wire base sizes have advanced to \$6.25. Hay wire No. 13 is now \$6.10, No. 14 is \$6.15 and No. 15 is \$6.25.

Pressed Ship Spikes Up

Pressed ship spikes have advanced ¼ to 5/16 being now \$7.00 base per hundred pounds, and ¾ and larger \$6.50 base.

New List on Boat Nails

A new list is out on cut boat nails both black and galvanized, the discount

on the black being 65 per cent. off, and on the galvanized 45 per cent. off list. Following are the prices:

CUT BOAT NAILS—New List. (Prices are for Black and Galvanized.)		
	Per lb.	
1 inch	28c	
1 1/8 inch	28c	
1 1/4 inch	26c	
1 1/2 inch	24c	
1 3/4 inch	24c	
2-2 1/4 inch	23c	
2 1/2-2 3/4 inch	22c	
3 inches and over, up to 6 inches	21c	

Further Firmness In Sheets And Plates

Montreal.

SHEETS, PLATES, ETC.—The market remains immensely firm for all varieties of sheets and plates. Black sheets are still available at the lower quotations listed below but only in cases where a jobber has some with which he is willing to part at moderate profit. To purchase new for re-sale at these lower prices would not be longer profitable, and the higher quotations more closely apply. Tinned iron has advanced. Canada plates are up and Dominion Crown double coated tissues is up to record heights. American cokes have advanced. Galvanized plates are still available here and there at prices not far above the cost to import these, but it is not possible to obtain more from the mills in the States now except under contract made a long time ago. New prices on Canada plates and tinned iron are shown in current quotations.

	Montreal Range 100 lbs.	
10 gauge	\$9 50	\$10 00
12 gauge	9 60	10 10
14 gauge	9 65	10 00
16 gauge	9 75	10 10
18-20 gauge	9 80	9 80
20-22 gauge	9 85	9 85
26 gauge	9 90	9 90
SHEETS, BLACK.		
28 gauge	10 00	10 00

Enamelled Ware And Tin Ware Advancing

Montreal.

ENAMELLED AND TINWARE.—Owing to the steadily increasing cost of all kinds of sheet metals, especially tin, plate, and the sheet metals used in the making of hollow-ware tinned, galvanized, and enamelled, increases are imminent in these lines of manufactured goods. Actual advances have not been announced as yet, but in the course of a very short time there will be changes in price upwards. In the manufacture alone, apart from cost of materials there have been increased costs to meet, and the time is rapidly approaching when these costs will be passed on to the consumer. There is a quiet spell at present as to stoves and ranges. Gas, electric, and coal oil stoves have been in good demand. Cost of production in these lines keeps their market firm.

Gasoline And Coal Oil Steady; Not Changed

Montreal.

GASOLINE AND COAL OIL.—There is no alteration in cost of gasoline and coal oil this week, quotations remaining

at time of writing as stated last week. Gasoline is quoted at 32 1/2 cents per Imperial gallon; Royalite coal oil is 17 cents, and Palacine 20 cents. The market is steady with indications of strength. Demand for gasoline is very good at present.

Rope Market Has Advanced As Predicted

Montreal.

ROPE, TWINE, ETC.—As predicted in **HARDWARE AND METAL** for several weeks past, rope and cordage prices have again advanced. It was inevitable that this advance should take place considering the state of the market for Manila, and while sisal does not show the advance as quickly as Manila, it is likely that both sisal and lath-yarn will advance speedily, perhaps by the end of the week. The advances put in effect on June 8, show best Manila at 37 cents base, and British Manila 31 cents base. Sisal and lath-yarn were still at 24 1/2 cents base at time of writing, but the twine market is firm.

Lead Products Are Advanced Again

Montreal.

LEAD PRODUCTS.—The great firmness in the market for lead has had further effect on the manufactured products of lead which interest the hardware trade. Lead pipe in coils is up to 19 cents a pound: Cut lengths and waste pipe are now quoted at 20 cents a pound. Lead wool is at 0.19 cents. Lead sheets have advanced to \$19.00. Magnolia Bab-bit metal is now 28 cents a pound. Formerly it was 27 cents. The market for all the lead products and solders is very firm. Zinc materials are steady.

Lead pipe, lb.	\$ 0 19	....
Lead waste pipe, lb.	0 20	....
Lead traps and bends	Plus 20%	....
Lead wool, lb.	0 19	....
Lead sheets, 3 1/2 sq. ft.	0 19	....
Cut sheets, 3/4 lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 45	....
Solder, strictly, lb.	0 38	0 43
Solder, commercial, lb.	0 35	0 40
Solder, wiping, lb.	0 32	0 40
Solder, wire, lb.	0 44	....
Zinc sheets, per lb.	0 23	0 26

Lead Pipe Firmer In Old Metals

Montreal.

OLD METALS ETC.—The same quietness which affects the main metal markets is found in the old metal business this week, the only change being in

heavy lead pipe scrap which has advanced half a cent to 10 1/2 cents. A firming tone is prevalent about the metals in anticipation of possible strength, but demand is not insistent at present, and supplies are sufficient. Rubber materials have not altered this week.

Tea lead	\$ 0 07 1/2	....
Heavy lead pipe	0 10 1/2	....
Yellow brass	0 15 1/2	0 16
Red brass	0 22 1/2	....
Light brass	0 11 1/2	....
Scrap zinc	0 09	....
Heavy copper	0 27 1/2	....
Old cast iron, per ton	25.00	....
Stove plate, per ton	18 00	....
Old rubbers, boots and shoes	0 08 3/4	....
Over shoes, lumbermen's rubbers boots	0 06 1/2	....
Bicycle tires	0 03 1/2	....
Auto tires	0 06	....

Ingot Metal Market In Waiting Mood

Montreal.

INGOT METALS.—There is a quietness in the ingot metal markets but coupled with steadiness. The markets await the action of the United States Government as to war supplies.

Tin is Steady

TIN.—Tin remains steady, a shade easier at 62 to 64 cents for large business, and 67 1/2 to 68 for smaller orders.

Copper Very Quiet

COPPER.—Nothing has disturbed the tone of copper this week, and quotations are still at 36 to 38 cents for considerable orders, and about the same for smaller orders. Demand is dull, and it might be possible for a large concern to secure keener quotations unless action by the United States produces a rapid change in the situation.

Lead Very Strong

LEAD.—Lead is very strong at present, the United States Government being at present busy placing orders for this metal, and greater strength is anticipated. From 16 to 17 cents is quoted for lead. Small business would hardly be supplied under 16 1/4 cents.

Spelter Firming

SPELTER.—There is a slightly firmer tone to spelter this week, and 13 cents to 14 cents a pound is quoted. There are small supplies to be had rather lower than this, but demand is slow.

Antimony Easier

Antimony is easier in sympathy with New York, at 28 to 30 cents.

Aluminum Unchanged

Aluminum is unchanged this week at 72 cents.

TORONTO MARKETS

TORONTO, June 14.—Important advances have taken place in hardware lines during the past week, notable among them being an advance in rope, together with one on poultry netting. Sad irons and iron washers have also been among the lines to advance. Some makes of wrenches have been increased. Galvanized sheets have made a big increase during the week, the posi-

tion being one of great firmness, as dealers find it all but impossible to get further orders placed. Some lines of electrical goods have been altered to higher levels. White lead in oil has again advanced. Business has been very good during the week, due to favorable weather conditions that have prevailed. The greatest difficulty is in getting the goods, not in getting trade.

Poultry Netting Has Been Advanced

Toronto.

NETTING.—Higher prices were recorded in poultry netting during the week by the changing of discounts. Canadian poultry netting is now selling at a discount of 30 per cent. off list, as compared with 30 and 10 formerly. American netting has been advanced so that the discount is now 25 per cent. off list, the former discount being 30 per cent. These prices apply to 1-inch and 2-inch mesh.

Iron Washers Move To Higher Levels

Toronto.

WASHERS.—Owing to the condition in the iron and steel market higher prices have been made effective on iron washers. Following are the prices that now prevail on these commodities: $\frac{1}{4}$ -inch, \$20 per 100 lbs.; 5-16-inch, \$17 per 100 lbs.; $\frac{5}{8}$ -inch, \$15; 7-16-inch, \$12.50; $\frac{1}{2}$ -inch, \$12; 9-16-inch, \$11.20; $\frac{3}{4}$ -inch, \$11.10; 11-16-inch, \$11; 13-16-inch, \$10.80; 15-16-inch, \$10.80; 17-16-inch, \$10.80. Where 50 lbs. of the same size are ordered the price is \$2 per 100 pounds less than above figures.

Sad Irons And Electric Goods Up

Toronto.

SAD IRONS, PERCOLATORS.—Higher prices were made effective on Mrs. Potts' sad irons, No. 55 plain now selling at \$1.70, an advance of 10c per set. No. 50 nickel-plated have also advanced 10c per set, and are now quoted at \$1.80. As intimated in these columns within recent weeks the price of Hotpoint goods was in strong position, and advances were likely to take place. Electric irons manufactured by this concern are now quoted at a list price of \$5.50, which is an advance of 50c. Aluminum coffee percolators have been advanced 75c on list prices, and are now quoted at \$8.75, while the nickel-plated percolators are quoted at \$11.25, also an advance of 75c. Electric grills remain unchanged in price. There has been a big demand for the electric heaters for use in the submarine of the United States, it being reported that one thousand of these heaters have been sold.

Demand Ahead Of Supply On Oil Cookers

Toronto.

STOVES, ENAMELWARE.—The demand for oil cooking stoves is ahead of the supply at the present time, owing to the interest taken in this line by purchasers. The same condition prevails with respect to gas and electric ranges. These are all summer lines, and people are endeavoring to prepare for the hot weather. Other commodities that go hand-in-hand with the hot weather are also in heavy demand at the present time. Sorting business on ice cream freezers and refrigerators is mounting up to good proportions. This is in addition to the booked orders which have been going out

for some time past. There is a fair demand also for cast ranges, although business in these lines is not heavy at this time of the year. Enamelware of various kinds is in good sale, with prices holding steady.

Gasoline Consumption Rapidly Increasing

Toronto.

GASOLINE, COAL OIL.—With each day of fine weather the consumption of gasoline is mounting to new high levels. High prices apparently have no effect whatever in curtailing consumption. Much of the increase is accounted for in the larger number of cars in use. There was a quiet market for both gasoline and crude oil in the United States market during the week, although oil men are confidently looking forward to higher prices for crude. Should this occur, higher prices on gasoline and coal oil are pretty sure to follow. Locally gasoline is still quoted at 31½c to 32c, with benzine 1c per gallon less. Coal oil is unchanged at prices given in current quotations.

Conductor Pipe And Eavetrough May Go Up

Toronto.

CONDUCTOR PIPE, EAVETROUGH.—As intimated in HARDWARE AND METAL last week, there is a very strong market for conductor pipe and eavetrough, and higher prices would not be improbable. At the time of writing no change had been recorded, being still quoted at 25 per cent. off list. The situation is dominated by the position of the raw material market.

Scales Have Been Advanced Generally

Toronto.

SCALES.—As intimated in these columns last week that a general advance of scales was highly probable, this increase has been made effective. The discount now prevailing is 10 per cent. off list, as compared with 15 per cent. formerly. There has been an excellent demand for scales within recent months, due in large measure to the order of the Department of Education that every school in Ontario should have a pair of scales as part of its equipment.

Steel Wire And Hay Wire Advance

Toronto.

WIRE, NAILS.—The firm situation that has been noted in these columns in all wire products within recent weeks has made itself manifest in higher prices for smooth steel wire and hay wire in coils. Base sizes Nos. 0-9 have been advanced 25c per 100 pounds, and are now quoted at \$6.25. On hay wire in coils there has been an advance of 40c per 100 pounds, which makes the selling price \$6.10 for No. 13, \$6.15 for No. 14, and \$6.25 for No. 15. All other classes of wire goods are in firm position, due to the same factor that has caused higher prices in the lines quoted, namely, high price of steel

rods in the United States. Steel wire nails remained unchanged during the week, base sizes being quoted at \$5.20 per 100 pounds. Cut nails remain unchanged at the advance recorded last week, \$5.35 per 100 pounds. The strong situation in cut nails is due to the big demand for steel plates for shipbuilding at the present time.

Black And Galvanized Sheets Both Higher

Toronto.

SHEETS, PLATES.—Still higher prices prevailed on both black and galvanized sheets during the week. In some quarters black sheets were advanced \$1 per 100 pounds, while on galvanized sheets the increase was all the way from \$1 to \$2 per 100 lbs. On galvanized sheets the highest quotation was \$12 per 100 pounds, which represents an increase of \$2 during the week. Supplies of these latter sheets are very scarce and hard to get. One dealer reported that he had a couple of cars on the way, but that it was impossible to place additional orders. Plates are in very firm market owing to the heavy demand for shipbuilding. Following are the prices prevailing:

BLACK SHEETS—		Per 100 lbs.	
10 gauge	.....	\$ 9 25	\$. . .
12 gauge	.....	9 35	9 55
14 gauge	.....	9 40	9 45
16 gauge	.....	9 50	9 50
18-20 gauge	.....	9 40	9 30
22-24 gauge	.....	9 45	9 35
26 gauge	.....	9 50	9 40
28 gauge	.....	9 60	9 50
29 gauge	.....	.....	9 60
3-16 inch plate	.....	.....	10 10
$\frac{1}{4}$ -inch boiler plate	.....	.....	10 00
GALVANIZED SHEETS—		Per 100 lbs.	
10½ oz.	.....	\$11 00	\$12 00
U.S. 28	.....	10 70	11 70
U.S. 26	.....	10 40	11 40
22 and 24	.....	10 25	11 25
18 and 20	.....	10 10	11 10
16	.....	9 95	10 95
14	.....	9 85	10 85

F.o.b. Hamilton, Toronto.

Corrugated Sheets Mostly Open Prices

Toronto.

CORRUGATED SHEETS.—Governed to a large extent by the firm situation in plain galvanized sheets, the market for corrugated has shown no disposition to easier prices. The trend is all in the opposite direction; so much so that dealers are not quoting firm prices. As one dealer put it: "There is really no fixed market on these sheets, being in reality at open prices. Scarcity of the plain galvanized sheets is responsible." Following are quotations, which are nominal:

	Galvanized	Painted
	Per 100	Sq. Feet
No. 28 gauge	\$7.25-\$7.75	\$ 6 00
No. 26 gauge	8.00- 8.50	6 75
No. 24 gauge	12 00	9 00
No. 22 gauge	14 50	11 00
No. 20 gauge	17 00	13 50
No. 18 gauge	22 00	17 00

Iron And Steel May Go Higher Still

Toronto.

IRON AND STEEL.—Indications point to still higher prices in iron and steel if the market in the United States can be taken as any criterion. In that market during the first week in June pig iron reached the record level of \$50 per ton. And not only pig iron, but semi-finished

and finished steel have been affected in a similar manner. Well-considered opinion inclines to the belief that future war advances are likely to come as abruptly as any that have come in the past two years and might go to lengths even now thought impossible. Locally there were advances in mining tool steel of 1c per pound, the lowest price being now \$17.50 per hundred. There is still a heavy demand for iron and steel products.

	Per 100 lbs.
Common bar iron	\$5 00
Common bar steel	5 25
Refined iron	5 35
Angle base	5 50
Horseshoe iron	5 25
Tire steel	5 45
Norway iron	9 00
Mild steel	5 25
Toe chalk steel	6 00
Sleigh shoe steel	5 25
Band steel	5 50
Spring steel	\$7 00 \$8 00
Mining tool steel	17 50 25 00
Sheet cast steel	26 00 35 00

Boiler Tubes Have Advanced 10 Per Cent.

Toronto.

BOILER TUBES.—As intimated in these columns last week, boiler tubes have been advanced, the increase amounting to approximately 10 per cent. Local dealers report that when present stocks are exhausted it will in all probability be impossible to place further orders with manufacturers in the United States. Spot stocks, however, are fairly heavy, and may probably last the balance of the year. After that time dealers look forward to the possibility of a famine in these goods. Following are the quotations:

	Per 100 Feet	
	Cold Drawn	Ironweld
1-inch	\$30 00	\$.....
1½-inch	36 00	
1¾-inch	39 00	44 00
1¾-inch	42 00	33 00
2-inch	42 00	33 00
2¼-inch	44 00	36 00
2½-inch	52 50	40 00
3-inch	55 00	45 00
3¼-inch		51 00
3½-inch	65 00	55 00
4-inch	74 00	68 00

Lead Pipe And Lead Sheets Are Up

Toronto.

LEAD AND ZINC PRODUCTS.—An increase of 1c per pound was recorded in lead pipe and lead waste pipe during the week, which now makes the selling price on these commodities 19c for the former and 20c for the latter. Lead wool has also been increased 1c per pound, and is now quoted at 17c. All sizes of lead sheets have been advanced in price 1c per pound, 3 and 3½ lbs. to square foot being quoted at 17¼c, and 4 to 6 lbs. per square foot being quoted at 17½c. The situation in this market has been due to the strong position of pig lead. There has been a good demand for all lead and zinc products.

Lead pipe, lb.	\$ 0 19	
Lead waste pipe, lb.	0 20	
Lead traps and bends	20% on list	
Lead wool, lb.	0 17	
Lead sheets, 3 lbs. sq. ft.	0 17¾	
Lead sheets, 3½ lbs. sq. ft.	0 17¾	
Lead sheets, 4 to 6 lbs. sq. ft.	0 17½	
Cut sheets, ¾ lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 42	
Solder, strictly, lb.	0 41½	
Solder, commercial, lb.	0 40	

Solder, wiping, lb.	0 40	
Solder, wire, lb.	0 45	
Zinc sheets, per lb.	0 26	

Old Cast Iron Advances \$1 Ton

Toronto.

OLD MATERIALS.—There was a generally steady situation in old materials during the week, with but one exception, namely, that of old cast iron, in which the price dealers are prepared to pay has been increased by \$1 per ton. There is a firm undertone to the market, however, with a fair demand at present from manufacturers.

Tea lead	\$ 0.08½	
Heavy lead pipe	0.10½	
Yellow brass	0.15¼	0.15¼
Red brass	0.22	
Light brass	0.09½	
Heavy zinc	0.08½	
Heavy copper	0.26	0.27
Old cast iron, per ton		25.00
Stove plate, per ton	16.00	17.00
Old rubber, boots and shoes.	0.09	
Overshoes, lumbermen's rubber boots	0.09	
Auto tires	0.06½	
Bicycle tires	0.03½	

Cordage Increases 3½c Per Pound

Toronto.

CORDAGE, TWINE.—A flurry upward to the extent of 3½c per pound was recorded in pure Manila rope, British Manila and New Zealand hemp rope. This now makes the selling price of pure Manila 37c per pound and of British Manila and New Zealand hemp ropes 27c per pound. Sisal rope remains unchanged at 24½c per pound. Differentials in certain classes of rope have also been changed, which in a number of instances figures out as a slight net decline. Transmission rope and belt rope now carry a differential over base size of 6c as compared with 8c formerly, which makes a net decline of ½c per pound. Point rope and whale line come in the same class and register a similar decline. Yacht line, troll line and standard lobster line now carry a differential of 13c over base prices, which represents a decline of 1½c per pound. The differential for fine lobster line is now 14c over base, which is also a decline of 1½c. Drilling cables, on the other hand, have advanced

½c per pound by the changing of the differential over base size to 2c. Higher prices have been occasioned, it is stated, by inability to get supplies of fibre from the Philippine Islands, due to the scarcity of boats. Demand for rope locally is fairly good.

PIG IRON.—Prices on pig iron are still withdrawn. There is a great scarcity of iron, and the fact that a quotation of \$52 ton Pittsburg has been reached is evidence of the condition of the market.

Pig Lead Soars; Antimony Easier

Toronto.

LEAD.—Pig lead occupies a prominent position in the limelight at present. Sales of pig lead have been made in New York at 12c lb., and a bid of \$11.75 for a 100-ton lot was not taken up. The trade has been patiently awaiting action from Washington with regard to Government requirements. The market is decidedly strong, and prices have advanced to 15½c lb.

COPPER.—There is a suspicion in the United States that the North Butte Mine was deliberately fired. There was considerable loss of life, and production in the district will be set back. Copper in New York is firm and higher for future deliveries. Locally the price is 37½c-38c lb.

SPELTER.—There is very little change locally in the spelter situation. The American market is dull, but steady. Prices locally range from 11½c to 12½c lb.

TIN.—The market still exhibits the uneasiness in evidence last week. Quotations locally are easier at 63c-65c lb.

ANTIMONY.—The market locally is weak, and prices have declined to 25c lb.

ALUMINUM.—The market is unchanged. Reports from the United States indicate that there will be a heavy Government demand for aluminum for war purposes in the United States. The Aluminum Company of America is increasing its capacity more than one-third, to over 150,000,000 lbs. annually. A new plant is under construction at East St. Louis. Quotations locally remain at 68c lb.

LONDON MARKETS

LONDON, Ont., June 14.—The market of the past week has been marked by the demand for warm weather goods, and garden tools, lawn mowers, doors and windows, refrigerators and prepared paints have been active lines. Prices are firm with advances in rope, malleable iron fittings and clevises, shaving soap, bit braces, lawn border, white lead, screen wire, rubber hose, packing, and wrought iron washers. Turpentine is a little easier while there has been no change in linseed oil, white lead in oil, putty, nails, glass and Paris green. Collections and general business conditions are good.

Malleable Fittings; Bit Braces Higher

London.

MALLEABLE IRON FITTINGS.—New prices have been quoted on malleable iron fittings Class C during the week and 13c per pound net is being asked for Class C black and 20c per pound net for Class C galvanized.

STANLEY BIT BRACES.—An advance of about 10 per cent. on Stanley bit braces is recorded.

Malleable Clevises

A similar advance of about 10 per cent.

has been made on prices of malleable clevises which constitutes the second advance recently.

Rope Higher; Nails And Glass Are Firm

London.

ROPE, NAILS, GLASS.—A further advance in rope prices is noted this week and pure manila, British and New Zealand are up $3\frac{1}{2}$ cents. New prices are as follows: Pure manila, 37 cents per lb. base; British manila 31 cents per lb. base; New Zealand hemp, 31c per lb. base; and sisal $24\frac{1}{2}$ c per lb. base.

Fair Sale for Nails

NAILS.—A fair sale for nails with a firmer market is the latest market situation, and quotations are generally maintained at \$5.20 per keg base for wire nails, and \$5.30 per keg base for cut nails.

Glass Also Firm

GLASS.—Prices on glass have remained firm at previous quotations: Single diamond, 50-10 per cent. off standard list; double diamond, 50-10 per cent. off, and cut lights, 50-5 per cent. off list.

Iron Washers; Lawn Border Go Higher

London.

WROUGHT IRON WASHERS.—Net list prices on wrought iron washers indicate an advance of 10 per cent. on previous quotations, with the usual extras for small lots.

Lawn Border

LAWN BORDER.—The application of higher prices has also extended to lawn border, and new quotations are \$6.50 per 100 feet for 12-inch border, and \$8 per 100 feet for 18-inch border.

Packing Up Again

PACKING.—Further advances on packing are noted and new prices are 32 cents per lb. for hemp packing; 40 cents per lb. for Italian No. 1 packing, and 32 cents per lb. for Italian No. 2 packing.

Shaving Soap Up; Paris Green Steady

London.

SHAVING SOAP.—Higher prices on shaving soap are in effect and new quotations are 55 cents per lb. for cakes; \$2.90 per doz. for large sticks; and \$1.45 per doz. for small sticks.

Paris Green

Prices on Paris green have undergone no change as yet, and former quotations are maintained as follows: In $\frac{1}{2}$ -lb. packages, $59\frac{1}{4}$ c per lb.; in 1-lb. packages, $57\frac{1}{4}$ c per lb.; in 25-lb. drums, $55\frac{1}{4}$ c per lb.; in 50-lb. drums, 55c per lb.; and in 100-lb. drums, 55c per lb.

Harvest Tools

The summer demand for harvest tools is good and former prices are unchanged at 33 1-3 per cent. off standard list price.

Screen Wire And Netting Go Higher

London.

SCREEN WIRE CLOTH.—An advance in price of 25 cents per 100 square feet has been made on screen wire cloth. New prices quote painted wire in 100 ft.

rolls at \$3 per 100 sq. feet, and in 50 ft. rolls at \$3.05 per 100 sq. feet. Bronze wire prices are unchanged at 14 cents per sq. foot.

Poultry Netting

Poultry netting has advanced 10 per cent. on latest quotations and 30 per cent. discount from standard list is the new price on 1 and 2-inch mesh netting.

Rubber Hose Up; Spades And Shovels

London.

RUBBER HOSE.—An advance of 2 cents per foot is shown in latest quotations on corrugated rubber hose. New price for corrugated $\frac{1}{2}$ -inch hose is 14 cents per foot; for $\frac{3}{4}$ -inch hose, 19 cents per foot, and for 1-inch hose, 28 cents per foot. These prices are less 5 per cent. in full rolls of 500 feet.

Spades and Shovels

Firm prices have been maintained in a steady market during the week on spades and shovels at previous prices of 35 per cent. off standard list for firsts: 20-10 per cent. off for seconds, and $12\frac{1}{2}$ per cent. off for fourths.

Turpentine Easier; Putty Unchanged

London.

TURPENTINE.—With continued ac-

tive demand for turpentine prices have dropped 5 cents per gallon. New quotations for turpentine in 1 bbl. lots are 71 cents per Imp. gal.; in 2 to 4 bbl. lots, 70 cents per Imp. gal.; in 5 gal. lots, 78 cents per Imp. gal.

Putty

Putty prices have remained unchanged during the week at previous quotations as follows:

Standard 100-lb. drums, \$4.35 per 100 lbs.; Standard 25-lb. drums, \$4.45 per 100 lbs.; Pure, 100-lb. drums, \$5.35 per 100 lbs.; Pure, 25-lb. drums, \$5.45 per 100 lbs.; Bladder, bbls., \$4.60; less barrels, \$5 per 100 lbs.

Linseed Oil; White Lead Prices Higher

London.

LINSEED OIL.—There is a fair sale for linseed oil at previous quotations, which have remained firm. Following prices have been unchanged:

	Raw, Per gal.	Boiled, Per gal.
1 to 2 bbls.	\$1 40	\$1 43
3 to 5 bbls.	1 39	1 42
6 to 9 bbls.	1 37	1 40

White Lead Advanced

A fair sale has also been recorded for white lead in oil during the week. Prices have advanced 75c. per 100 lbs., making the price locally \$18.25 per 100 lbs. for pure lead in oil in ton lots, and \$18.55 per 100 lbs. for pure lead in oil in less than ton lots.

WINNIPEG MARKETS

WINNIPEG, June 14.—Another week of changing prices and although there have been many lines to undergo revision, these lines are not the steady ones which change every week or two, but a more general assortment ranging from tackle blocks to file handles. Advances are noted on wood alcohol, tin plate, terne plate, lawn mowers, wire rope and tackle blocks and advances are expected shortly on wrought iron pipe and galvanized sheets.

Tin And Terne Plates Again Go Higher

Winnipeg.

Though some of the old familiar lines may not have come in for an advance during the week, it is noticeable that tin and terne plates have been affected and new prices now issued, run from \$1.50 up over former ruling quotations. This latest revision establishes further new high levels and present indications point to other advances in the near future. The new prices now put into effect are as follows:—

Tin Plate—I.C., 20 x 28, \$24.50; I.C., 20 x 33, \$29; I.C., 20 x 36, \$31.75; I.X., 20 x 28, \$26.50; I.X., 20 x 33, \$31.35; I.X., 20 x 36, \$34.40; I.X., 20 x 28, \$28.50.
Terne Plate—20 x 28, \$22.

Canada Plate Steady Though Sundries Advance

Winnipeg.

Prices on Canada plate remain unchanged for the week, with stocks practically exhausted and no definite assurance as to when further shipments will

be made. The present quotations on plate are 18 x 21 half pol'd., \$8.50 per box; full pol'd., \$9.50 per box; 18 x 24 half pol'd., \$8.50; full pol'd., \$9.50 per box.

Sundries Affected

The recent revisions made in Canada plate have resulted in some changes being made on the various sundries although no further advance has been in the price of pipe. The lines affected with the new prices on same are:

Taper Pipes—6-7, 7-6, \$3.30 doz.
Tee Pipe, 6, 7, \$4.75 doz.
Chimney Thimbles—6 in., 7 in., 80c.

Bar Iron; Mild Steel Prices Revised

Winnipeg.

A further change on bar iron and mild steel in the small round sizes has been made resulting in the following prices being effective: Bar iron, 3/16- $\frac{1}{4}$ -5/16, rd.; and mild steel 3/16- $\frac{1}{4}$ -5/16, rd. \$7.50 base.

Other sizes take the following base prices, no change being noted over revisions of two weeks ago: Bar iron, \$4.50, 100 lbs.; mild steel, \$5.25, 100 lbs.

Galvanized Sheets To Go Higher

Winnipeg.

During the week, quotations have remained steady on black and galvanized sheets, but indications point to further advances in the near future, although present prices are almost prohibited. Stocks in the city are becoming depleted,

some sizes and gauges not being procurable at all, and there seems little prospect of conditions improving materially for some time to come. Present prices are:

Galvanized Sheets—10% oz., \$12 per 100 lbs.; 28 ga., \$11.70; 26 ga., \$11.40; 24 ga., \$11.25; 22 ga., \$11.25; 20 ga., \$11.10; 18 ga., \$11.10; 16 ga., \$10.95.

Black Sheets—28 ga., \$10 per 100 lbs.; 26 ga., \$9.90; 24 ga., \$9.85; 22 ga., \$9.85; 20 ga., \$9.80; 18 ga., \$9.80; 16 ga., \$10; 14 ga., \$10; 12 ga., \$10.25; 10 ga., \$10.25.

Lawn Mowers

Again Advance

Winnipeg.

LAWN MOWERS.—Further evidence of how each line of goods is being affected is given in the new prices issued on lawn mowers which have undergone a further revision with advanced quotations ruling. The new prices are as follows; Empress, 14 in. \$7.75 each; 16 inch \$8.00; 18 inch \$8.35. Woodyatt 14 inch \$6.00; 16 inch \$6.25; Star 14 inch \$5.00; 16 inch \$5.50; Daisy 12 inch \$4.25; 14 inch \$4.50.

Wrought Iron Pipe

Up; To Go Higher

Winnipeg.

It is some time since any advance has taken place in wrought iron pipe, but the same conditions seem to prevail for this commodity as with many others, and further advances may be expected very shortly. Quotations now being made based on the latest revision are given below:

WROUGHT IRON PIPE.

Per 100 Ft.	Black	Galv.
1/4 inch	\$ 5 63	\$ 7 97
3/8 inch	5 72	8 06
1/2 inch	7 34	9 14
3/4 inch	9 27	11 70
1 inch	13 73	17 28
1 1/4 inch	18 57	23 40
1 1/2 inch	22 19	27 95
2 inch	29 84	37 62
2 1/2 inch	47 84	60 12
3 inch	62 55	78 66
3 1/2 inch	77 40	...
4 inch	91 70	...
4 1/2 inch	108 00	...
5 inch	126 00	...
6 inch	163 80	...

Wood Tackle Blocks

Higher; New Discount

Winnipeg.

Wood tackle blocks have advanced in price during the week and a new discount of 20 per cent. is now being quoted. This reveals the following as best net prices available:

Single—3 in., 56c each; 4 in., 68c; 5 in., 72c; 6 in., 88c; 7 in., \$1.04; 8 in., \$1.30; 10 in., \$2.20; 12 in., \$3.55.

Double—3 in., \$1.04 each; 4 in., \$1.30; 5 in., \$1.40; 6 in., \$1.60; 7 in., \$1.90; 8 in., \$2.30; 10 in., \$3.60; 12 in., \$6.

Triple—4 in., \$1.70 each; 6 in., \$2.30; 8 in., \$3.40; 12 in., \$8.50.

Miscellaneous Lines

Undergo Revision

Winnipeg.

Other important lines to undergo revision in an upward way are shown below:

Wrapping twine, 3-ply, 50c lb. balls or cones, 4-ply, 53c lb., balls or cones.

Shoe thread 8-\$2.05 lb.; 10-\$2.15 lb.

Always ready wrenches, No. 1, nickel, \$4.50 doz.; No. 2, nickel, \$6.00 doz.; No. 1, black \$4.20 doz.; No. 2, black, \$5.75 doz.

Cannon oilers, No. 351, \$9.40 doz.; No. 353, \$10.40 doz.; No. 355, \$11.50 doz.

Door knobs rim and mortise, \$2.15 doz. Malleable clevises, 15c lb. Whiffletree hooks, Nos. 107, 207, 307, 18c lb.

Wire Rope Reaches

New High Level

Winnipeg.

WIRE ROPE.—A further advance made in the price of wire rope brings prices to new high levels. present quotations are being made as follows, with the addition of 10 per cent. in less than roll lots:

3/4 in., \$15 per 100 ft.; 7-16 in., \$15; 1/2 in., \$15.40; 5/8 in., \$20.30; 3/4 in., \$25.25; 7/8 in., \$32.20; 1 in., \$41.55.

Linseed Oil, Turps,

White Lead, Firm

Winnipeg.

The local market on linseed oil remains steady after the drop in price which occurred last week, and there is no further change in evidence on turps or white lead, prices remaining firm at figures shown below:

Linseed oil, raw, \$1.58 per gal. bbl. lots; boiled, \$1.61, per gal. bbl. lots.

Turpentine 85c per gal. bbl. lots; 88c per gal., 1/2 bbl. lots; 90c per gal., 5 gal. and 1 gal. lots.

White lead, decorators pure, \$18.05, 100 lbs. ton lots and \$18.40 100 lbs. less. Decorators special, \$17.05 100 lbs. ton lots and \$17.40 100 lbs., less.

Putty Prices Firm;

Alcohol Away Up

Winnipeg.

The advance of 50c recorded on putty two weeks ago still holds firm and keeps prices at the following high levels.

100-lb. drums, \$5 per 100 lbs.; 50-lb. drums, \$5.15; 25-lb. drums, \$5.30; 12 1/2-lb. tins, \$5.50; 5-lb. tins, \$5.60; 1 1/2-lb. tins, 9c each.

Wood Alcohol

Another boost has been given to the quotations prevailing on wood alcohol and prices to-day are at an extremely high figure as will be noted by the following: 5 gals., \$2.33 gal.; 1 gal., \$2.50 gal., cans being included.

Other Miscellaneous

Lines Revised

There have been many miscellaneous items to undergo a change in price, one reduction being effective on curry combs, but all other lines advancing over former quotations:

Curry Combs—121, \$1.80 doz.; 127, \$2.40 doz.; Eclipse, \$2.65 doz.

Butter Bowls—13 in., \$4.80 doz.; 15 in., \$6.90; 17 in., \$15.60; 19 in., \$22.50; 21 in., \$28.

Oblong Butter Moulds—1 lb., \$2.10 doz. Bench Axes—2, \$8.75 doz.; 3, \$9.45; 4, \$10.15; 5, \$11.55.

Elevator Bolts—1/4x5/8, 3/4, \$1.20; 1/2, 1, \$1.25; 1 1/4, \$1.30; 1 1/2, \$1.40.

Rollis File Handles—\$1.20 doz.

ADDITIONAL HALF-HOLIDAYS

In last week's issue of **HARDWARE AND METAL** a list of weekly half-holidays appeared, as recognized in a number of Ontario cities and towns. The following centres have since been heard from and subsequent lists will be published as the information comes to hand. **HARDWARE AND METAL** would appreciate such information from hardware dealers in any town omitted from the lists already published.

BARRIE.—Wednesday afternoon during July and August decided upon. Civic holiday second Monday in August.

KENORA.— Wednesday afternoon, June, July and August. 6.30 p.m. closing except Saturday.

MT. FOREST.—No half holiday.

PORT PERRY.—Wednesday afternoon from 12 o'clock during July and August.

PALMERSTON.—No half holiday. 6 p.m. closing except Saturday. Civic holiday on August 1.

SIMCOE.—Thursday afternoon, June, July and August. Civic holiday, Monday, August 13.

SUDBURY.— Wednesday afternoon, June, July and August, 7 p.m. closing except Saturday.

THESSALON.—Wednesday afternoon, June, July and August. 6 p.m. closing except Saturday. Civic holiday first Monday in August.

TIMMINS.—Tuesday afternoon, June, July and August. 7 p.m. closing except Saturday.



VISITORS TO TORONTO

R. C. Mission, Montreal branch of Sherwin-Williams Paint Company, was on a short business trip to Toronto during the first part of the week.

H. Anderson, general merchant of McTier, Ont., visited the city on Wednesday of last week.

W. Shannon, hardwareman of Tara, Ont., visited Toronto on business during the week.

G. A. Binns, Newmarket, Ont., hardware merchant, spent Wednesday of last week in the city.

J. A. Rice, hardwareman of Wyoming, Ont., spent a short time in the city on business during the week.

S. Vogan, of Walkerton, Ont., hardware merchant, spent the latter part of last week in the city on his wedding trip.

A. Carmichael, of Sunbridge, Ont., hardwareman, visited Toronto during the week.

Charles Fairbairn, general merchant of Brownhill, Ont., made a short business trip to the city.

H. E. Moore, of Oakville, Ont., hardware merchant, spent Monday of this week in the city.

W. E. Anthony, hardwareman of Brampton, Ont., spent Wednesday of this week in the city.

J. H. Bundy, hardware merchant of Pickering, Ont., spent a day in the city

C.M.A. CONVENTION IN WINNIPEG

(Continued from page 38)

It was provided that whereas in the past the charge for medical attention, nursing and hospital services had to be borne by the patient, the theory being that the benefits had been fixed upon a high enough scale in the first place to enable him to meet such expenses himself, that commencing July 1, all such expenses would become a charge on the group funds, in consequence of which it was expected the rates would have to be materially increased.

Strong objection was made to this proposal by the Committee on the ground that with the State guaranteeing all medical bills, the tendency would be for charges to be exaggerated, thus leading to additional and unnecessary burdens upon the employer. On behalf of manufacturers, the Committee expressed willingness to have them made individually responsible for seeing that proper medical aid was provided, but the recommendations were not acted upon.

Railway Tariff Not Opposed

A report of the Transportation Committee dealt with the increase of five per cent. in rates in Eastern Canada, and the more recent request of the railways for a further advance of fifteen per cent., on all tariffs of tolls, freight and passenger, in order to meet increases in cost of material and labor. The Railway Commission had been advised by the Committee that the suggested increase would not be opposed provided that it was considered strictly as a war measure, and would be ample guarantee that the railways would be able to provide an adequate service throughout, and also provided that it remain in force for only a limited period to be determined by the Board.

The Committee recommended that the Association make some representations to the Government in regard to the minority report of A. H. Smith, President of the New York Central railroad, in connection with the Railway Commission enquiry into railways and transportation. The report says:—

"The railways of Canada are in desperate need of equipment. Whatever decision is made with reference to the railways, the transportation problem is now acute in so far as equipment is concerned. I would, therefore, recommend that the Government undertake at once to provide an ample supply of freight cars and locomotives against immediate and imperative needs. These cars and engines may be had, if desired, under trust agreements. It will be a simple matter to turn these cars and engines over to the operating companies under lease, or contract of purchase, which may be exercised when conditions are more nearly normal."

It was also urged by the Transportation Committee that the investigation and reports of the Royal Commission appointed to investigate transportation conditions should embrace conditions generally, both rail and water. In concluding its survey of this question, the

report says: "If the report does nothing else, it discloses the fact that owing to lack of proper Government regulation, there has been unnecessary duplication of lines and facilities, and that legislation is absolutely necessary to guard against such evils in the future and to protect investments already made."



WHAT OTHER PAPERS SAY?

(Continued from page 46)

Cordage Company, and other manufacturers, so that at present quotations are being made generally, although the supply of twine offering is limited. Weather conditions have not been any too favorable for winter wheat and oats since May 1, although in some sections an improvement in the condition of the growing crops is reported. Nor have conditions in the three most important Northwest spring wheat States—Minnesota and the Dakotas—been exactly favorable for spring wheat during the last three or four weeks. Mexican sisal fibre values have remained unchanged during the last month, while manila prices have scored sensational advances. Java sisal and New Zealand quotations have also made material advances.

On May 16 the International Harvester Company announced these prices for domestic orders: Sisal and standard, 19½¢; 550-foot, 19¼¢; 600-foot, 20¼¢; pure Manila, 21¼¢; less than carload lots f.o.b. Chicago. This schedule on sisal and standard is 3½¢ higher, and on the other grades 3½¢ higher than the company's schedule of April 7 for early orders. In 1916 the price of sisal and standard was 9½¢ for less than carloads Chicago, so that the present price is 9½¢ higher. At the present time the New York price of sisal fibre is 8½¢ higher than the price that prevailed in June, 1916.

As already stated, there is no overabundance of binder twine pressing for sale; but in view of present crop conditions the supply is likely to prove sufficient for the requirements. An unusually heavy demand for the spring wheat and oats crop would present great difficulties for manufacturer and merchant.



TRADE INQUIRIES

(Continued on page 53)

931. **Electric apparatus.**—A party at Reggio would buy electric wire, insulators, apparatus and other electric sundries.

932. **Office sundries.**—A commission agent at Genoa would sell on commission or buy for own account, office sundries, waterproofs.

934. **Chemicals, colors, varnishes, etc.**—A commission agent at Cagliari (Sicily) would represent manufacturers or exporters of chemicals, colors, varnishes, soap-making material, mineral oils, linseed oils, iron, steel, coals, enameled hollowware.

935. **Engineering articles, files, saws, etc.**—A Genoa firm would represent manufacturers on commission or buy for own account engineering articles, files, saws, machinery, etc.

937. **Needles, pins, etc.**—A Venice merchant would buy for own account sewing needles, pins, crochet needles, press-buttons, thimbles, fancy hairpins, etc.

938. **Gas cookers, bath geysers, gas stoves, etc.**—A Rome agent would represent on commission manufacturers of the above-mentioned articles.

939. **Chemicals, aniline dyes, etc.**—An agent at Turin would represent manufacturers or exporters of chemicals, pharmaceutical products, aniline dyes.

940. **Electric lamps and accessories.**—A merchant at Turin would handle electrical articles, electric lamps and accessories, illumination plants, etc., engineering articles for mechanical engineering, ammunition works, tools.

941. **Machinery and tools.**—A party at Rome would represent (or buy for own account) manufactures of machinery and tools.



RUNAWAY MARKET IN U. S.

Cleveland, Ohio, June 14.—The *Iron Trade Review* to-day says: With runaway conditions in pig iron, closely followed by scrap on one hand and contantly broadening pre-emption of finished steel and manufacturing capacity by the Government on the other, buyers of iron and steel are finding themselves at the mercy of a genuine war market. How and whether order and regularity are to be restored to present conditions are the big questions of the moment for the general trade. With the Government systematizing plans to determine equitable costs of production with regard to its own purchases with an effort toward constructive economy, greater federal attention to the raw material end becomes a subject of renewed speculation. It is apparent from a consideration of the complex structure of pig iron costs that any supervisory policy in the product opens a broad and difficult problem of integrated operations in which labor shares prominently.

Pig iron has gotten completely beyond the control of producers. The effect of the attainment of seemingly impossible price levels has been the scramble of consumers to cover all open needs and to vigorously gather in tonnage for the first half of 1918. This has led to a wild week in market valuations, the most unrestrained yet developed. Prices have jumped \$5 to \$7 further in the principal northern grades, until \$50-iron as a historic even quickly has faded. Buyers rushing into the market have been shocked to find furnaces booked up so heavily, even to July of next year. Some producers have only 5 to 10 per cent, unsold to that date.

Each new definite disclosure of Government plans piles up tonnage of steel that will be called for now or later. Each development shows that original estimates of the percentage of finishing capacity that will be absorbed for rolling purposes must be sharply revised upward. The loss of approximately 300,000 tons in the May unfilled tonnage of the Steel Corporation, the first reduction in several months, reflects the manner in which capacity is being held off the market awaiting the taking form of Government plans.



After providing for seed and home requirements there will still remain 81,000,000 bushels of wheat in Canada for export purposes.

WEEKLY PAINT DEPARTMENT

Quality of Paint Maintained

Despite Exorbitant Prices of Raw Materials, Paint Manufacturers Will Not Sacrifice Quality for Lower Prices.

THE constantly soaring price of raw materials has not been without its effect upon the materials which are incorporated in the manufacturing process of paint, for since the outbreak of war many ingredients necessary in making ready-mixed paints have become very scarce. In the early days of the war, manufacturers considered they were paying well nigh impossible prices for their raw products, but the situation has become much more acute since then owing to the increases in prices of lead, zinc, oil, turpentine, dry colors, and even the labels and tin containers.

For a while some manufacturers were able to cover themselves, but such supplies have long since been exhausted, and to-day the long prices have to be paid. This condition of affairs is naturally reflected in the price of paint, but there is some consolation in the fact that the high costs of raw materials has not affected quality, and owing to this fact, the cost of paint to the dealer at present is low considering the present costs of the raw materials to the manufacturer.

Important Talking Point

This latter fact is very significant in these days, and the retailer should take every advantage of it should a cus-

tomers complain about the high price of paint. It is an important phase of the paint situation to-day that the best manufacturers are keeping up the quality of their products and are not sacrificing quality in order to keep down prices. Even though the consumer may have to pay higher prices for his ready mixed paint he can rest assured that the quality of the high grade paints is right, and to the retailer there is much satisfaction in buying and selling a product which is reliable.

Pure Raw Materials

An important factor in the manufacture of paint is that the raw materials must be pure, and the aim of every manufacturer who is conscientiously endeavoring to make a good line of paint, is to live up to a high standard of purity and to safeguard carefully the quality of the raw materials that enter into the finished product.

In addition to maintaining a high standard of purity as regards raw materials, it is also necessary that the manufacturers know how and have the facilities for combining the materials in their correct proportions. As evidence of this it is quite apparent that the best quality ingredients of an ordinary cake

such as flour, butter, eggs, etc., do not necessarily make a good cake. It is necessary that the cook know how to use the ingredients and have a thorough understanding of their combination in order to make a palatable product. So it is evident that there enters into paint making the work of the experienced chemist, the ability of the practical paint man, and an equipment of special machinery designed to produce the best results.

The Chemical Test

It is in connection with the testing of the raw materials in the storerooms that the chemical laboratory begins to play its most important part. Here it is necessary to have the materials of uniform quality and up to a standard necessary according to the formulae used by the manufacturer for each particular product.

The paint industry in Canada is a very important one, and with the development of the business there has been a steady advance in methods of manufacture. It is necessary for the manufacturer who wishes to become nationally known and respected, to produce high class products. The retailer who has an agency for a reputable brand of ready-mixed paint can be assured that he is selling a product much superior to anything that could be mixed by hand.

Years of Experimenting

The prepared paints which dominate the market to-day represent years of careful experimenting by experienced chemists and practical paint men, and a
(Continued on page 58.)



Display of paints by A. M. Bell & Co., Halifax, N.S.



Easy Selling Varnishes

It's no trouble to sell any brand of varnish once, but a lasting and lucrative trade can only be built on a quality and confidence basis.

All varnish buyers have learned to trust the label of Berry Brothers because they know that every product sold under it is absolutely reliable and true to description.

This earned confidence makes every "Berry" brand safe to recommend and easy to sell.

LUXEBERRY WHITE ENAMEL—whitest white, stays white. Makes a permanent snow-white finish in either gloss or dull effects.

LIQUID GRANITE—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY WALL FINISH—produces artistic color effects on walls. Makes a soft, velvety finish in twenty-one attractive colors and shades.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

Write for Price List and Interesting Dealer's Proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE

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(574)

Stanley Works Products are made-to-order

THERE is nothing quite so satisfactory as to make for yourself whatever you want, exactly the way you know you want it. That is the way THE STANLEY WORKS products are made.

The steel used in STANLEY products is manufactured by THE STANLEY WORKS in its own steel mills. THE STANLEY Steel Plant is one of the best equipped Cold Rolling Steel Mills in the United States.

Depending upon the use to which it is to be put, there is considerable difference in the composition of the steel from which the great variety of STANLEY products are made. A STANLEY plated butt is manufactured from one kind of steel; a STANLEY japanned barrel bolt from another.

Tireless experimenting and seventy-three years of experience has shown THE STANLEY WORKS just what kind of steel is best for each and every item it produces. Having once found what kind is best, it is made to order by skillful workmen in THE STANLEY WORKS' own steel mills.

STANLEY products are superior because the material from which they are made is scientifically prescribed in each case, and then carefully manufactured by THE STANLEY WORKS itself to meet the requirements of your trade.

Next time you order shelf or builders' hardware be sure to specify STANLEY products by name and number. If you have not a copy of THE STANLEY WORKS catalog write for it to-day.

The Stanley Works

New Britain

Conn. U.S.A.

Canadian Representatives: A. MacFarlane & Co.
Corisire Building, Montreal

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 13. — The strength of white lead in oil is the main feature of the paint market this week. Advances are anticipated even after the 75 cent advance recorded on Tuesday. Linseed oil was easier, but the tendency was thought probably fleeting.

White Lead in Oil Up, And To Advance

Montreal.

WHITE LEAD IN OIL.—With a seventy five cent increase per hundred pounds on Tuesday, white lead in oil goes into what is apparently another period of great strength. Pig lead causing the firmness. Uncertainty as to linseed oil, however, contributes to the exceedingly interesting condition of this market at present. Further advances are decidedly threatening, and may take place in the near future. No orders for future delivery of white lead in oil are being accepted. The market is subject to changes upwards from day to day. Quotations at time of writing were \$18.05 per 100 lbs. for 5-ton lots, \$17.65 for 1 ton lots, and \$18.35 for less than ton lots.

Linseed Oil Showed An Easier Trend

Montreal.

LINSEED OIL.—Although there was a slightly easier tendency as regards linseed oil during the week since last report those selling this oil on any large scale were inclined to doubt the permanence of the phase. Crushers found flaxseed on the decline in price, and coming in more freely to Winnipeg, but arrivals at Montreal by rail or water were not more than sufficient. The outlook is uncertain. One firm selling linseed oil on a large scale, and quoting as low as anyone on the market at present was preparing to advance quotations a shade or so even should the market remain similar in general tone till the end of the week. Some firms were reluctant to sell and quoted fairly high. The highest quotations heard of were \$1.45 per Imp. gallon for raw linseed oil, and \$1.48 for boiled in one barrel lots. Several firms quoted \$1.40 for raw linseed oil and \$1.43 for boiled in one barrel lots. Lowest quotations heard of, and these were then on the upward trend, were \$1.27 for raw linseed oil, and \$1.29½ for boiled in lots of one to four bbls. with a cent per Imp. gallon less for 5 to 9 bbl. lots. The range of prices was as under:

Linseed oil, per Imp. gallon, Raw, 1 to 4 bbls., \$1.27-\$1.31-\$1.40-\$1.45; Boiled, \$1.29½-\$1.33½-\$1.43-\$1.48; 5-9 bbls. raw, \$1.26-\$1.30-\$1.39; Boiled, \$1.28½-\$1.32½-\$1.42.

Turpentine Easier; Quotations Varied

Montreal.

TURPENTINE.—The tendency as to turpentine was slightly easier. Supplies were sufficient, and there was no hint of shortage. Some firms were conserv-

SECOND ADVANCE ON WHITE LEAD

On Thursday a second advance of 75c per 100 lbs. was made in prices of white lead in oil, making a total advance of \$1.50 per 100 lbs. during the week. Prices are therefore 75c higher than shown in regular reports and current quotations. Quotations for pure lead in oil are now as follows:—

	Ton lots	Less than ton lots
Montreal	\$18.80	\$19.10
Toronto	19.00	19.30
Hamilton	19.00	19.30
London	19.00	19.30

B. B. Genuine head advanced \$1 per 100 lbs. making a price of \$21.15 Montreal and \$21.35 Toronto, with 5 per cent. off for ton lots.

ing turpentine, but in the main the market was quite free and without feature. Quotations showed a considerable variation, the range being as under:

Turpentine	Per Imp. Gallon.
1 to 4 bbls.	0.65-0.66-0.69-0.75
5 to 9 bbls.	0.64-0.65-0.68-0.74

Putty In A Very Firm Market Now

Montreal.

PUTTY.—While putty has not changed in price since last report or for some few weeks, the market is very firm, and orders are in some cases, no longer accepted for future delivery. For bulk standard putty in casks in less than ton lots, the price quoted at time of writing is \$3.60 per hundred pounds, and \$4.05 per hundred pounds in 100 pound drums.

Mixed Paints Are Steady, But Firm

Montreal.

MIXED PAINTS.—The market for mixed paints remains in generally unchanged condition. Better weather if it prevails will help sales to higher levels than those of last year. It is noted

that the demand for all the lines of inside paint, household paints and varnishes etc., has been exceedingly good, and this is a condition which wet weather cannot greatly affect. Should the season throughout Canada be disappointing as to weather conditions for painting the effects will be more apparent in the fall perhaps than now, but some minor indications to slow movement in paints due to bad weather so far have been observed. With the market for the metals and oils showing firmer tendencies it grows more and more certain that mixed paints will find higher price levels unless conditions alter.

Varnishes Show Great Firmness

Montreal.

VARNISHES.—Owing to the increasing difficulty of obtaining raw materials of every kind essential to the manufacture of varnishes it is almost impossible to avoid advances in price for various lines of these, and the market is prepared for still further firmness in this direction.

Paris Green Supply Well Behind Demand

PARIS GREEN.—The shortage of Paris green is most marked. There will be little or none left on the market when all timely orders are met, and it is certain that many late comers for supplies have had to go without. Fortunately substitutes for Paris green are on the market, and good business is being done in these. The manufacture of Paris green to fill contract orders is still proceeding, but when raw materials give out there will be an end of this with small surplus product in hand if any.

TORONTO

TORONTO, June 14.—Conditions in paint commodities were somewhat prone to fluctuation during the week from the fact that while white lead in oil again made an advance turpentine and linseed oil were inclined to weaker conditions were declines recorded.

Linseed Oil Goes To Lower Levels

Toronto.

LINSEED OIL.—While the high quotations of last week on linseed oil were maintained, there was a tendency in certain quarters to reduce quotations which brought the range from \$1.31 to \$1.43 per gallon for raw oil in single



Welcome this Salesman

He is our personal representative and his mission is not only to place before you reasons why you should buy B-H "English" Paint, but also to give practical expression to our desire to co-operate with you in *selling* it.

B-H "ENGLISH" PAINT 70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

is widely advertised, but we do a great deal more to assist merchants than simply to advertise our paint.

Have a chatty talk with our salesman next time he calls, on the methods we employ to help you sell more B-H "English" Paint.

BRANDRAM-HENDERSON

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY LIMITED

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barrel lots. This sagging tendency of the market was partially due to a lower flaxseed market. On Thursday of last week the cash seed at Winnipeg was quoted at \$2.96½ per bushel, whereas at the close of the market on Wednesday of this week the price was \$2.88 per bushel. The market for seed fluctuated during the week, reaching as high as \$3.00½ on Saturday last. There was a corresponding net decline in the October option for seed. Nothing definite in the way of a report on the flaxseed acreage in the Canadian West has yet been issued. The opinion prevails that the acreage will be quite large and this is having its effect on future quotations of seed. Eastern crushers have been getting sufficient supplies of seed to meet their requirements. Demand for linseed has been fairly good, while the demand for oil cake has also been keeping up well. Crushers anticipate there will be a falling off in demand for oilcake by the time August comes round. Inspections of flaxseed at Winnipeg during the week were fairly heavy although under that of last week, the number of cars being 142 as compared with 171 during the previous week. The volume of seed moving would seem to indicate fairly good supplies of seed in the West. Following is the range of prices.

	Raw. Per gal.	Boiled. Per gal.
1 to 2 bbls.	\$1.31-\$1.43	\$1.33½-\$1.46
3 to 5 bbls.	1.30- 1.42	1.32½- 1.45
6 to 9 bbls.	1.29- 1.41	1.31½- 1.44

Turpentine Shows

Decline of 2c to 3½c

Toronto.

TURPENTINE.—There was a general downward tendency in the market for turpentine during the week when net declines were registered ranging from 2c on the high level quotations to 3½c on the low quotations. The range in single barrel lots is now from 62½c to 69c per gallon. The condition in the primary market continued to be one of weakness owing to the heavy receipts of spirits from the producing centres and the failure to find an outlet through export. As compared with prices a week ago in the primary market there was a ¼c advance. The estimated crop output for the present season is placed at 535,000 casks as compared with 470,000 casks last year.

	Per Imp. Gal.
1 barrel lots	\$0.62½-\$0.69
2 to 4 barrels	0.61 - 0.68
5-gallon lots	0.60½- 0.76

White Lead In Oil

Goes Up 75c Hundred

Toronto.

WHITE LEAD IN OIL.—There was a firm position for white lead in oil during the week, which was manifest in a further increase of 75c per 100 pounds, now making the price in ton lots \$18.25 and \$18.55 in less than ton lots. The steadily higher price in the pig lead market has been responsible for the increase. In the primary market in New York pig lead was quoted at \$12 for spot article, with very little offering at those figures.

Prices on the various brands will be found in the current quotations.

Paints And Varnishes Hold In Firm Market

Toronto

PAINTS AND VARNISHES.—Prices on mixed paints held steady during the week, but with the mounting price of white lead in oil there is no disposition to look for lower prices. There are some who anticipate an advance, but the opinion is expressed that it will in all probability not take place in the immediate future. Varnishes are in very firm position. It was stated that one line of varnishes has been advanced by the manufacturers, but wholesalers as yet had not put the new prices into effect. Sorting orders on paints continue to be good.

Higher Putty Prices Are Anticipated

Toronto.

PUTTY.—There was a disposition to look for higher prices on putty among the trade, as the manufacturers have announced that present prices have been withdrawn. Dealers have taken this as an intimation that higher prices are to be looked for in the near future.

New Wage Scale May Affect Glass Prices

Toronto.

GLASS.—Dealers in glass anticipate that when the new wage scale is negotiated with the glass-blowers in the near future that a higher rate will prevail. This agreement for the coming year is soon to be entered. Wholesalers in the United States, in anticipation of higher prices in glass, occasioned by such an increase in wages, are now stocking up in their warehouses. Canadian dealers are also stocking up. Retailers who in other years have been in the habit of importing part of their supplies of glass, report that deliveries are not coming forward in some instances. There is a disposition among dealers to anticipate higher prices.

QUALITY OF PAINT MAINTAINED

(Continued from page 54.)

considerable amount of money has been expended by manufacturers in carrying on the experimental work.

The result of these investigations and experiments has been that the business of paint-making has been standardized to a great extent, and to-day certain important materials are recognized as being the ones which must of necessity be used in order to turn out the best paint products. These are talking points which should be used by every retail paint salesman.

BIG LACK OF LABOR

Is Principal difficulty in Connection with
The Manufacture of Tools in The
United States

A visitor in Montreal, welcomed by a wide circle of friends in the hardware

trade was Harry Lewis, of M. W. Robinson & Co., Brooklyn, New York. Mr. Lewis spent the greater part of last week in Montreal, and expressed appreciation of the business progress he observed during the present world crisis in which Canada and the United States now so prominently figure. In reference to conditions of tool manufacture in the States Mr. Lewis mentioned to a representative of Hardware and Metal that lack of skilled and unskilled labor both, has been a handicapping element of late, and stated that his own firm has been to the expense of laying out, ploughing, preparing for cultivation, and developing a large area of land in the vicinity of the works in order to provide an extra incentive to labor to remain in satisfactory strength to cope with the demands for production. Plants and seeds were also provided by the firm, and the cultivation scheme has proved a success.

MORGAN'S MEN—THE MAGIC CIRCLE OF WALL STREET

(Continued from page 44)

The youngest partners are Dwight W. Morrow and Thomas Cochran—the last being the "baby" of the firm. Morrow and Charles Steele, an older man who was inactive for several years on account of ill-health, but who now is able to resume many of his duties, are the legal partners.

Like all of Morgan's men, Morrow believes in getting things done. He was a member of a commission appointed on January 22 of this year by the Governor of New Jersey to investigate the scandals of the Trenton prison. On February 5, two weeks after the commission was appointed, it made its report.

"I'm going to get quick action," said Morrow when he was appointed; and he did. The commission sat one day from 10 a.m. to 10 p.m.

Morrow is noted in the financial world for his powers of mental concentration, a highly desirable quality for one who has to work out intricate and difficult legal-financial problems. When his mind is concentrated on any given problem he forgets everything and everybody else in the world. He works as if in a trance.

The Youngest Member.

Thomas Cochran, now at the foot of the class, has an extraordinary history of pluck. His father was rich, but lost his fortune when "Tom" was a student at Yale. The young man worked his way through his last year, and, while in no sense obligated, he assumed all the father's debts. These amounted to a couple of hundred thousand dollars, and in the course of some years Cochran actually paid them off.

Most young men would consider such a handicap an insuperable obstacle to success. Cochran tried all sorts of occupations. At first he tutored boys for Yale. Then he entered the hardware business in St. Paul, the railroad business in Albany, and the real estate business in New York. As in the case of nearly all successful men, a certain small element of luck played its part, in that he was thrown in contact with Mr. Davison, just as Davison, in his turn, was thrown in contact with the elder Morgan. Davison put Cochran in as an officer of a new trust company he was forming, and Cochran's rise was rapid.

These super-active men of Morgan's are young, in the Wall Street sense at least. Porter is the oldest, fifty-six. Davison is fifty, Lamont is forty-seven, Stettinius is fifty-one, and Morrow and Cochrane are each about forty-five.



JAMIESON'S

Pure Prepared Paints

The Chosen Brand

Painters who have used every paint on the market use and place the utmost confidence in *Jamieson's Pure Prepared Paints* for their best jobs. It's a high-grade paint at a moderate price.

USED INDOOR AND OUTDOOR. DRIES HARD IN EIGHT HOURS WITH A NICE RICH APPEARANCE. WEARS EXCEEDINGLY WELL. EASILY APPLIED.

For building up a steady paint trade, Jamieson's is the paint to sell.

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

Branches at Calgary and Vancouver

Owning and Operating P. D. DODS & CO., LIMITED

MEAKINS

BRUSHES



You know, Mr. Dealer, that price plays an important part in the sale—MEAKINS BRUSHES sell at a price that makes the sale easy and gives the quality that more than satisfies. Brushes may sell at higher prices, but MEAKIN QUALITY at MEAKIN PRICES is hard to beat.

Get our Catalog and compare values.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal



If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle, smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, \$32.75 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½, \$3.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (230 in box), \$3.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80.

Shot, standard, 100 lbs., Toronto, \$17.35; Montreal, \$18; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 50c; No. 28 ball, \$1.20 per 100 lbs.; fags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16.....	\$ 6.00	18/16.....	\$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	14.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Common, 60%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 32½ to 33 1-3% off old list.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz.	10 00	12 00
Double Bit	13 00	15 00
Boys' Axes	7 50	8 50
Hunters' Axes	6 25	7 25
Bench—No. 2, doz.	9 40	
No. 3, doz.	10 20	
No. 4, doz.	10 90	

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb....\$1.35-\$1.60

Cut Lace Leather, lb....\$1.50-\$1.85

F.O.B. Montreal, Toronto.

BELLS (FARM)

C x 40 lb. 3 00

A x 50 lb. 3 60

B x 75 lb. 4 75

F.O.B. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts (\$1 list), ¾ in. dia. and smaller, 10%.

Carriage Bolts (\$1 list), 7-16 dia. and larger, net list.

Machine Bolts, ¾ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts (\$3 list), net list.

Step Bolts, large head (\$3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list \$1.50.

Nuts, square, tapped, add to list \$1.75.

Nuts, hexagon, blank, add to list \$1.75.

Nuts, hexagon, tapped, add to list \$2.

Stove bolts, 55%.

Tire bolts, 40%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystall Borax, lb.... 0 15

F.O.B. Montreal, London, Toronto.

BRASS

Per lb.

Spring sheets, 8 in. wide, up to 20 gauge 0 60

Rods, base ½ to 1 in. round... 0 55

Tubing, seamless base 0 57

Tubing, iron pipe size, 1 in. base 0 54

Copper I.P.S. 0 58

F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz. 5 00

3 sections, 5 ft., doz. 6 60

3 sections, 6 ft., doz. 7 50

F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy\$17 00

30-gal. Standard 13 00

F.O.B. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

No. 1—18 in. x 24 in. 7 00

No. 2—18 in. x 28 in. 7 65

No. 3—20 in. x 30 in. 8 00

F.O.B. Montreal and Toronto.

IRONING BOARDS.

Size 12 x 60 ins., doz. 8 00

Size 14 x 30 ins., doz. 9 00

Folding, 14 x 58 ins., doz. 21 00

Sleeve Boards.

Basswood, stationary, doz. 2 25

Folding, per doz. 3 60

Boards, Stove.

See list under Wares.

Tin

Boards (Wash) Plate Zinc

PonyDozen\$2 00

Crown 4 05

Dandy 4 25

Improved Globe 3 15 4 35

Standard Globe 3 25 4 45

Original Globe 3 50 4 75

Newmarket King 4 75

Diamond King (Glass) 5 00

Western King (Enamel).... 5 25

Wood, double faced 2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840 17½%

No. 800 15 %

No. 838 17½%

No. 808 17½%

No. 804 20 and 10%

No. 802, 842, 844 25 %

Nos. 810 and 814 12½%

Nos. 820 and 910 25 %

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Held Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Electric Weld Chain—¼, \$17.50:

3-16, \$12.50; ¼, \$9.50; 5-16, \$8.80:

¾ to ¾, \$7.75. Standard Chain—

¾, \$9; 1 inch, \$8.85; 1¼, \$8.20.

B.B. Electric Weld—¼, \$11; 5-16, \$10.50; ¾-¾, \$9. Standard B.B.—

¾, \$11.50; 1 inch, \$12; 1¼ inch, \$10.50.

B.B.B. Chain is priced as follows:

¼ in., \$13; 5-16 in., \$11.10; ¾ in., \$10.30; 7-16 in., \$10.05; ½ in., \$9.85; ¾ in., \$9.65; ¾ in., \$9.50;

¾ in., \$9.35; 1 in., \$9.20.

Fire Welded—7-16 in., \$6; ½ in., \$6; ¾ in., \$6; ¾ in., \$6.

B.B.B. Crane Chain—¼ in., \$9 per 100 lbs.; 5-16 in., \$8; ¾ in., \$7.20; 7-16 in., \$7.20; ½ in., \$7.20;

¾ in., \$7.20; ¾ in., \$7.20. F.O.B. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, 12½%; dog chains, 32½%; halter chains, 32½%; tie-out chains, 60%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., \$2.40.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0.

\$9; No. 1, \$9; No. 2, \$10; No. 3.

\$11; No. 4, \$13; No. 5, \$16.

List prices power churns:—No. 0

\$11; No. 1, \$11; No. 2, \$12; No. 3.

\$13; No. 4, \$17; No. 5, \$20.

Discount of 30% f.o.b. Toronto.

Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal.

Ottawa, Kingston.

St. John, N.B., 25% out of stock.

CHOPPERS, FOOD

Universal (doz.)— Montreal Toronto

No. 0\$14 00 \$13 50

1 17 40 16 30

2 20 40 19 00

3 25 80 24 50

CLOTHES LINE (Galvanized)

No. Per 1000 ft.

17—7-strand, 100 ft. lengths...\$6 80

17—7-strand, 50 ft. lengths... 7 00

18—6-strand, 100 ft. lengths... 5 20

18—6-strand, 50 ft. lengths... 5 45

19—6-strand, 100 ft. lengths... 4 60

19—6-strand, 50 ft. lengths... 4 85

F.O.B. Montreal, Toronto, London.

COPPER

Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.\$55 00 \$52 00

Plain sheets, 14 oz.,

14x28 in., 14x60 in. 50 00 54 00

Copper sheet, tinned,

14x60 in., 14 oz.... 52 00 56 00

Copper sheet, plan-

ished, 14x60 base, 58 00 60 00

Braziers' in sheets,

6x4 base 52 00 55 00

COMBE

Curry combs, list, plus 25%.

F.O.B. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6 lb. 0 48½

No. 7, lb. 0 47½

Nos. 8, 9, 10, 12, 0 47

F.O.B. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal.

Montreal Toronto

Ordinary, 52 sheets... 9 75 9 50

Galvanized

Apollo Crown Gorbals:

18x24x52 ... 9 75 9 75 9 75

60 ... 10 00 10 00 10 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box

IC, 20x28 base\$24 00

IX, 20x28 base 28 00



OUR FOUR LEADERS

Canada Brand Pure Paints
(Quality Guaranteed)

Canada Brand Floor Paints
(Surpassed by None)

Jas-per-Lac Specialties
(The Present-Future Finish)

Jas-per-ite Varnishes
(The Present Future Varnish)

Manufactured only by

Ottawa Paint Works, Ltd.
Ottawa, Canada

Toronto Branch: 153 DUCHESS STREET, TORONTO

Unbeatable Price and Quality

The paint that will make your customers more than glad they bought from you is the paint to sell—that's

Moore's House Colors

READY FOR USE



There is matchless value in every tin of MOORE'S PURE LINSEED OIL PAINT. Both consumer and dealer benefit by using this MODERATE-PRICED, HIGH QUALITY PRODUCT.

There is no paint on the market that pulls repeat orders so surely—its good value that does it. They are the best paints to handle. Write for proposition if you haven't the agency.

BENJAMIN MOORE & COMPANY
WEST TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, net list; class B and C, net list. Cast iron fittings, 25% off list. Malleable and cast bushings, 35%; unions, 30 to 42½%; plugs, 35% off list. F.o.b. Toronto.

GRINDSTONES

Per 100 lbs.

Over 40 lbs. and 2 in. thick.. 1 80
Under 40 lbs. 1 90
Mounted No. 115, each. 4 50
Bi-Treadle, each. 5 00
F.o.b. Toronto.

HALTERS (SNAP AND RING)

Doz.

Russet rope shank, 1 in. \$ 9 15
Russet rope shank, 1¼ in. 10 30
Black rope shank, 1 in. 10 55
Black rope shank, 1¼ in. 12 00
Hand sewn, no shank, 1 in. 14 40
Hand sewn, no shank, 1¼ in. 17 40
Hand sewn, with shank, 1 in. 17 40
Hand sewn, with shank, 1¼ in. 19 30

Halters (Sisal).

7-16 in. gross, \$21.60; 9-16 in., \$32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt. 14 40
Masons, 5 lbs. and over, per cwt. 14 40
Napping, up to 2 lbs. 20 65
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles, 35%; all ash axe handles, 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles, 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees, 25%; ash carriage neckyokes, 25%; ash and hickory carriage, buggy and democrat whiffletrees, 35%; twin neckyokes, 40%; chisel and file handles, 40%; Pearson horse pokes, 35%; dictator, Champion and Climax horse pokes, 30%; wood bow rake, 25%; wire bow rake, 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

Atlas, No. 0 8 45
Atlas, No. 1 9 25
Steelall, No. 50 7 30
Steelall, No. 51 7 30
Atlas, No. 2 10 75
Stearns, 4 in. 7 65
Stearns, 5 in. 10 65
Perfect, No. 1 10 45
Perfect, No. 1½ 12 00
Perfect, No. 2 10 00

Storm King and safety hangers, doz. 9 30

Steel track, 1¼ in. 9 00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	\$3 00	\$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch		14 40

Subject to discount of 20 and 10% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—
Under 12 in., per 100 lbs. 7 25
Over 14 in., per 100 lbs. 6 75
Extra hooks for above ½ in., per lb. 7¼
Extra hooks for above, ¾ in., per lb. 7 *
F.o.b. Toronto, London, Hamilton and Montreal.

HOOKS, GRASS.

	English	Canadian	Fox
No. 2, per doz.	\$2 65	\$3 45	
No. 3, per doz.	2 75	4 00	
No. 4, per doz.	2 85	4 60	
Little Giant	4 65		

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

	No. 2	No. 1
Patterns made larger and smaller		
Light iron	0-7	\$5 25
Long heel light iron	3-7	5 25
Medium iron	1-8	5 25
Heavy iron	6-8	5 25
Snow	1-6	5 50
New light "XL" steel	1-6	5 70
Featherweight "XL" steel	0-4	7 10*
Special counter-sunk	0-4	7 60*
Toe weight (front only)	1-4	8 10*

*All sizes.
Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

HOSE, LAWN

Toronto

Corrugated, ½ in., ft. 0 14
Corrugated, ¾ in., ft. 0 19
Corrugated, 1 in., ft. 0 28
Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 90c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots 19 50
72x30, 26 gauge, case lots... 20 00
Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Toronto

Mrs. Potts, No. 55, polished, per set 1 70
Mrs. Potts, No. 50, nickel-plated, set 1 80
Mrs. Potts, handles, japaned, doz. 1 15
Sad irons, common, plain, 3, 4 and 5 lbs. 10 50
Sad irons, plain, 6 lbs. up... 8 00
Sad irons, common, plated... 5 50
Princess Electric, each 3 20
Canadian Beauty Electric Irons, each 3 38
Gasoline Sad Irons, each... 3 15-3 85
F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders. Per ft.

Shelf-lock 15c ft.
Ontario 20c ft.
Faultless 23c ft.
Mechanic 29c ft.
Hercules 26c ft.
Perfect 25c ft.
Faultless, extra heavy 28c ft.
Hercules, extra heavy 31c ft.
Mechanic, extra heavy 34c ft.
B.T. Standard 19c ft.
B.T. Economy 15c ft.
B.T. Iron Bound, 4-8 ft. 27c ft.
B.T. Iron Bound, 16 ft. 42c ft.
B.T. Iron Bound, 18 and 20 ft. 52c ft.
Crescent 18c ft.
Household 14c ft.
Standard, 4-12 ft. 20c ft.
Electrician 26c ft.
Heavy duty 47c ft.
Extension 25c ft.

Common and Roped Extension.

Up to 32 ft. 18c ft.
34 to 44 ft. 20c ft.
46 to 60 ft. 30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft. 14c ft.
18 ft. to 22 ft. 15c ft.
Chair ladders, each 2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

Per doz.

Short Globe, doz. 8 50
Jumbo, doz. 11 00
Jap'd Dash, doz. 11 00
Search Dash, doz. X-ray 12 60
Little Bobs 1 75
Copper, well japanned, doz. 14 25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short 0 90
Cold blast 1 00
Cold blast, short ruby. 3 25
Cold blast, common ruby 3 25
Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz. 1 90
Steel Thumb, No. 3, per doz. 2 50
Steel Thumb, No. 4, per doz. 4 45
Barn Door, No. 5, per doz. 2 85
Barn Door, No. 9, per doz. 3 85
F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

List Each

Canadian 9 00
Dowsell 9 00
Easywork 17 30
Noiseless 15 50
Hamilton 11 00
Snowball 15 00
Momentum 16 50
New Century, style A 16 50
New Century, style B 18 00
Playtime, engine drive 19 50
Ideal Power 28 00
Seafom, electric 102 00
Seafom, engine drive 44 00
New Idea, electric 134 00
Sunshine 8 50
Popular, No. 1 9 50
Economic 11 50
Champion 17 00
New Excell-All 18 00
Blue Bell, without stand. 16 50
Puritan Water Motor Washer, complete 28 00
Hydro, One Tub, engine drive 45 50
Low pressure water motor washer, each 30 00

Connor ball-bearing, with rack 18 50
I X L 18 50
Gem 16 50
Winner, plain 13 50
Connor Improved 9 00
Jubilee 8 50
Canada First 19 00

Discount, 45, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A 8 50
B.T. Bonnie, style B 9 00
B.T. Ideal 13 50
B.T. Ideal Power 15 00
B.T. Ideal Water Motor 25 40
B.T. Cyclone 12 50
B.T. Vollmar, No. 2 13 00
B.T. Vollmar, No. 3 14 00
Forest City, engine-driven 40 00
Forest City, electric 92 00

Discount on B.T. Goods 45%. F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLET

Per doz.

Tinsmiths, 2½ x 5½ in. 1.75-2.00
Carpenters', rd. hickory. 2.00-2.50
F.o.b. Montreal, Toronto, Hamilton, London.

MOPS

Mops, O-Cedar, doz. net. \$12 00
S. W. Mop, doz. 4 35
Mop Sticks, doz., No. 8 1 50
Cast head mops, doz. 1 85
Crescent, doz. 1 65
Crank wringing, doz. 6 25
F.o.b. Montreal, Toronto, Hamilton, London.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

	2½ inch	15c
1 inch	\$1	3 inch 10c
1½ inch	\$1	3½ inch 10c
1¾ inch	.65c	3¾ inch 10c
1½ inch	.40c	4 inch 5c
1¾ inch	.40c	4½ inch 5c
2 inch	.30c	5 inch base.
2¼ inch	.30c	5½ inch base.
2½ inch	.15c	6 inch base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, \$5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, \$5.25 base.

Freight equalized on above points.

Windsor, Walkerville, f.o.b. factory points, carload freight allowed, \$5.02½.

Sault Ste. Marie, Port Arthur, Fort William, \$4.90 base, f.o.b. factory; no freight allowance.

Moulding, flooring, Slatting, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, \$5 base; Toronto, \$5.35 base; London, \$5.30; Hamilton, \$5.35. No equalization of freights.

Roofing Nails — American, large head, keg, \$8.20.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

	C Brand	Per box of 25 lbs.
No. 3		\$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00



Years and Use Have Proved Its Value

When your customers ask for white lead they want that product which combines service, economy and purity. Those who know demand

The Famous Elephant Brand White Lead

—the white lead whose high standard of quality is represented by two trade-marks—the C.P. and the well-known Elephant.



Elephant Brand English genuine Pure White Lead is the oldest product of its kind on the Canadian market. The pure linseed oil in which it is ground and the economy of its use have made it a standard. Time and experience have made this the white lead your customers want — the white lead you should stock to get the trade that demands quality and economy.

Ask us about this and our proposition to C.P. Agents.

The Canada Paint Co., Limited

Makers of the
Famous Elephant Brand White Lead

572 William Street, Montreal
112 Sutherland Avenue, Winnipeg



If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton, London
"M.R.M." BRAND

No.	Lengths	of 25 lbs.
3	15 1/2"	\$18 75
4	1 3/4"	8 75
5	1 15-16"	3 75
6	2 1/2"	3 50
7	2 5-16"	3 25
8	2 1/2"	3 25
9	2 11-16"	3 00
10	2 7/8"	3 00
11	3 1-16"	3 00
12	3 3/4"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.		
12 inch...	\$1 80	48 inch...\$ 6 20
18 inch...	2 65	60 inch... 7 70
24 inch...	3 40	72 inch... 9 20
30 inch...	4 00	84 inch... 10 50
36 inch...	4 75	96 inch... 12 00
42 inch...	5 50	

1 1/2 inch mesh and 19 ga. wire.		
12 inch...	\$3 50	42 inch...\$10 50
18 inch...	5 00	48 inch... 12 00
24 inch...	6 30	60 inch... 15 00
30 inch...	7 75	72 inch... 18 00
36 inch...	9 00	

1 inch mesh and 20 ga. wire.		
12 inch...	\$4 00	42 inch...\$12 00
18 inch...	5 50	48 inch... 14 00
24 inch...	7 00	60 inch... 17 00
30 inch...	8 50	72 inch... 20 00

3/4-inch mesh and 20 ga. wire.		
24 inch...	\$10 50	36 inch...\$15 00
30 inch...	12 75	

1/2-inch mesh and 22 ga. wire.		
24 inch...	\$16 50	36 inch...\$24 00
30 inch...	20 10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30% off list.

Montreal, 30% off list.

American netting, 25% off list.

	Per rod
Invincible—1640	\$ 0 70
1848	0 74
2060	0 85

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American).....	\$20 75
U.S. Navy (American).....	20 00
Chipper, U.S. (spun).....	21 00
U.S. Navy (Eng.).....	18 50
Plumbers	\$8 50 9 00

F.o.b. Montreal, Toronto

Montreal Toronto

Can. prime white		
petrol	\$0 17	\$0 16
Royalite	0 17	0 16
Palatine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb....	0 30	27-30
Black oil (Summer) ..	0 14	0 13
Black oil (Winter) ..	0 14 1/2	0 13 1/2
Cylinder Green	0 38	\$37 1/2
Paraffine	0 21 1/2	0 20 1/2
XXX Machine	0 24	0 23
Fuel oil, bbls.	0 12	0 11
Fuel oil, tank cars... 0 10 1/2		0 09 1/2

OLD MATERIALS

See weekly report.

PACKING		Per lb.
Fine jute		\$0 12
Coarse jute		0 09 1/2
Square braided hemp ..		0 34
No. 1 Italian		0 40
No. 2 Italian		0 32

F.o.b. Montreal and Toronto.

PAPER

Per 400-ft. roll		
Dry Fibre, No. 1 roll	1 20	
Dry Fibre, No. 2 roll	0 66	
Tarred Fibre, No. 1 roll	1 25	
Tarred Fibre, No. 2 roll	0 79	
Surprise Fibre	0 73	
Tarred felt, per cwt.....	3 35	
Asbestos sheeting, (per 100 lbs.)	\$9 00	\$12 00
Carpet Felt, 16 oz., per 100 lbs.	\$4 50	\$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS (CLAY)			Rock	Clay
5 to 6 lbs. doz.....			\$8 15	
6 to 7 lbs. doz.....			8 45	
7 to 8 lbs.			8 75	
8 lbs. only			9 00	
7 lbs.			9 25	
8 lbs.			9 50	

F.o.b. Montreal and Toronto

PINS, CLOTHES

Per case		
5 gross, 4-in. (loose)....	\$0.80	\$0.90
4 gross (cartons) 4 1/2 in. 0.85-0.95		

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective May 14, 1917:

Black Galvanized

Per 100 feet

Standard Butt weld

1/8 in.	\$ 4 50	\$6 00
1/4 in.	4 50	\$6 00
3/8 in.	4 96	7 00
1/2 in.	6 29	7 86
3/4 in.	7 94	10 06
1 in.	11 73	14 83
1 1/4 in.	15 87	20 13
1 1/2 in.	18 98	24 06
2 in.	25 53	32 38
2 1/2 in.	40 95	51 77
3 in.	53 55	67 70
3 1/2 in.	66 24	83 26
4 in.	78 48	98 65

Standard Lap weld

2 in.	28 40	34 97
2 1/2 in.	42 71	52 94
3 in.	55 85	69 23
3 1/2 in.	68 08	86 02
4 in.	80 66	101 90
4 1/2 in.	93 98	118 70
5 in.	109 50	138 40
6 in.	142 10	179 50
7 in.	185 60	232 05
8 L in.	195 00	243 75
8 in.	224 60	280 80
9 in.	269 10	336 38
10 L in.	249 60	312 00
10 in.	321 40	401 70

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 50%.

4 1/2" and larger, 45%.

4" and under, running thread 30%.

Standard couplings, 4" and under, 40%.

4 1/2" and larger, 20%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	\$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 25% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Montreal Toronto

% %

Medium and extra

heavy, 6" and under 47 1/2 50

8" soil pipe 40 | 40 |

Medium and extra

heavy fittings, 6" and under 52 1/2 | 50 & 10 |

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. 4 75 |

Navy pitch, per bbl. 6 50 |

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	\$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
1/2-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00
Discount, 33 1-3 per cent.	
Liquid Veneer—	
4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURS

Iron rivets, blacked and tinned, 17 1/2%; Iron Burrs, 17 1/2%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, 1/2-lb. pkgs., 1c per lb.; 3/4-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square	
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 05
Everlastic, 1-ply	1 55
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 05

Liquid roofing cement, per gal. in barrels 0 27 |

5 and 10 gal. lots, per gal. 0 32 |

Coal Tar, bbl. \$4.50-\$5 |

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE

Pure Manila basis	37
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	24 1/2

Above quotations are basis prices 5% and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than 5% and down to 7/16 dia.—1 1/2c

above basis; 3/4 dia., 1c above basis; 1/2 and 5/16 dia. 1 1/2c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis 24 1/2 |

Double lath yarn 25 |

Yacht marine, tarred 57 |

White polished halyards 30 |

Hemp, deep sea line basis 50 |

Hemp, tarred ratline basis 48 |

Hemp, tarred bolt rope basis 45 |

Marline and Houseline 45 |

Jute rope basis 16-17 1/2 |

Italian rope basis 50 |

Cotton, 1/4 in. 0 44 1/2 0 49 1/2 |

5-32 in. 0 43 1/2 0 46 |

3-16 in. 0 41 0 43 1/4 |

1/4 in. and up 0 40 0 42 |

F.o.b. Toronto, Hamilton, London.

Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Scale Stamping

Champion— List | extra |

4 lb. \$ 4 60 | \$0 20 |

10 lb. 6 00 | 0 30 |

240 lb. 10 00 | 0 50 |

600 lb. 25 00 | 1 00 |

1200 lb. 30 00 | 1 00 |

2000 lb. 39 00 | 1 00 |

2000 lb. Drop lever 46 00 | 1 00 |

10 lb. Household 4 00 | 0 10 |

25 lb. Household 5 20 | 0 30 |

Above list prices subject to a discount of 10%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright 72 1/2 |

Wood, R. H., bright	67 1/2
Wood, O. H., bright	67 1/2
Wood, F. H., brass	37 1/2
Wood, R. H., brass	32 1/2
Wood, O. H., brass	32 1/2
Wood, F. H., bronze	27 1/2
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Each \$6 80 |

SETTEES

Settees, 4 passenger 10 00 |

Awning, each 5 00 |

Table, each 2 00 |

F.o.b. Stratford.

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English



RAMSAY'S

Superior Quality

SHINGLE STAINS



We Say, "Superior Quality," because Ramsay's Shingle Stains are the result of 75 years' experience in obtaining the best possible pigments and materials. They have been tested in actual use in various climates and have always been found uniformly satisfactory—unequalled for wearing quality and preservation of color.

**"By Actual Test—
Ramsay's Stands Best"**

Mr. Dealer: Write us for full particulars regarding our complete lines of RAMSAY'S Paints, Stains, Varnishes, Water Colors, etc., etc. The line that kills "DISAPPOINTMENT" introduces SATISFACTION and makes every user of RAMSAY PAINTS happy.

A. Ramsay & Son Co.

Established 1842
MONTREAL

TORONTO

VANCOUVER

Royal Self Heating Iron

An easy seller on a big margin. Turns your money over fast and keeps your capital working. A real money maker.



There are over 850,000 Royal Irons in satisfactory service. Its simplicity and ease of operation make it a big favorite. It makes more sales by causing women to think of other household devices.

Write us for complete information and name of nearest Canadian Jobber who can supply you.

The Royal Iron Manufacturing Co.
600 Wayne Street Big Prairie, Ohio

Satisfaction Paves the Way to Permanent Business

Don't forget this fact when ordering handles, and bear in mind that you'll never fail to satisfy your customers if you sell them

Still's Handles

The favorite brands are

**Empire, Imperial, Peerless
and Champion**

Made of the best of hickory,
nicely finished.

Order from your jobber — or
write to us if he can't supply you.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Ontario, Quebec and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35%	20 and 10%	12½%
Draining Tools	35%	35%	12½%
Hollow Back Scoops	15%	.....	7½%
Hollow Backs, Sand Shovels and Coal Shovels	33 1-3%	.....	2½%
Riveted Back Scoops	12½%	12½%	12½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43.....	12½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	1st Grade	2nd Grade	4th Grade
No. 2, black	\$19.00	\$16.50	\$12.00
Draining Tools, No. 2, black.....	19.00	18.00	.....
Hollow Back Scoops, No. 2, black.....	16.80	.....	13.80
Sand Shovels, No. 3, black.....	18.50	.....	11.50
Hollow Back Shovels, No. 2, black.....	18.00	.....	10.50
Coal Shovels, No. 2, black.....	21.50	.....	14.00
Riveted Scoops, No. 2, black.....	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished\$1.00 per dozen net
Half polished50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SWEEPERS, CARPET

Bissell's Boudoir	Doz. \$31 00
Champion Nic	25 00
Champion Jap	23 00
Univ. Japd., cyco bearing.....	26 00
Univ. N.P., cyco bearing.....	29 00
Grand Rapid, Japd., ball-bearing	28 00
Grand Rapid, N.P., ball-bearing	31 00
Princess, N.P., ball-bearing.....	32 00
Elite, ball-bearing	36 00
Am. Queen, N.P., ball-bearing	34 00
Parlor Queen	37 00

SWEEPERS (Vacuum)

Grand Rapids Vac., ...doz \$77 00	
Household Vac.	63 00
Superba Vac.	92 00

F.o.b. Toronto, Hamilton, London and Montreal.	
SWINGS, LAWN	
Ontario, 4-passenger, each.....	\$7 20
Ontario, 2-passenger, each.....	5 50
Baby, each	3 50
F.o.b. Stratford	
"Quebec," 4-passenger, each.....	6 50
"Quebec," 2-passenger, each.....	5 50

TACKS

Wire Tacks	65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916	65 and 12½%
Double pointed tacks.....	60 10%
Shoe findings list adopted April 23, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916.....	65 12½%

TINNERS' TRIMMINGS

See prices under head of Wares.	
TOOLS, HARVEST	
Ordinary brands, 33 1-3%.	
Samson, 25 and 5%.	

TROUGH (EAVE)

O. G. Square bead and half round. Size in girth	Per 100 ft.
8 in.	\$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

TINNERS' TRIMMINGS

See prices under head of Wares.	
TOOLS, HARVEST	
Ordinary brands, 33 1-3%.	
Samson, 25 and 5%.	

TROUGH (EAVE)

O. G. Square bead and half round. Size in girth	Per 100 ft.
8 in.	\$6 90
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12 in.	9 10
15 in.	12 50
18 in.	16 00

TINNERS' TRIMMINGS

See prices under head of Wares.	
TOOLS, HARVEST	
Ordinary brands, 33 1-3%.	
Samson, 25 and 5%.	

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	39½-50c
4-ply wrapping, lb.	42 -53c

WOOD TUBS

No. 0, per doz.	\$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75

VALVES

Ground work	35-53
Compression work, standard.....	55
High grade	48
Cushion work	49
Fuller work, standard.....	54
High grade	47
Basin cocks, No. 0 standard.....	49-53
High grade	49
Nos. 1 and 2, standard	49-53
Bath cocks	55
Standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	15
Radiator valves, standard.....	15
High grade	15
Globe, angle and check valves, standard	15
Do. high grade	7½
Patent quick opening valves.....	55

WARES, ETC.

Scotch Grey Ware, 60%.	
Colonial, 30, 20%.	
Imperial Ware, 30 and 20%.	
Premier, 25%.	
Canada Ware, 25%.	
White Ware, 50, 17½%.	
Japanned Ware, list.	
Japanned Ware, White, list, plus 10%.	

PLAIN AND JAP SPRINKLERS, LIST PLUS 5%.

Stamped Ware, plain, 50, 15%.	
Stamped Ware, retinned, 50, 10%.	
Copper Bottoms, list, plus 10%.	
Tinners' Trimmings, plain, 50, 15%.	
Tinners' Trimmings, retinned, 50 and 10%.	
Tinners' Trimmings, general, 5%.	
Milk Can Trimmings, list, plus 30%.	
Cream Cans, Railroad, 5%.	
Factory Milk Cans, list, plus 10%.	
Railroad Delivery Milk Cans, 12½%.	
Pieced Ware, C.B., list, plus 30%.	
Sheet Iron Ware, 7½%.	
Pieced Ware, ordinary, list, plus 12½%.	

Fry Pans, 50 and 10%.	
Spiders, 30 and 10%.	
Fire Shovels, 10%.	
Steel Sinks, painted, 10%.	
Steel Sinks, galvanized, 5%.	
Light Galv. Pails and Tubs, list plus 10%.	
Heavy Galv. Pails & Tubs, list.	
Garbage Pails, list.	
Balance Galv. Goods, list, plus 10%.	
Jap. Coal Hods, list, plus 7½%.	
Galv. Coal Hods, list, plus.	

Paper Lined Boards, 50, 5%.	
Wood Lined Boards, 40, 12½%.	
Elbows, 2½%.	
Elbows, Galv., list, plus 12½%.	
Elbows, Light, 5" and 6", \$1.70.	
Elbows, Light, 7", \$1.85.	
Stove and other Pipes, list, plus 10%.	
Stove Pipe Thimbles, 50, 10%.	
Copper Boilers, list, plus 10%.	
Copper Tea Kettles, list, plus 10%.	
Copper Tea Kettles, 3 doz. lots, list.	
Copper Tea and Coffee Pots, list, plus 10%.	
Copper Tea and Coffee Pots, in 3 doz. lots, list.	
F.o.b. Montreal, Toronto, London	

WASHERS, IRON

Full box, net list. Per 100 lbs.:	
¼ in., \$20; 5-16 in., \$17; ¾ in., \$15; 7-16 in., \$12.50; ½ in., \$12; 9-16 in., \$11.20; ¾ in., \$11.10; 11-16 in., \$11; 13-16 in., \$10.80; 15-16, \$10.80; 17-16 in., \$10.80; 50 lbs. of one size, \$2 per 100 lbs. less.	
F.o.b. Montreal, Toronto, London	

WEIGHTS, SASH

Tor'to Lond'n Mont'l	
Sectional, 1 lb., per 100 lbs.....	\$4 25 \$4 25 \$4 35
Sectional, ½ lb., per 100 lbs.....	4 25 4 50 4 35
Solid, 3 to 30 lbs., per cwt. 2 55 3 50 2 80	

WHEELBARROWS

Navy, steel wheel, doz.....	45 40
Garden steel wheel, doz.....	47.40-60
Light garden, doz.....	33.00-41
F.o.b. Montreal, Toronto, London.	

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal	
--	--

Cut Hay Baling Wire	
Per 100 lbs.	

No. 9	\$6 00
No. 10	6 05
No. 11	6 15
No. 12	6 25
No. 13	6 35
No. 13½	6 35
No. 14	6 50
No. 15	6 75

STOVEPIPE WIRE

No. 18	6 95
No. 19	7 45

HAY WIRE IN COILS

No. 13	6 10
No. 14	6 15
No. 15	6 25

SMOOTH STEEL WIRE.

Nos. 0-9 gauge, base	6 25
Extras over base sizes on smaller gauges are as follows:	
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.	
Extra net per 100 lbs.—Oiled wire.	
10c; spring wire, \$2.50; bright, soft drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases.	
15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, \$1.	

FINE STEEL WIRE

LIST PRICE ON FINE STEEL WIRE

No. 17.....	\$5 00	No. 26.....	\$ 9 50
No. 18.....	5 50	No. 27.....	10 00
No. 19.....	6 00	No. 28.....	11 00
No. 20.....	6 65	No. 29.....	12 00
No. 21.....	7 00	No. 30.....	13 00
No. 22.....	7 30	No. 31.....	14 00
No. 23.....	7 65	No. 32.....	15 00
No. 24.....	8 00	No. 33.....	16 00
No. 25.....	9 00	No. 34.....	17 00

For prices of fine steel wire add 30% to above list.

EXTRA NET

LIST OF EXTRAS IN 100-LB. LOTS, NET.

Tinned wire, Nos. 17-25	\$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles.....	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases.....	0 15
Bagging or papering	0 16

Oiled and Annealed Wire	
No. 10	\$6 16
No. 11	6 23
No. 12	6 30

Wire Bale Ties	
No. 12	\$6 05
No. 13	6 15
No. 13½	6 20
No. 14	6 30
No. 15	6 50
No. 16	6 75

Fence Wire	Toronto	London
Barb	\$6 95	\$4 65
No. 9 pl. galv.	6 55	4 25
No. 12 pl. galv.	6 70	4 60
No. 13 pl. galv.	6 85	4 70
No. 9 coil sp.	6 60	4 30
No. 12 coil sp.	6 80	.....

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples	
Fence staples, bright.....	\$5 35
Fence staples, galvanized.....	6 20
In 25-lb. boxes add 25c extra.	

Poultry Netting Staples	
Poultry netting staples, galvanized, list	\$12 00
Less discount of 12½%.	

Bright poultry netting staples are \$1.10 less than galvanized after discount has been made.

Copper and Brass Wire	
Copper wire list, plus.....	10%
Brass wire, 3 to 24 gauge, add.....	40%
25 to 36 gauge, add.....	25%

Wire Cloth	
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls.....	\$3 00
In 50-ft. rolls	3 05
Bronze, sq. ft.	0 14

London Black Fly Screen	
100 ft. rolls	\$2 75
50 ft. rolls	2 80

WIRE GOODS

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%
F.o.b. Toronto, Montreal, London, Hamilton.	

WRINGERS

Royal Can., 11 in., doz. list	\$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	135 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 45%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trim—	Net prices dozen
8 in.	\$ 14 00
10 in.	15 60
14 in.	21 85
18 in.	31 20
24 in.	45 25
Stillson—	
6 in.	11 00
8 in.	12 45
10 in.	13 80
12 in.	19 35
14 in.	27 60
18 in.	40 00
24 in.	74 50
36 in.	100 00

Wrought and Steel Plate
WASHERS
 OF ALL
 DESCRIPTIONS

**ROUND
AND
SQUARE**

**PLAIN
OR
GALVAN-
IZED**



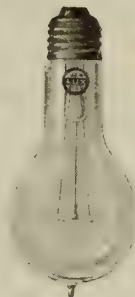
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS
 We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
 MILWAUKEE, WIS.

Electric Lamps

**Tungsten
Nitrogen
Carbon**



Tungsten 10, 15, 25,
40, 60 and 100 Watts



Nitrogen 70-2500
Candle Power

Special Lamps of
all kinds and
voltages

LOWEST CASH PRICES

Large assortment of Indoor and Outdoor Fixtures, Street Lighting Fixtures, Metal Reflectors, etc. Write for catalog.

Canada Sales Company
 183 Church Street, Toronto

Make friends of your customers
by recommending

Sani-Flush



Every housewife who knows its merit will welcome its use. Keeping toilet bowls clean and odor-free in warm weather is a necessary and disagreeable task. *Sani-Flush* makes it easy.

Tell your customers about the good features of *Sani-Flush*. Cleans the bowl thoroughly without dipping or scouring. Reaches and cleans the unseen trap. Will not injure bowl or connections.

HAROLD F. RITCHIE & CO., LTD.
 10-12-14 McCaul Street, Toronto, Ontario

Ask Us For
**Wrapping
Papers**

10,000 Rolls and Reams
 and

Twines

Very large assortment.

Walter Woods & Co.
 Hamilton and Winnipeg

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, \$8 for 100 lbs.; 5-lb. packages, \$7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESSWAN

Small quantities, ... \$0 40 \$0 45
Larger quantities ... 0 38 0 40
F.o.b. Toronto.

BLUE STONE

Per lb. Montreal Toronto
14-16 14-15

BLENZING LIQUID

Bronzing liquid, No. 1. \$1.50-\$2.00
Banana oil, gal. 3.50-4.25
F.O.B. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., doz. \$2 00
Weighted, 20 lbs., doz. 2 25
F.O.B. Montreal, Toronto, London.

COATING

Cement Coating \$2 25 3 38
F.O.B. Montreal, Toronto.

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg. 7-12c
Burnt Umber, 100 lbs. 7-12c
Raw Sienna, 100 lb. kegs. 7-12c
Burnt Sienna, 100 lb. kegs. 7-12c
Imp. green, 100-lb. kegs. 0 23
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100-lb. k. 10-12c
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 3c, 4c
Venetian red, No. 1 0 02½
Drop black, pure dry 12-25c
Golden ochre, 100 lb. kegs. 0 00
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02½
Spruce ochre, 100-lb. kegs. 0 04
Super magnetic red. 2½-2½c
Canadian red oxide, lb. 0 01¾
F.O.B. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure 0 15
Indian red 20-26
Chrome yellow, pure 36-45
Golden ochre, pure 20-22
French spruce ochre, pure. 16-18
Chrome green, pure 18-26
French permanent green, pure 0 26
Signwriters' black, pure. 27-36
Marine black, 5-lb. irons. 0 17
Lampblack 0 25
F.O.B. Montreal, Toronto.

ENAMELS

Gal.
Luxberry Enamel \$6 00
Screen Enamel, BB. 1 70

GLUE

Per lb.
French medal (prices withdrawn)
English common sheet 30-37
English prima 0 38
White pigfoot 0 40
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags 35-38
Gelatin, 112 lb. bags. 45-60
Ground glues, 112 lb. bags—
No. 1 30-32

GLASS

Single Double
Thick Thick
Montreal Prices.
(Under 25) \$7 80 \$11 90
26 to 34 8 15 12 85
35 to 40 8 50 13 60
41 to 50 11 75 15 50
51 to 60 12 25 15 85

61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84	22 75	
85 to 90	24 35	
91 to 94	25 00	
95 to 100	29 00	
101 to 105	32 00	
106 to 110	37 00	

Montreal—Single or Double
Thick, 10%; 35 cases and over,
open.

Ontario Prices.

	B.S.	B.D.
Up to 25	\$17 00	\$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	49 00	
85 to 90	53 00	
91 to 94	54 00	
95 to 100	65 00	
101 to 105	68 50	
106 to 110	79 00	

Discount 50 and 10%. Cash 2%.
F.O.B. Toronto, London, Hamilton

GLASS, PLATE

Discounts below apply to plate
glass list.
Montreal city price 25 and 5
per cent. off list.

Toronto, Hamilton, London, net
list to 20% discount, according to
specifications.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc pure, prices withdrawn.
F.O.B. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots
Less than ton lots are 30c per
100 lbs. higher than quoted be-
low.

	Montreal	Toronto
C.P. Lily Pure	\$18 05	\$18 25
Anchor, Pure	18 05	18 25
Crown Diamond	18 05	18 25
Green Seal	18 05	18 25
Tiger Pure	18 05	18 25
Ramsay's Pure	18 05	18 25
Moore's Pure	18 05	18 25
O.P.W. Dec. Pure	18 05	18 25
Red Seal	18 05	18 25
Decorator's Pure	18 05	18 25
O.P.W. English	18 25	18 45
Elephant Genuine	18 65	19 05
B.B. Genuine Lead, less than tons, \$20.35 Toronto; \$20.15 Mont- real. Ton lots 5% off.		

LEAD (RED DRY)

	Montreal	Toronto
Genuine, 560-pound casks, per cwt.	14 00	14 70
Genuine, 100-pound kegs, per cwt.	14 75	15 45
Less quantity		16 50

LEAD, ARSENATE OF

Per 100 lbs.	Price	Paste
1-lb. tins	\$32 50	\$23 75
2-lb. tins		22 75
5-lb. tins	20 50	18 50
10-lb. tins	29 50	
25-lb. casks	29 00	17 25
50-lb. casks	28 50	16 75
100-lb. casks	28 00	16 25
300-lb. casks		16 00
600-lb. casks		15 75

F.o.b. Toronto, Montreal and
Hamilton.

MURESCO

White and tins—5-lb. packages,
per 100 lbs. \$7.20.
F.O.B. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

Elephant White	\$ 3 20
Elephant Colors	2 80
B.H. English white	\$3 30
B.H. English, colors	3 05
Minerva White	3 10
Minerva Colors	2 50
Crown Diamond, white	3 05
Crown Diamond, colors	2 80
Fresco Tone, white	2 85
Fresco Tone, colors	2 65
Moore's House Colors	2 75
Moore's Floor Paint	2 45
Moore's Egyptian Paint	2 20
Moore's Sani-Flat	2 35
C.P.C. Pure, white	3 30
C.P.C. Pure, colors	3 05
O.P.W. Can. Brand, white	3 05
O.P.W. Can. Brand, colors	2 85
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 95
O.P.W. Flat Wall, colors	2 75
Ramsay's Pure, white	3 15
Ramsay's Pure, colors	2 85
Martin-Senour, 100% white	3 30
Martin-Senour, 100% colors	3 05
Martin-Senour Porch Paint	3 05
Martin-Senour Neu-Tone, white	2 85
Martin-Senour Neu-Tone, colors	2 65
Senour's Floor Paint	2 65
Sherwin-Williams, white	3 30
Sherwin-Williams, colors	2 05
Flat Tone, white	2 85
Flat Tone, colors	2 65
Lowe Bros. H.S., white	3 30
Lowe Bros. H.S., colors	3 05
Mellotone, white	2 95
Mellotone, colors	2 75
Sanitone, White	2 85

F.O.B. Montreal, Toronto.

	Per 100 lbs.	Mun- C.P. Ber-
		ro's Co. gers
PARIS GREEN		

Prices withdrawn.

600-lb. bbls.	
250-lb. kegs.	
100-lb. drums.	
50-lb. drums.	
25-lb. drums.	
½-lb. 100s	
1-lb. 100s, tins	
1-lb. 100s, pks	

Prices f.o.b. Toronto, Hamilton
London.

PARIS, PLASTER

Toronto London
Per barrel \$2.75-\$3.40 \$2.35

PASTE WOOD FILLER

	Pound
1 lb. cans	0 14
2 lb. cans	0 14
5 lb. cans	0 14
12½ lb. cans	0 10
25 lb. cans	0 09

F.O.B. Montreal, Toronto.

	Standard	Less than tons
		Montreal Toronto
PUTTY		
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 35
Bulk, 25-lb. drums	4 15	4 45
Bulk, 12½-lb. irons	4 30	4 70
Bladders, in bbls.	4 40	4 60

Ton lots standard are 20c per
hundred pounds less.

Pure Putty, \$1 cwt. advance.

London and Hamilton prices
same as Toronto.

SHELLAC

Pure White, gal. \$4.25-\$4.50.
Pure Orange, gal. \$4-\$4.25.
Gum Shellac, TN, 67-80c lb.:
finest orange, 72-79c; finest white,
79-80c.

PAINT AND VARNISH

REMOVER	
Taxite, 1 gal. cans	2 40
Cumoff	2 40
O.P.W. Presto	2 50
Lingerwett	2 90

F.O.B. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in
this issue for prices.

SLATING	Gal
Liquid Slating, B.B.	\$2 20

VARNISHES — Per gal cans

No. 1 Furniture, extra, barrels, \$1.10 gal; gal. tins	\$ 1 32
Gold Medal	2 05
Maritime Spar	4 25
B.-H. Stovepipe Varnish, ½ pints, per gross.	10 80
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil	1 00
Jasperite Floor Finish	2 25
M-S Marble-ite Floor	2 77
M-S Wood-Var	2 77
M-S Finest Interior	3 25
M-S Durable Spar	3 90
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 10
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxberry light	3 00
Luxberry granite	3 15
Luxberry spar	4 50
Ramsay's Universal	2 40
B.H. Frescota, 5 lbs., white, \$5.50; colors	6 00

F.O.B. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs.	0 14
1 gal. package, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06

F.O.B. Montreal, Toronto.

WASTE

Extra Quality XXX	0 18½
-------------------	-------

F.o.b. Toronto.

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLGR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORING WIPING

XX Quality	0 16½
XA Quality	0 15
X Quality	0 14
Quality I.	0 14
Quality II.	0 10
Quality III.	0 09
Quality IV.	0 08½

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	0

This line subject to trade dis-
count for quantity.

WAX

	Per lb.
C. P. Floor Wax	0 35
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	44-46
Johnsons	44-46
Gold Medal	0 30
Ramsay's	0 30

F.o.b. Montreal and Toronto.

WHITING

	Per 100 lbs.
Plain, in bbls.	\$1.75-\$2.50
Gilders, bolted, in bbls.	2.50-2.75

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal
In gallons	\$2.10-\$2.15
Barrels	1.90-2.00

\$4 extra for barrels.

F.O.B. Montreal, Toronto, London.



Be Sure To Get
Dougall's Motor Car Varnishes

These varnishes have stood the most severe testing of grits in dust and mud and are greatly in demand wherever they have been used.

Fine Motor Car Body Varnish
 Quick Motor Car Gear
 Motor Car Rubbing
 Motor Car Primer
 Motor Car Surfacers

The Complete Dougall Line consists of a Varnish for every purpose - Let us send you full details

The Dougall Varnish Co. Limited

Montreal

RED
S
 BRAND
 WINDOW
 GLASS



GLASS
 BENDERS
 TO
 THE
 TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
 and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$19. chilled.
\$20.50; buckshot, \$19.80; ball,
\$20.20.

ANVILS

Peter Wright, 80 lbs. and up, 20c
per lb.; clip horn, 21c lb.
Norris, 80 lbs., and over, 15c.

AXES

Single Bit\$ 9 00 \$14 00
Double Bit 14 50 16 50
Broad axes 28 00 31 00

BARS, CROW. \$6.25 per 100 lbs.

BAR IRON

Bar iron, \$4.50; Swedish iron,
\$5.25; sleigh shoe, steel, \$5.25;
spring steel, \$6.25; machinery steel,
\$6.25; tool steel, octagon, 100 lbs.,
\$15.

BELTING

Rubber, 6 in. and under, 40%;
over 6 in., 30 and 5%.

Agricultural or No. 1 leather belt-
ing, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the
price of "single."

BELT LACING

In sides, tanned, \$1.30 per lb.;
cut, \$1.45 per lb.; rawhide, sides,
\$1.25; cut, \$1.40.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ¾ and smaller, 15%;
5%; 7-16 and larger, 5% on list;
machine, ¾ and under, 5%; 7-16
and over, 5% on list; machine set
screws, 25%, plough bolts, 5% on
list; stove bolts, 50%; shaft bolts,
5% on list; tire bolts, 30%; sleigh
shoe bolts to ¾, 5% on list; 7-16
and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, \$1.10 to \$1.75 per roll,
according to quality; plain, 80c to
\$1.60.

CHAIN

Coil, 3-16 in., \$12.50; ¼, \$9.75;
5-16, \$8.85; ¾, \$8; 7-16, \$7.75; ½,
\$7.50; 9-16, \$7.50; ¾, \$7.40; ¾,
\$7.25; Logging, 5-16, 9¾c; ¾, 8¾c;
tie-out, 57½c.

CHURNS

Barrel, No. 0, \$6.75; No. 1, \$6.75;
No. 2, \$7.50; No. 3, \$8.25; No. 4,
\$9.75 each.

CLEAVISES, MALL. 13c per lb.

COPPER

Sheet and planished copper, 75c
per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in.
round shank, 30%.

EAVETROUGH

Eavetrough, 8 in., per 100 ft.,
\$6.10; 10 in., \$6.80; 12 in., \$8.

Conductor pipe, 2 in., per 100 ft.,
ft., \$7.15; 3 in., \$8.60; 4 in., \$11.40.

ENAMELWARE

Canada, 20; Imperial, 30, 12½;
Premier, 20; Colonial, 30, 12½;
white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,
18c lb.; 10-lb. jugs, \$2.15 each; 24-
oz. bottles, \$4.35 doz.; 12-oz. bottles,
\$2.25 doz.

GALVANIZED WARE

17½% advance on net list, except
heavy tubs and heavy pails, which
are 7½% advance on list.

GLASS, WINDOW Single Double
Up to 25 in.\$ 8 75 \$12 75
26 to 40 9 75 14 75
41 to 50 12 50 16 50
51 to 60 13 00 17 25
61 to 70 14 00 18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., \$2.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 15%.

Corrugated Strap Hinges—4,
\$1.35 5, \$1.90; 6, \$2.65; 8, \$4.30;
10, \$6.35; 12, \$9.70.

Corrugated Tee Hinges—4, \$1.70;
5, \$2.60; 6, \$3.15; 8, \$5.50; 10,
\$7.85; 12, \$11.10.

HORSESHOES

Iron, No. 0 to 1, \$6.25; No. 2 and
larger, \$6.00; snowshoes, No. 0 to
No. 1, \$6.50; No. 2 and larger,
\$6.25; steel, No. 0 to 1, \$6.70; No.
2 and larger, \$6.45; featherweight,
\$7.85.

JACKSCREWS

20 per cent. off list.

IRON BAND

1½ in., \$5.30; 1¼ in., \$5.30; 1 in.,
\$5.40.

IRON GALVANIZED	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng..	12 00 12 00
28 Am. or 26 Eng....	11 70 11 70
26 Am. or 26 spec....	11 40 11 40
24	11 25 11 25
22	11 25 11 25
18 and 20	11 10 11 10
16 Am.	10 95 10 95

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per
lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set..... \$1 20
Mrs. Pott's No. 50, set..... 1 25

Mrs. Pott's common sad iron
handles, \$1.15 dozen. Mrs. Pott's
improved, \$1.50 a dozen.

LAMP CHIMNEYS

A. per case 8 doz., \$5.50; per doz.,
75c; B. per case 6 doz., \$4.85; per
doz., 90c.

LANTERNS

No. 2, plain\$ 8 75
No. 20, X-ray 12 50
No. 22, Dash-board..... 11 25
Short Globe, doz. 8 75

LEAD PIPE, \$17.40

LEAD WASTE, \$18.40

LINSEED OIL

See weekly report.

MATTOCKS

Picks, \$7.75; cutter, \$7.75.

NAILS

Wire, f.o.b. Fort William, \$5.45
base; Winnipeg, \$5.45 base. Cut
f.o.b., Winnipeg, \$6.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., \$3.50; 36
in., \$4.50; 48 in., \$5.25; 60 in.,
\$6.25; 72 in., \$7.

NUTS

Square, small lots, blank, 4½c;
tapped, 4¾c advance on list; Hexa-
gon, small lots, blank, 4¾c; Tap-
ped, 45c advance on list; case lots,
all styles, 1c less than above.

OILS

"Buffolite," 20c; Ideal Thresher,
37c; "B" Castor machine oil, 24½c;
Buffalo engine gasoline, 35c; Buf-
falo "A" gas engine oil, 48c; Royal
gasoline, 35c; Family safety coal oil,
20c; "Engoline" engine coal oil,
16c; Summer black oil, 21c; Kelso
engine oil, 45c; Electro oil, 45c;
Royalite oil, 10½c; Standard gas
engine oil, 44c; Prairie Harvester
oil, 46c.

PAINTS

Stephens' Out White, \$3.35;
Stephens' House, \$3.10; Stephens'
Floor, \$2.70; Silkstone, \$2.65.

DRY COLORS

Yellow ochre, in bbl. lots, 3c;
less than barrel lots, 4c; golden
ochre, barrels, 4c; less than barrels,
5c; Venetian red, barrels, \$2.50; less
than barrels, \$3.50; American ver-
million, 20c; English vermilion, \$3
per lb.; Canadian metallic oxides,
barrel lots, 3½c; English purple
oxide, in casks, 3½c; less quanti-
ties, 4c per lb. Red lead, kegs, \$14;
less quantities, 16c.

PICKS, Clay, 6-7, \$7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	\$ 5 63	\$ 7 97
⅜ inch	5 72	8 06
½ inch	7 34	9 14
¾ inch	9 27	11 70
1 inch	13 73	17 28
1¼ inch	18 57	23 40
1½ inch	22 19	27 95
2 inch	29 84	37 62
2½ inch	47 84	60 12
3 inch	62 55	78 66
3½ inch	77 40	.....
4 inch	91 70	.....
4½ inch	108 00	.....
5 inch	126 00	.....
6 inch	163 80	.....

PLASTER, Paris, per bbl., \$3.75.

PLATES, CANADA

18 x 21 per box, half polish, \$8.50;
full polished, \$9.50; 18 x 24, half
polished, \$8.50; full polished, \$9.50;
20 x 28, half polished, \$8.75; full
polished, \$9.75.

PLOW SHARES.....10c per lb.

POINTS

Landslide plow, 1½ x 14 in., \$1.75
per dozen.

PUTTY

100-lb. irons 5 00
25-lb. irons, per cwt. 5 30
1½-lb. tins 0 08

RIVETS AND BURRS

Iron rivets, 10 per cent.; copper,
No. 7, 65c lb.; No. 8, 66c; No. 9,
69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 74c;
No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8,
66c; No. 9, 69c; No. 10, 71c; No.
12, 76c.

ROPE

Sisal, 24½c base; pure Manila,
34c base; British Manila, 27½c
base; lath yarn, 24½c base; African
hemp, 26½c base; cotton rope, ¼
and over, 46c.

Tarred Marline Hanks, per lb.,
31c.

SASH BALANCES (Caldwell),
Net list.

SAWS, BUCK

Happy Medium, \$7.50; Watch
Spring, \$7.75; Lance Tooth or
Lightning Blades, \$8.25; New Cen-
tury, \$9.75.

SCREWS

Bright iron round head, 60%; flat
head, 65%; round head, brass, 25%;
flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge \$10 25
12 gauge 10 25
14 gauge 10 00

16 gauge 10 00
18-20 gauge 9 80
22-24 gauge 9 85
26 gauge 9 90
28 gauge 10 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr.
Pt., \$11.50 per doz.; D.H. Rd. Pt.,
\$11.50 per doz.; L.H., Sqr. Pt.,
\$11.50; L.H. Sqr. Pt., \$11.50; D.H.,
Rd. Pt., \$11.50; Bulldog and Jones,
D.H., Rd. Pt., \$12.35; D.H. Sqr. Pt.,
\$12.35; L.H., Rd. Pt., \$12.35; L.H.,
Sqr. Pt., \$12.35; Black Cat and
Crescent Scoops—No. 4, \$13.70 doz.;
No. 6, \$14.60; No. 8, \$15.55; No.
10, \$16.50; Moose and Jones Scoops,
No. 4, \$15.15; No. 6, \$16; No. 8,
\$16.85; No. 10, \$17.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., \$7.05; 5-16, \$6.70;
¾, \$6.50; ½, \$6.30.

STAPLES

Bright wire, per cwt., \$5.30 at
Fort William, \$5.70 Winnipeg; gal-
vanized staples, \$6.10 Fort William,
\$6.50 Winnipeg.

STEEL

Sleighshoe, \$5.25 base per cwt.;
plow, common, \$6.25; crucible plow,
\$7.25; angle, \$5.35; harrow, \$5.25
base; cast, octagon tool steel, 15c
base; square tool, 15c
spring, \$6.25; machine, \$6.25 base;
tire, \$5.35. Mild, 3-16, ¼, 5-16,
\$6.75 base; other sizes, \$5.25 base.

STEEL HOOPS

½ in., \$7.25; ¾ in., \$7; ¾ in.,
\$6.25; ¾ in., \$6; 1 in., \$6; 1¼ in.,
\$6; 1½ in., \$5.50.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TIN PLATE

20 x 28 I.C. \$23 00
20 x 18 I.X. 25 00
20 x 33 I.C. 27 25
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Terne plates 20 00

TURPENTINE

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VARNISHES

Stephens Luminette, gal..... \$2 20
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WASHERS

Iron, small lots, 5c+75c; full
boxes, iron, 10%+75c.

WHITE LEAD

Decorators' pure, ton lot, \$18.05;
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WIRE, BARB

Lyman, 4-point, \$4.20 f.o.b. Ft.
William, \$4.50 Winnipeg; Glidden
Cattle, 2-pt., \$4.05 Ft. William,
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William, \$4.30 Winnipeg; plain
twist, cwt., Ft. William, \$4.35; Win-
nipeg, \$4.75; plain galvanized, Ft.
William, No. 9, \$4.85; No. 12, \$5.10;
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Patented screen in 100-ft. rolls, \$3
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Brass snare wire, per lb., 80c.

WIRE ANNEALED

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WRINGERS

Royal Canadian, \$47.65 per doz.;
Eze, \$51.50 per doz.; Bicycle, \$57.80
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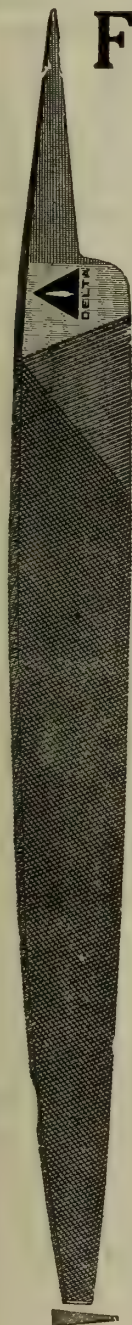
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Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

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Toronto, Canada

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Crowbars
B. J. Coghlin & Co., Montreal.

Cut Nippers
Brown, Boggs Co., Ltd., Hamilton.
L. S. Starrett Co., Athol, Mass.

Cutlery
Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
McGlashan-Clarke Co., Niagara Falls, Ont.
Lewis Bros., Ltd., Montreal.

Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.

Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Cutlery, Pearl Handle and Silver
Landers, Frary & Clark, New Britain, Conn.

Cotter Pins
Wilkinson & Kompass, Hamilton

Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.

Crimped Iron Sheets
Wheeler & Bain, Toronto.

Cut Nippers
L. S. Starrett & Co., Athol.

Cylinder Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.

Dies
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas.

Display Racks and Stands
Cameron & Campbell, Toronto.

Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.

Door Bolts
The Stanley Works, New Britain, Conn.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.

Door Pulls
The Stanley Wks., New Britain, Conn.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Driers
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.

A. Ramsay & Son, Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg

Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Wilkinson & Kompass, Hamilton

Dies, Threading
Wells Bros. Co. of Canada, Galt.

Disinfectant, Liquid
Wakye Mfg. Co., Winnipeg.

Disinfectant, Powder
Wakye Mfg. Co., Winnipeg.

Die Stocks
Wells Bros. Co. of Canada, Galt.

Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto.

Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Dusters
Channel Chemical Co., Toronto.

Dry Colors
Brandram-Henderson, Ltd., Halifax, N.S.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian H. M. Johns-Manville Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Line Hansen & Kimball, Moose Jaw.
Great West Electric Co., Ltd., Winnipeg.
Maytag Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago, Ill.

Eave Trough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Cases
Walter Woods & Co., Hamilton

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Limited, Oshawa.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Fans
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Egg Beaters
Collette Mfg. Co., Collingwood.

Electric Flashlights
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Barton Netting Co., Windsor.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal.

Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

Enamels
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

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Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

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Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Envelopes
Walter Woods & Co., Hamilton.

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Stratford Mfg. Co., Ltd., Stratford.

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Jas. Cartland & Son, Ltd., Birmingham, Eng.

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Jas. Morrison Brass Mfg. Co., Toronto.

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Wheeler & Bain, Toronto.
James Bros. Co., Perth.

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Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.

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Banwell-Hoxie Wire Co., Ltd., Hamilton.
Caverhill, Leamont & Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Lewis Bros., Ltd., Montreal.
Standard Tube & Fence Co., Woodstock.

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.

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Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton

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Benjamin Moore Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Extinguishers, Fire
Northern Electric Co., Montreal.
Gutta Percha & Rubber, Toronto

Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fireplace Furnishings
Barton Netting Co., Windsor.

Flashlights, Electric
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Floor Paints
Benjamin Moore & Co., Ltd., Toronto.

Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Fire Alarm Apparatus
Northern Electric Co., Montreal.

Farm Lighting Outfits
Northern Electric Co., Montreal.

Floor Oil
Prairie City Oil Co., Winnipeg.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fore Planes
National Machinery & Supply Co., Hamilton.

Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Steel Co., of Canada, Ltd., Hamilton.

Fruit Jars
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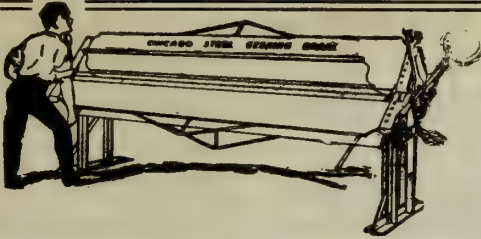
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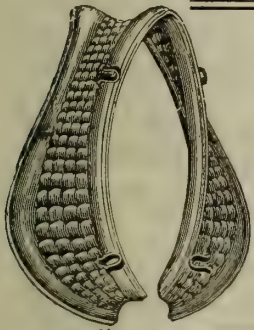
- Furniture Polish**
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Toronto Plate Glass Imp. Co., Toronto.
- Glass, Beaded**
Toronto Plate Glass Imp. Co., Toronto.
- Glass, Ornamental**
Toronto Plate Glass Imp. Co., Toronto.
- Glass, Stained**
Toronto Plate Glass Imp. Co., Toronto.
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Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works Ltd., Hamilton, Ont.
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National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
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Goodell-Pratt Co., Greenfield, Mass.
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Goodell-Pratt Co., Greenfield, Mass.
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- Handles**
The Stanley Works, New Britain, Conn.
- Handles, All Kinds**
Wilkinson & Compass, Hamilton
J. H. Still Mfg. Co., St. Thomas.
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Beatty Bros., Ltd., Fergus.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Wks., New Britain, Conn.
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Canada Steel Goods Co., Hamilton.
- Hangers, Storm Sash and Screen**
The Stanley Works, New Britain, Conn.
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Wells Bros. Co. of Canada, Galt.
- Handscrews**
National Machinery & Supply Co., Hamilton.
- Handscrews, Adjustable Wood**
National Machinery & Supply Co., Hamilton.
- Hand Vises**
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- Hardwood Lumbers**
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- Hardware Specialties**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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Prairie City Oil Co., Winnipeg, Man.
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Marble Arms & Mfg. Co., Gladstone, Mich.
- Hasps**
Canada Steel Goods Co., Hamilton.
- Heaters**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Hinges, Spring**
Wm. Newman & Sons, Birmingham, Eng.
- Hinges**
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Son, Birmingham, Eng.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
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- Hockey Sticks**
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Ward & Payne, Sheffield, Eng.
- Hoists**
Manitoba Bridge & Iron Wks., Ltd., Minnipeg.
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- Horse Singers**
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- Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.
- Hose, Mill Fire**
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- Harvester Oil**
Prairie City Oil Co., Winnipeg.
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Gutta Percha & Rubber Co., Toronto.
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Metallic Roofing Co., Toronto and Winnipeg.
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Canadian Consolidated Rubber, Montreal.
- Horse Shoes**
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Wilkinson & Kompers, Hamilton.
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D. Ackland & Son, Winnipeg.
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Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
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Gutta Percha & Rubber, Limited, Toronto.
Goodyear Tire & Rubber Co., Toronto.
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Thos. Davidson Mfg. Co., Ltd., Montreal.
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James Bros. Co., Perth.
- Ignition Accessories**
Northern Elec. Co., Montreal.
- Incubators**
Collins Mfg. Co., Toronto.
- Indicators, Speed**
L. S. Starrett Co., Athol, Mass.
- Injector, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto.
- Instruments of Precision**
L. S. Starrett Co., Athol, Mass.
- Iron Sheets, Black and Galvanized**
Dominion Sheet Metal Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
- Iron Bars**
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.
- Iron and Steel Bars**
Caverhill, Learmont & Co., Montreal.
Steel of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
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- Jack Planes**
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- Knives, Cook**
John Chatillon & Sons, New York, N.Y.
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- Kitchen Ware**
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- (1) Are you a manufacturer, wholesale merchant, agent or consumer?
- (2) What are the actual working conditions under which the goods are to be used?
- (3) What is the most desirable shipping point—St. John, N.B., Montreal, or New York in bond.
- (4) Is special packing desired?
- (5) Can you give Canadian or United States references, as to your financial standing?

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Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
- Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Knives, Table, Oyster, Carving.**
- Bread, Slicers**
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
- Ladders, Shelf**
McFarlane Ladder Works, Toronto.
- Ladders, Fruit-Picking**
Stratford Mfg. Co., Stratford.
- Ladders, Extension**
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford.
- Ladders, Step**
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford.
- Lath, Metallic**
Metallic Roofing Co., Toronto and Winnipeg.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
- Lamps, Hand**
Interstate Electric Novelty Co., Toronto.
- Lamps, Gasoline, Table & Hall**
National Stamping & Electric Works, Chicago, Ill.
- Lamp Black**
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Wilkes, Martin, Wilkes Co., New York.
- Lamp Chimneys**
Walter Woods & Co., Hamilton.
- Lanterns**
Thos. Davidson Mfg. Co., Ltd., Montreal.
National Stamping & Electric Works, Chicago, Ill.
- Lanterns, Electric**
Canada Dry Cells Ltd., Winnipeg.
- Latches**
The Stanley Works, New Britain, Conn.
- Lead, Black**
John Oakley & Sons, London, Eng.
- Lead, Sheet**
Hoyt Metal Co., Toronto.
- Latches, Sliding Door**
National Machinery & Supply Co., Hamilton.
- Lawn Swings**
J. E. Beauchamp & Co., Montreal, Winnipeg.
Stratford Mfg. Co., Ltd., Stratford.
- Lawn Seats**
Stratford Mfg. Co., Ltd., Stratford.
- Lawn Gates**
McGregor Banwell Fence Co., Ltd., Walkerville.
- Lawn Settees**
McFarlane Ladder Works, Toronto.
- Lead Traps and Bends**
Hoyt Metal Co., Toronto.
- Levels**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
- Level Glasses**
Stanley Rule & Level Co., New Britain, Conn.
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Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.
- Lighting Outfits, Automobile**
Northern Electric Co., Montreal.
- Linseed Oil**
Brandram-Henderson, Ltd., Halifax, N.S.
Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg.
Sherwin-Williams Co., Ltd., Montreal.
- Liquid Veneer**
Buffalo Specialty Co., Bridgeburg, Ont.
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- Locks**
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- Lubricators and Grease Cups**
Jas. Morrison Brass Mfg. Co., Toronto.
- Machines, Hand and Power.**
D. Ackland & Son, Winnipeg.
- Machinery and Supplies**
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.
- Mantels and Grates**
Barton Netting Co., Windsor.
- Mats and Matting, Rubber**
Gutta Percha & Rubber Co., Ltd., Toronto.
- Mayonnaise Mixers**
Landers, Frary & Clark, New Britain, Conn.
- Measuring Machines, Lumber**
Jas. Morrison Brass Mfg. Co., Toronto.
- Machine Dies**
Wells Bros. Co. of Canada, Galt.
- Machine Oil**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
- Machinists' Vises**
National Machinery & Supply Co., Hamilton.
- Meat Choppers**
Landers, Frary & Clark, New Britain, Conn.
- Metal Shingles, Siding, etc.**
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- Metal Stampings**
Hamilton Stamp & Stencil Co., Hamilton.
- Metals**
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H. S. Howland Son & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
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- Metal Polish**
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- Metallic Ceilings and Walls**
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Collette Mfg. Co., Collingwood.
- Metallic Corner Bead**
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Winnipeg Ceiling & Roofing Co., Winnipeg.
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Northern Electric Co., Montreal.
- Metallic Lath**
Metallic Roofing Co., Toronto and Winnipeg.
- Metallic Roofing**
Metallic Roofing Co., Toronto and Winnipeg.
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Winnipeg Ceiling & Roofing Co., Winnipeg.
- Metal Windows**
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L. S. Starrett Co., Athol, Mass.
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- Mops**
Channel Chemical Co., Toronto.
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International Nickel Co., New York.
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Evinrude Motor Co., Milwaukee, Wis.
Canada Dry Cells, Ltd., Winnipeg.
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- Motors, Canoes**
Evinrude Motor Co., Milwaukee, Wis.
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- Motor Generators**
Northern Electric Co., Montreal.
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Steel Co. of Canada, Ltd., Hamilton.
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Western Wire & Nail Co., London.
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Stanley Rule & Level Co., New Britain, Conn.
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R. C. Jamieson & Co., Ltd., Montreal.
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- Oil, Furniture**
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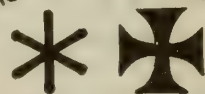
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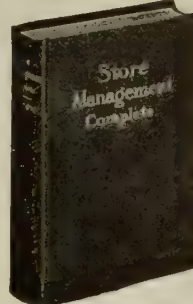
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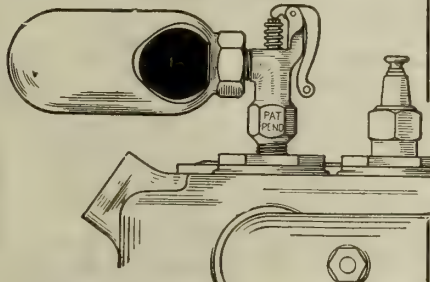
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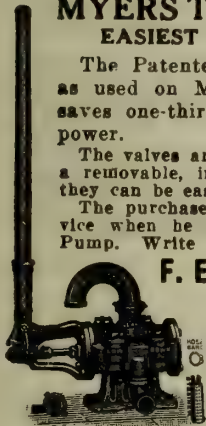
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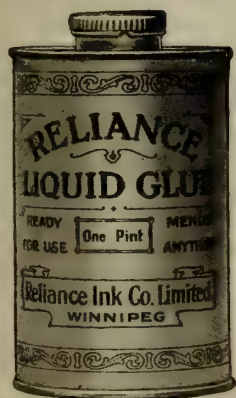
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Roofing Supplies

Bird & Son, East Walpole, Mass.
J. H. McComb, Ltd., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Roofs, Silo

Pedlar People, Ltd., Oshawa.

Rope, Cotton

Star Brand—All Jobbers.

Rubber Cement

Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber Footwear

Gutta Percha & Rubber, Ltd., Toronto.

Rubber Goods

Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber Tubing

Gutta Percha & Rubber, Ltd., Toronto.

Rubber Mats

Canadian Consolidated Rubber Co., Montreal.

Rules

Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Rules, Boxwood

Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint

Lufkin Rule Co., Ltd., Windsor, Ont.

Rules, Steel

Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Wooden

Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Saddlery Brushes

T. S. Simms & Co., St. John, N.B.

Sanitary Closets

Wakye Mfg. Co., Winnipeg.

Sash Cord

"Hercules" Brand—All Jobbers.
"Star Spiral" Brand—All Jobbers.

Saws

Caverhill, Learmont & Co., Montreal.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal.

Saws, Crosscut and Hand

Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal.

Saws, Hack

Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Ltd., Hamilton, Ont.

Saw Sets

Goodell-Pratt Co., Greenfield, Mass.

Saw Sets, Jointers and Guages

Dillon Mfg. Co., Oshawa, Ont.

Scales and Balances

Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.

Scales, Pitless

Aylmer Pump & Scale Co., Aylmer, Ont.

Scales, Wagon Stock

Aylmer Pump & Scale Co., Aylmer, Ont.

Screws

Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Screw Plates

Wells Bros. Co. of Canada, Galt.

Screw Drivers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Screen Door Sets

The Stanley Works, New Britain, Conn.

Screw Drivers

Goodell-Pratt Co., Greenfield, Mass.
National Machinery Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Scrapers

Stanley Rule & Level Co., New Britain, Conn.

Scythe Stones

Cleveland Stove Co., Cleveland, Ohio.
The Carborundum Co., Niagara Falls, N.Y.

Shades, Gas, Electric Fixtures

Northern Electric Co., Montreal.

Shaving Stropps

The Carborundum Co., Niagara Falls, N.Y.

Sheet Metal Products

Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Shears, Garden

Ward & Payne, Sheffield, Eng.

Shears and Scissors

Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Son, New York.

Sheep and Cattle Dip

Wakye Mfg. Co., Winnipeg.

Shells, Empty Paper Shot

Remington Arms-Union Metallic Cartridge Co., Windsor.

Shells, Loaded

Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Ltd., Montreal.

Shells, Shot

Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Shellac

McArthur Irwin, Montreal.
Berry Bros., Walkerville.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Shingles, Asphalt

Bird & Son, East Walpole, Mass.

Shelf Boxes

Cameron & Campbell, Toronto.

Shingles, Metallic

Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Shelves, Glass

Kinzinger Bruce & Co., Niagara Falls, Ont.

Shingle Stains

McArthur Irwin, Montreal.

Shot

Steel Co. of Canada, Ltd., Hamilton.

Shot Guns

Dominion Cartridge Co., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Marble Arms & Mfg. Co., Gladstone, Mich.

Shot Guns, Repeating

Remington Arms-Union Metallic Cartridge Co., Windsor.

Silo Roofs

Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Limited, Oshawa.

Shower Baths

Kinzinger Bruce & Co., Niagara Falls, Ont.

Smooth Planes

National Machinery & Supply Co., Hamilton.

Sidings, Metal

Metallic Roofing Co., Toronto.
Pedlar People, Oshawa.

Skylights, Metallic

Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Sockets

Northern Electric Co., Montreal.

Solderall

Thos. Davidson Mfg. Co., Ltd., Montreal.

Skylights

Pedlar People Limited, Oshawa.
Wheeler & Bain, Toronto.

Solder

Hoyt Metal Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Snow Shovels

Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes

Kinzinger Bruce & Co., Niagara Falls, Ont.

Spark Plugs

Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
Interstate Electric Novelty Co., Montreal.
Northern Electric Co., Ltd., Toronto.
Eclipse Mfg. Co., Indianapolis, Ind.

Spoke Shaves

Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets

Kinzinger Bruce & Co., Niagara Falls, Ont.

Sporting Goods

Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood.
Thos. Davidson Mfg. Co., Montreal.

Sprayers

Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Spring Dies

Wells Bros. Co. of Canada, Galt.

Spring Hinges

Wm. Newman & Sons, Birmingham, Eng.

Springing, Shoe Door

Wm. Newman & Sons, Birmingham, Eng.

Sporting Goods

Wm. Newman & Sons, Birmingham, Eng.

Spring Shackle Bolts

Canadian Winkley Co., Windsor.

Squares, Wood and Steel

Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Stains, Shingle

Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.

The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.

Martin-Senour Co., Ltd., Montreal.

Benjamin Moore & Co., Ltd., Toronto.

A. Ramsay & Son Co., Montreal.
The Ottawa Paint Works, Toronto.

Sherwin-Williams Co., Montreal.

Martin-Senour Co., Ltd., Montreal.

G. F. Stephens & Co., Winnipeg.

Stains, Oil, Wood

Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.

Martin-Senour Co., Ltd., Montreal.

Stains, Wood

Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.

A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Martin-Senour Co., Ltd., Montreal.

Stable Fittings, Steel

Dillon Mfg. Co., Oshawa, Ont.

Staples

Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Steamers and Boilers

Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bars

Manitoba Bridge & Iron Wks., Ltd., Winnipeg.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

NAME PLATES

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

SPRAYERS

We are makers of several kinds of Sprayers—Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

THE COLLINS MFG. CO.
415 Symington Ave., Toronto



"EUREKA" Garden Tools and Implements

The Eureka Line includes Garden Drills, Cultivators, Sprayers, Planters and Seeders, Sanitary Churns, Root Cutters, Combination Wagon Box and Rack Spring Seats. These goods are standard goods of a high quality and are guaranteed as represented. Ask for Catalogue.

The Eureka Planter Co. Ltd., Woodstock, Ont

BATH ROOM FITTINGS



KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES



The PARMENTER BULLOCH CO., Ltd GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Over-shoe Buckles, Felloe Plates.

Agents having connection with large workshops, factories in mechanical construction business and dealing in tools and tool outputs, wish to represent in France a good house manufacturing especially Lathes, Drills, Files, Vises, Tinware machinery, Tool outputs, etc.

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You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

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BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite



Quick Service

Northern Bolt, Screw & Wire Co., Ltd., Owen Sound, Ont.

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A Germantown of quality
that gets big business

WILCKE'S, MARTIN, WILCKE'S CO.
135 WILLIAM ST NEWYORK

This space \$1.00
per insertion on
yearly order.

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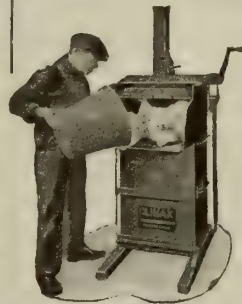
"CLIMAX"

ALL STEEL

Turn your waste paper into money.
12 sizes. \$22 50 up

Climax Baler Company

Emerald St.
Hamilton, Ont.



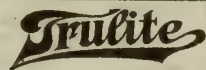
Make Your Own Paper Money



Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Paper Baler
Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD 45 St. Alexander St., Montreal.

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Short Globe
Lantern.

Made only by

Ontario Lantern & Lamp Co.,

HAMILTON, CANADA Limited

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Body made of high-grade galvanized steel finished on the inside with three coats of Pure White Enamel.
A VERY ATTRACTIVE, DURABLE BATH AT A SMALL PRICE. Write for full details.

The Steel Trough & Machine Co., Limited, Tweed, Ont.

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This Paper
When
Writing
Advertisers

TRADE **SAWYER** MARK
Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"

PLEWES LIMITED, Distributors.
WINNIPEG

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Wads Remington Arms-Union Metallic Cartridge Co., Windsor.	Watering Cans Thos. Davidson Mfg. Co., Ltd., Montreal.	Wire Canadian Tube & Iron Co., Ltd., Montreal. British Aluminum Co., Ltd., Toronto. Caverhill, Learmont & Co., Mon- treal. Colonial Wire Mfg. Co., Ltd., Montreal. Laidlaw Bale-Tie Co., Ltd., Hamilton. Lewis Bros., Ltd., Montreal. Northern Electric Co., Ltd., Montreal. Steel Co. of Canada, Hamilton. Western Wire & Nail Co., Lon- don.	Wood Finishes R. C. Jamieson & Co., Ltd., Montreal.
Wall Board Beaver Companies, Ottawa, Ont. Bird & Son, East Walpole, Mass.	Wax, Floor Benjamin Moore & Co., Ltd., Toronto.	Wire Fence Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.	Wood Screws Canadian Tube & Iron Co., Ltd., Montreal. Colonial Wire Mfg. Co., Ltd., Montreal.
Washers Dillon Mfg. Co., Oshawa, Ont. The Stanley Works, New Bri- tain, Conn. Steel Co. of Canada, Ltd., Ham- ilton. Wrought Washer Mfg. Co., Mil- waukee, Wis. Wilkinson & Kompass, Hamilton	Well Curbing Pedlar People, Ltd., Oshawa. Winnipeg Ceiling & Roofing Co., Winnipeg.	Wire Hoops Laidlaw Bale-Tie Co., Ltd., Ham- ilton. Steel Co. of Canada, Ltd., Ham- ilton.	Wrenches & Accessories Goodell-Pratt Co., Greenfield, Mass. L. S. Starrett Co., Athol, Mass. Trimont Mfg. Co., Roxbury, Mass. Will B. Lane, Chicago, Ill.
Wash Boards Wm. Cane & Sons Co., Ltd., Newmarket, Ont. McFarlane Ladder Works, To- ronto.	Weather Vanes Metallic Roofing Co., Toronto and Winnipeg.	Windmills Manitoba Engines, Brandon, Man.	Wrenches, Car Dillon Mfg. Co., Oshawa, Ont.
Wash Stands Wakye Mfg. Co., Winnipeg.	Weeders, Flowers and Shrubbery C. S. Norcross & Sons, Bush- nell, Ill.	Wires and Cables Northern Electric Co., Montreal.	Wrenches, Ratchet L. S. Starrett Co., Athol, Mass.
Washing Machines, Electric and Power Beatty Bros., Ltd., Fergus. J. H. Connor & Son, Ltd., Ot- tawa. Cummer-Dowswell, Ltd., Hamil- ton. Northern Electric Co., Ltd., Montreal.	Weeders, Garden (hand and wheel) C. S. Norcross & Sons, Bush- nell, Ill.	Wire Nails Canadian Tube & Iron Co., Ltd., Montreal. Caverhill, Learmont & Co., Mon- treal. Colonial Wire Mfg. Co., Ltd., Montreal. Lewis Bros., Ltd., Montreal.	Wrenches, Rim Goodell-Pratt Co., Greenfield, Mass.
Washing Machines, Hand Beatty Bros., Ltd., Fergus. J. H. Connor & Son, Ltd., Ot- tawa. Cummer-Dowswell, Ltd., Ham- ilton. Thos. Davidson Mfg. Co., Ltd., Montreal.	Wholesale Hardware Caverhill, Learmont & Co., Mon- treal. H. S. Howland Sons & Co., Tor- onto. Lewis Bros., Ltd., Montreal. Rice, Lewis & Sons, Ltd., To- ronto. Whites, Ltd., Collingwood.		Wrenches, Bit, Brace, Nut Wells Bros. Co. of Canada, Galt.
Waste, Cotton Prairie City Oil Co., Winnipeg. Wilkinson & Kompass, Hamilton	Whisks Meakins & Sons, Ltd., Hamil- ton. T. S. Simms & Co., Ltd., St. John		Wringers, Hand Caverhill, Learmont & Co., Mon- treal. Cummer-Dowswell, Ltd., Ham- ilton. J. H. Connor & Son, Ltd., Ot- tawa. Lewis Bros., Ltd., Montreal
	White Lead Brandram-Henderson, Ltd., Halifax, N.S. Carter White Lead Co., Mont- real. Steel Co. of Canada, Ltd., Ham- ilton. McArthur Irwin, Montreal.		Wringers, Power J. H. Connor & Son, Ltd., Ot- tawa. Cummer-Dowswell, Ltd., Ham- ilton.
			Zinc Ornaments and Stampings Metallic Roofing Co., Toronto and Winnipeg.

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SITUATIONS VACANT

WANTED — SALESMEN CALLING UPON hardware trade, to sell babbitt metals as side line. Good commission. Give full particulars in confidence as to firms represented and territory covered. Box 458, Hardware and Metal.

WANTED — EXPERIENCED HARDWARE clerk, one speaking both languages and good at window dressing preferred. Box 466, Hardware and Metal.

WANTED — CAPABLE salesmen to call on the retail hardware merchants in Manitoba, Saskatchewan and Alberta, representing established house. Give your qualifications in first letter. Applications will be treated confidentially. Will pay good salary and commission. A real live salesman can earn from \$300.00 to \$400.00 a month at this proposition. No order takers need apply. Apply Box 468, Hardware and Metal.

Agents wanted to sell our Signs and Show Cards

W. H. STEVENSON
STEVENSON BLDG. TORONTO

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACTURERS' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal under this heading.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

UNDERWOOD TYPEWRITERS — MODERN visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

FOR SALE

HARDWARE, STOVE AND TINWARE BUSINESS in Niagara Peninsula. Stock about fourteen thousand. For particulars write Box 465, Hardware and Metal.

FOR SALE—ONE CASH REGISTER, ONE account register, large and nearly new. Information given. Address Box 154, Huntingdon, Que.

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WILL SELL SEVEN HUNDRED DOLLAR cash register, 2 drawer. Good order. Half price. Campbell & Van Male, Welwyn, Sask.

MISCELLANEOUS

FIFTY DOLLARS TIED UP IN OLD FIX- tures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY IN- stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

No Need to Stock Heavily

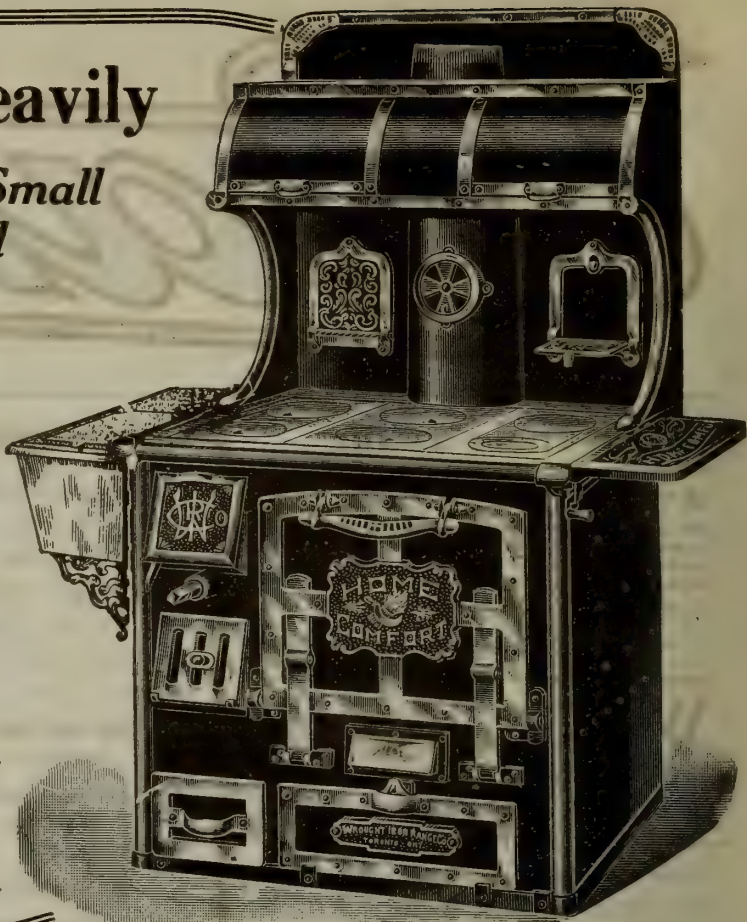
Only Small Space and Small Investment Required

The "Home Comfort" Range has a record—a good sales record and its career is still robust. For 20 years this range has given entire satisfaction to thousands of customers and so correct are the principles of its construction that there has been no need for any change. This range is Canada's favorite—particularly in Western Canada where it has many friends—users in all Canada total over 50,000. This mighty army are spreading its praise and making selling easy for you. The Home Comfort is made only in one style. It takes little space and requires but a small investment to enable you to display the range and take your orders making a nice profit.

Write for our agency proposition.

Wrought Iron Range Company of Canada, Limited

Office: 151 King St. West TORONTO, Ont. Factory: 22 Orillia St.



Material, Workmanship and
Complete Satisfaction guar-
anteed.



A line backed by over
sixty years' experience.

ATKINS

STERLING STEEL Hand Saws and Trowels

A portion of the Atkins line. Made specially for the best mechanics and admirers of fine tools.

They satisfy in every respect and command a higher profit.

Sterling Steel and Atkins Sales co-operation cause a demand.
Are you ready to meet it?

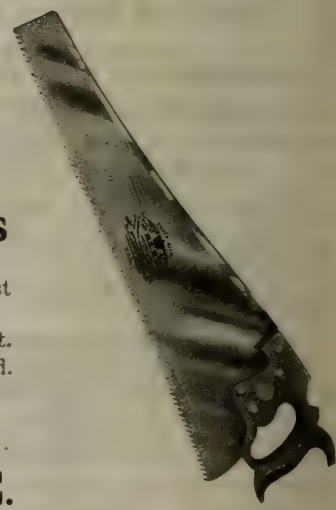
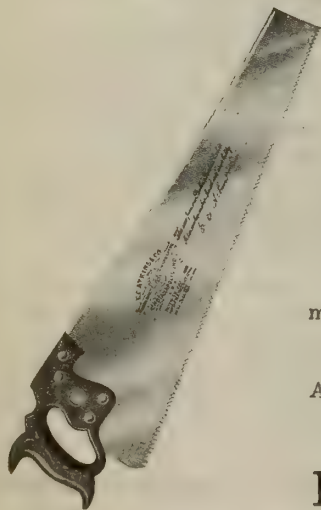
Ask for co-operation proposition "H. M."

E. C. ATKINS & CO., INC.

Sterling Steel Saws and Tools—Made in Canada

Factory: HAMILTON, ONT.

VANCOUVER BRANCH: 109 Powell St.



If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

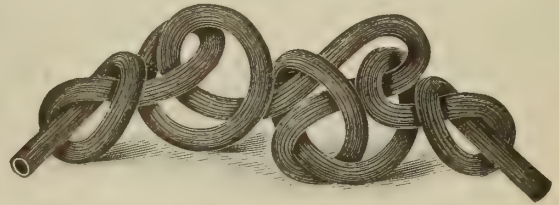
MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink

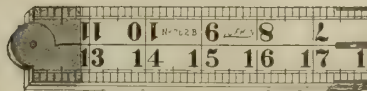
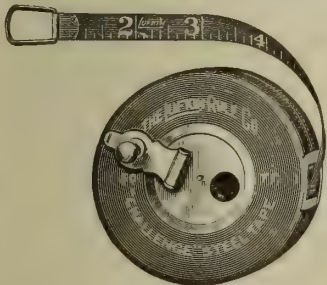


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY
STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

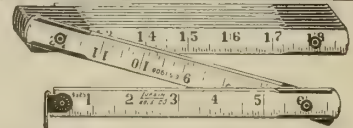
MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver



BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

LUFKIN GOODS

can give you the very best of service and satisfaction.
ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR
ACCURACY AND FAULTLESS SERVICE
STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKERTOM'S TALKS.

Talk Number One Hundred and Five

What do you think of this? The whole blamed shop out working on our "PREMIER" two-acre garden "Bugging pertaters." But, never fear! Your order will not be neglected while I'm around. We're making a lot of customers happy every day shipping their "PREMIER" SHEETS.

Look for Talk No. 106 next week.

TINKER TOM.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA





AN ANNOUNCE-
MENT, showing
the “Adam”—a new
pattern in Community
Plate, will be found on
pages 17 to 20 inside
this magazine.

ONEIDA COMMUNITY, LIMITED
NIAGARA FALLS, ONT.

HARDWARE^{AND} METAL

Vol. XXIX

PUBLISHED EVERY SATURDAY SINCE 1888

June 23

No. 25

THE MACLEAN PUBLISHING COMPANY, LIMITED

1917

PUBLICATION OFFICE: TORONTO, CANADA

THE MAN WITH THE SMILE

these bright June days is the one who was wise enough, several months ago, to remember that the only

GALVANIZED SHEETS

MADE-IN-CANADA

happen also to be the best made anywhere. While we cannot ship enough to satisfy half the demand, no one is suffering who placed his contract for



All Canadian Jobbers sell Canadian Galvanized Sheets

Canadian Rolling Mills Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

**CANADIAN TUBE & IRON
CO., Limited**
MONTREAL

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of
BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

**CANADIAN TUBE & IRON
CO., Limited**
MONTREAL



TRADE

MARK

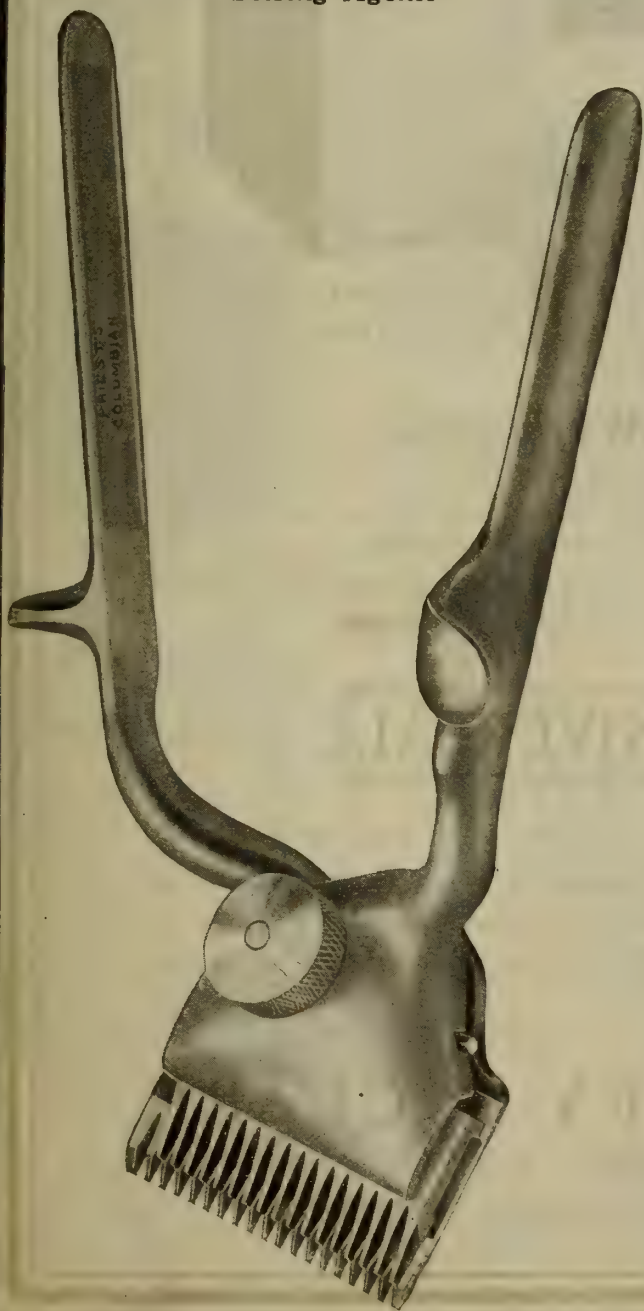
Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd
New York City

Selling Agents



P. & W. Co. SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

**Pratt & Whitney Company
of Canada, Limited**

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of
Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

**Yale
Products**

Padlocks

**Night
Latches**

**made in
Canada**

**Door
Closers**

**Builders'
Hardware**



The name "Yale" helps make the first sale and assures repeat sales. Yale quality and Yale service-giving are a part of every Yale product. And the name Yale is put on them as a visible guarantee.

The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.

If interested, tear out this page and keep with letters to be answered.



No. 310—Black Enamel Case
Pint Vacuum Bottle

The Best Work

is always done by well-nourished men and women. A cold lunch to be carried from home must have a hot or cool drink to lend it the proper zest and enjoyment.

Universal Lunch Kits keep the food sweet and appetizing, and have always a refreshing drink in the Vacuum Bottle contained within the cover.

**UNIVERSAL
LUNCH KIT**

UNIVERSAL

The sale of Universal Lunch Kits greatly exceeds that of all other like equipment.

The neatness of their attractively enameled cases make customers where others fail.

Advantages in wear and sanitation over paper or cardboard boxes are obvious.

A finished, snappy appearance is borne out in every detail of construction, from genuine leather handles to patent snap fastenings.

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

A. Macfarlane & Co., Montreal, *Canadian Representatives*

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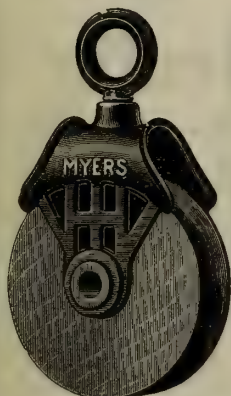


We Strongly Recommend
Placing Orders for

MYERS HAY TOOLS

PULLEYS, UNLOADERS, FORKS, HAY
FIXTURES, TRACKS, SLINGS, RACK CLAMPS

Our Stocks are Complete but
the Demand is Heavy



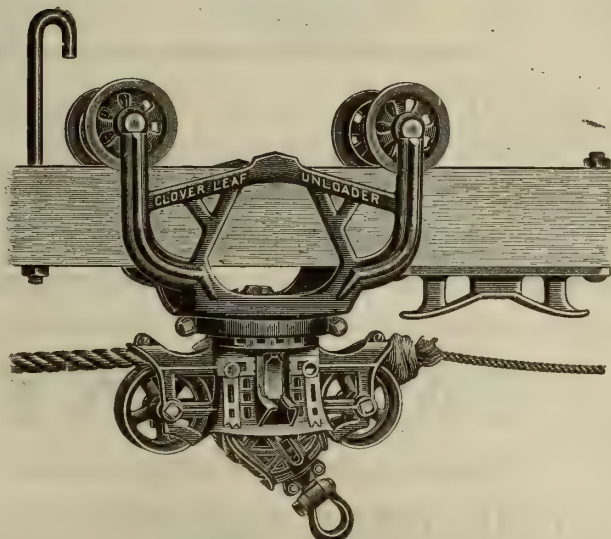
WOOD WHEEL; IRON
FRAME



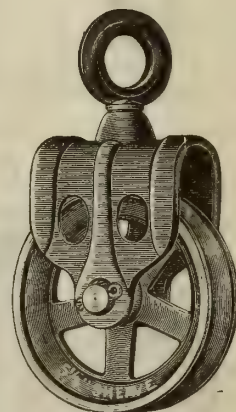
KNOT PASSING
Iron Frame; Wood
Wheel



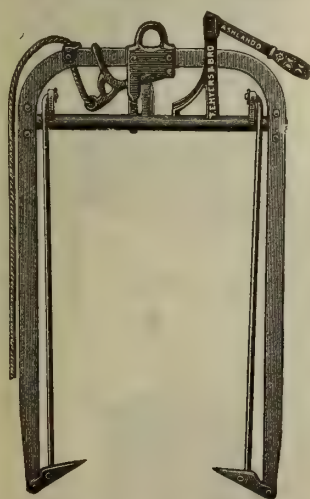
WOOD FRAME; WOOD
WHEEL
With Wrought Steel Straps



WE STOCK BOTH STEEL AND WOOD TRACK HANGERS.



IRON FRAME; IRON
WHEEL



MYERS LOCK LEVER



RAFTER BRACKETS

LEWIS BROS.,
LIMITED
Montreal

EXCLUSIVE AGENTS FOR PROVINCE
OF QUEBEC

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING,
PAINTS and GLASS

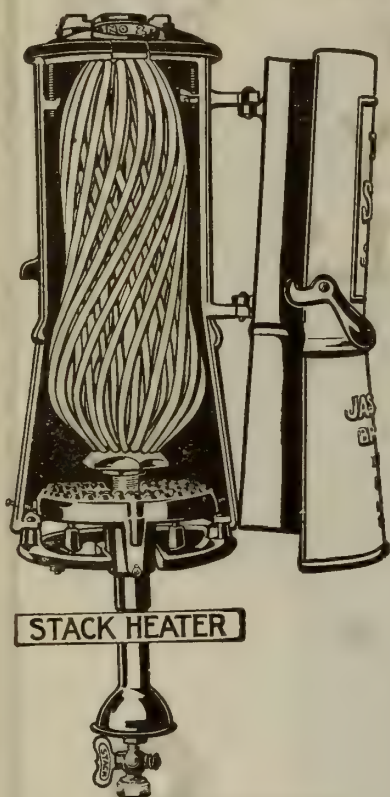


If interested, tear out this page and keep with letters to be answered.

THE SECRET OF POWER

IN THE

Stack Gas Water Heater



Why can the STACK produce a hot water service which is far in advance of any other tank heater? The answer is so simple and apparent as to be easily missed.

Hot water naturally rises immediately upward—not sideways, but up—straight up.

The STACK is built more nearly to allow this direct, straightway, upward movement than any other heater.

Test yourself the truth of this statement.

Write for Booklet.

EASILY SOLD

BIG PROFITS

James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

STOCK POT



With or Without Tap
Imp. Qts.—14, 22, 40

STEAMERS AND BOILERS



Dimensions of Boiler, 10" x 6½"
Dimensions of Steamer, 10" x 6½"
Quarts, 10

DAVIDSON'S

Manufacturers of the Celebrated
**COLONIAL and PREMIER
ENAMELWARE**

BUTTER BOWL



Sizes—15, 17, 19 inches

We show here a few of our lines,
chiefly used in hotels and large
establishments. Write for full
particulars.

**The Thos. Davidson Mfg.
Company, Limited**

Toronto

Montreal

Winnipeg

COFFEE BOILER



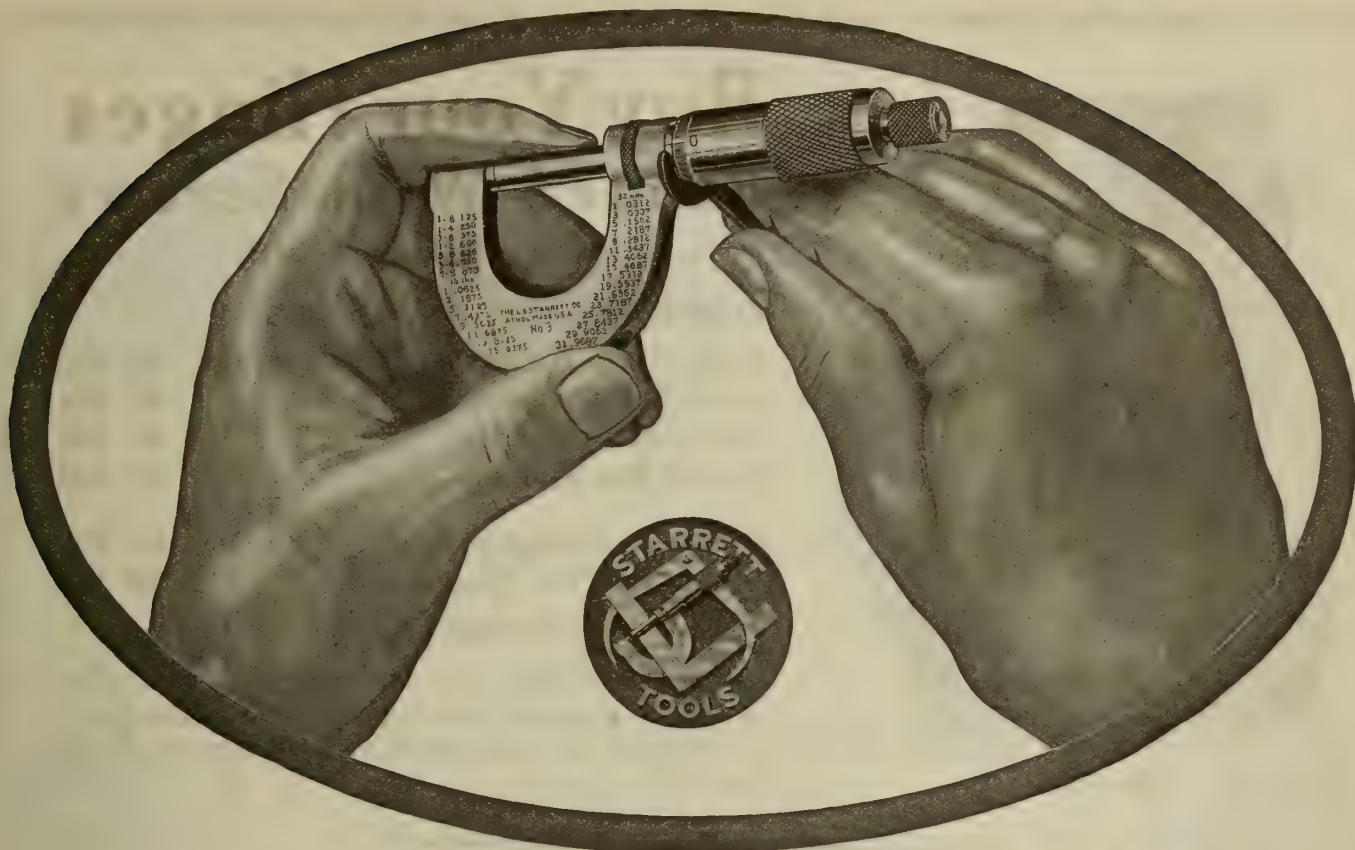
Qts.—4½, 6, 8½, 11½

TEA BOILER



Qts.—4½, 6, 8½, 11½

If interested, tear out this page and keep with letters to be answered.



How Long is a "Mike" Accurate?

All high-grade micrometers are sufficiently accurate when new, but when used for a time wear is bound to show on both anvil and spindle.

A micrometer then is accurate depending upon the frequency of correction for wear. For this reason every micrometer should have an adjustment to compensate for such wear. Some micrometers use the movable anvil method of adjusting but such adjustment takes time and it is often difficult to correct a micrometer exactly because of the varying human element—"feel". With the

Starrett Micrometer

correction may be made in a jiffy and without the use of a test piece and the human element—"feel." No guess work about it. To adjust, simply close the micrometer, insert a little spanner wrench and turn the sleeve until its zero graduation coincides with the zero graduation on the thimble.

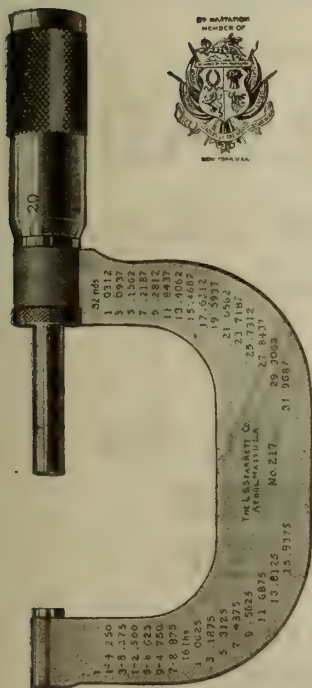
The little spanner wrench and the patented sleeve do the trick—no other tools required. With this method the machinist corrects for wear so frequently that there is no question as to how long a Starrett Mike is accurate—it is always accurate. All Starrett Micrometers have this simple adjustment.

Write for free catalog No. 21MA, describing this adjusting feature, on page 103, and 2,100 styles and sizes of precision measuring instruments.

The L. S. Starrett Co., Athol, Mass.
World's Greatest Toolmakers

42-623

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No. SC 935

Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609

Corrugated Strap Hinges " " "	SC 935
Corrugated Tee Hinges.. " " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada



We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR
THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal

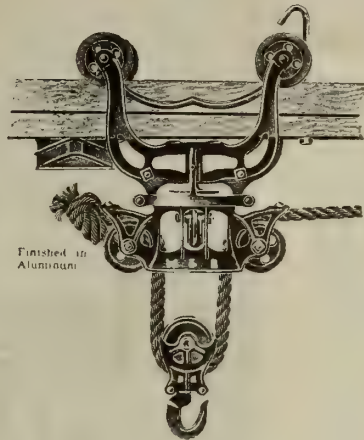
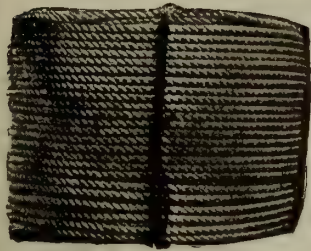
Hamilton

TORONTO

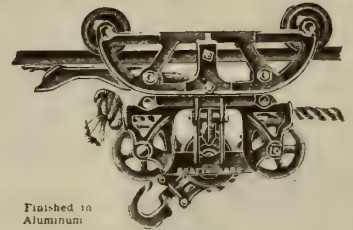
Winnipeg

Vancouver

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Finished in Aluminum



Finished in Aluminum



For
the Prompt Shipment
of Your Orders
for

Haying Tools

You Will Find
Our Mail Order Service
Reliable



H. S. HOWLAND, SONS & CO.

LIMITED

TORONTO



If interested, tear out this page and keep with letters to be answered.

Order Yours Now Be Prepared

Each of the three Freezers, **LIGHTNING, GEM** or **BLIZZARD**, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.



They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

The **Blizzard**, being simpler in construction and cheaper in price, makes it a good running mate with either the **Lightning** or **Gem**. They sell themselves and stay sold! No comebacks or complaints.

This means easy, net profits for you. Your jobber will supply you.

Include the **Lightning Ice Chipper**. It helps the sale of Freezers.

North Bros. Mfg. Co.

PHILADELPHIA - PA.



Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited

91 Delorimier Avenue
Montreal

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Quality

Service

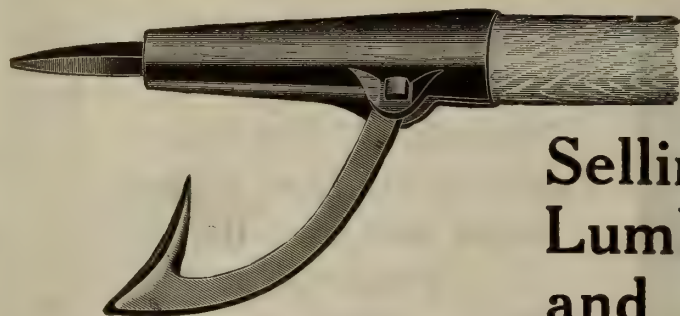
LIST OF PRODUCTS

"Hamilton" Pig Iron
Open Hearth Steel Billets
Steel and Iron Bars
Forgings
Railway Fastenings
Pole Line Hardware
Bolts, Nuts and Washers
Wrought Pipe
Screws, Wire
and
Wire Products
of every description

THE STEEL COMPANY OF CANADA LIMITED HAMILTON MONTREAL

If interested, tear out this page and keep with letters to be answered.

STAPLE STOCK AND SEASONABLE SPECIALTIES



START NOW

**Selling Soo Line
Lumbering Tools
and Sager Axes**

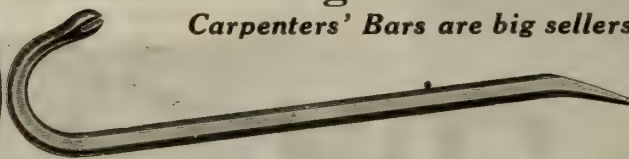
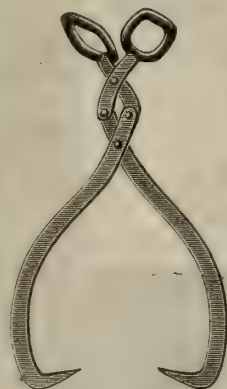


Now Listen

If Hemlock logs are cut near your place they peel tan bark—it's June and July they use Bark Spuds—You know when ice tongs are used and if you don't stock them the day they are wanted the other fellow gets the business.

Carpenters' Bars are big sellers now—If your jobbers can't supply phone or wire us

**Can. Warren Axe & Tool Co.
ST. CATHARINES, ONT. Limited**



ROSIN

**From the White Gum
Forests of the South
direct to the Consumer**

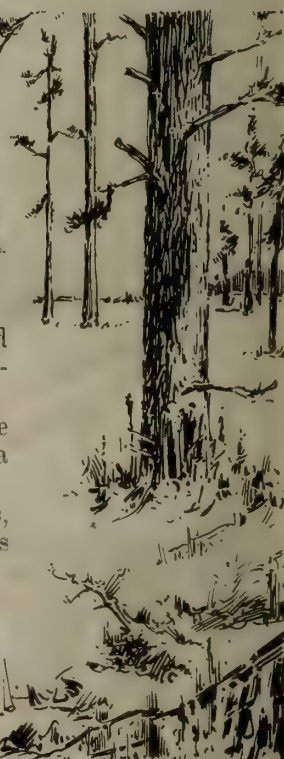
Our personal inspection of one of the largest Southern Rosin and Turpentine Plants, equipment and methods resulted in our securing a continuous supply of these commodities.

We know when we offer you either Rosin or Turpentine that we're giving the most uniform article that can be produced and of a quality that means absolute satisfaction.

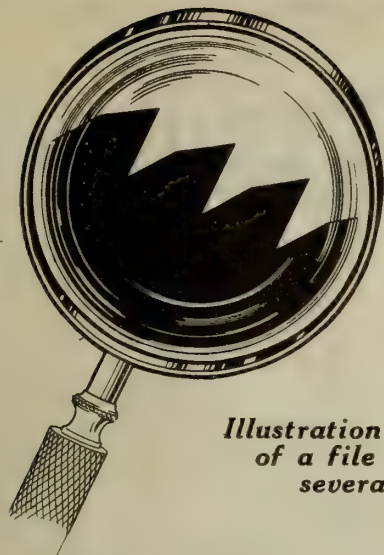
If there is anything you want to know about these products, market tendencies, etc., we will be pleased to give you our courteous attention and best information. Wire or write.

Prices to manufacturers in car lots. We solicit your enquiry.

Ontario Oil & Turpentine Co., Limited
840 Dundas Street, Toronto, Ontario



TURPENTINE



*Illustration shows teeth
of a file magnified
several times*

SEE THOSE TEETH

They are sharp and hard. If you were holding a file in your hand you could tell by the feel of the teeth that its cutting qualities were good.

The evenness of the teeth, the hardness of the steel and the balance of the file all help to make it a reliable tool.

The reliability of the "Famous Five" has made them standard tools in the estimation of all good mechanics.

Specify them when ordering.

They are:

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN.
ARCADE
GLOBE**

Made in Canada by



A Wireless Current

is passing between the negative and positive poles of every battery unless it is cut off by insulation. And you can see what this means. Simply this—Every day tends to lower the reserve energy of the cells—and on a damp day the moist air causes it to deteriorate very rapidly.



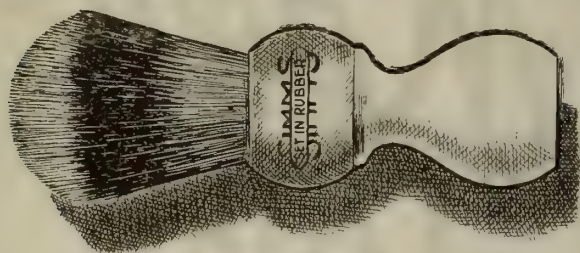
Now Mr. Salesman, jot this down—the new **MASTER SAFETY CAP** shown above absolutely insulates the centre pole of the battery and effectively cuts off this degenrating current. That along with the water and weatherproof qualities of *Master Batteries* is why they have increased shelf life and have the maximum energy when you sell them.

All "Master" ignition batteries are equipped with the new "Master" Safety Cap.

CANADIAN CARBON CO., LIMITED

**96 King St., West
TORONTO**

**ARE THE SHAVING
BRUSHES YOU SELL
MADE IN CANADA?**



Do you know that the finest shaving brushes produced are made right here in Canada by Canadian labor, guided and controlled by Canadian brains?

That the factory in which these brushes are made is the finest and most modernly equipped brush factory in the world to-day?

That Quality is the foundation on which this big business has been built?

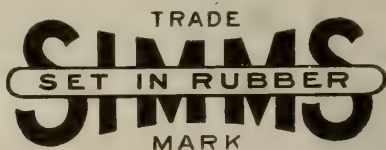
That they are made by one of Canada's leading industrial organizations financed entirely by Canadian capital?

That the firm making these brushes, jointly with its employees, have taken as their slogan,

"BETTER BRUSHES"

Better to-day than anyone else can make them; better to-morrow than they are to-day.

These brushes are sold under this trade-mark:



This should help you to decide where your future purchases should be made.

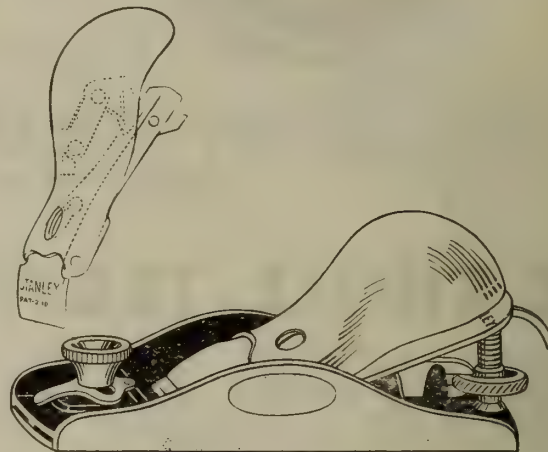
T. S. SIMMS & CO., Limited

MAKERS OF

BETTER BRUSHES

ST. JOHN (FAIRVILLE) N. B.

Stanley Tools



Stanley Knuckle Joint Block Planes

Now have a new and patented form of lever or cap, which, being made entirely of steel, is practically indestructible. This New Knuckle Joint permits of great leverage, consequently the lever can be placed in position or removed with very little effort—a great improvement over the old form of Knuckle Joint lever. When clamped in place it will hold the cutter firmly to its seat, and, being securely locked on the lever screw, will not move when the cutter is being adjusted.

The small cut at the left shows in detail the construction of this new style lever.

Two Sizes

No. 18—6 In. long, 1 5/8 In. Cutter

No. 19—7 In. long, 1 5/8 In. Cutter

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.



More Profits From Pumps

YOU can make bigger profits from BT Ready-to-ship Pumps than from any other line of well pumps, because they are the best pumps made in this country and prices are lowest. There are only seven pumps in all, designed so that they cover all the requirements of the well pump field. Thus you have only a few varieties to stock for your entire well pump business.

BT Ready-to-Ship Pumps

They are made up with set-lengths and cylinders, and are ready to ship the moment your order reaches our factory. No writing, telegraphing, or 'phoning for the goods. As every dealer knows prompt shipment means more business, and on the other hand orders cannot be booked from farmers when orders from other customers have not been filled by the factory.

This line is made entirely for the trade and is not sold to catalog houses.

Catalog will be sent if you'll drop us a post card. Order by mail or through our salesmen.

Beatty Bros., Limited

Head Office : : Fergus, Ontario
Winnipeg, Manitoba Edmonton, Alberta
Montreal, Quebec St. John, New Brunswick

'Metallic'

It's a name that means
QUICK PROFITS for dealers

"Metallic" Ceilings

**"Metallic"
Shingles and Siding**

**"Empire"
Corrugated Iron**

VENTILATORS

SKYLIGHTS

Trough and Pipe

(Die-Stamped)

(Tight Seam)

Catalogue and Price List of any line gladly sent to Dealers on request. Good counter-folders and other selling helps too.

Metallic Roofing Co.

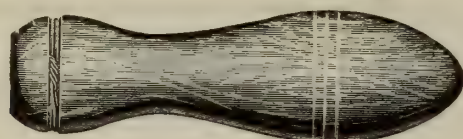
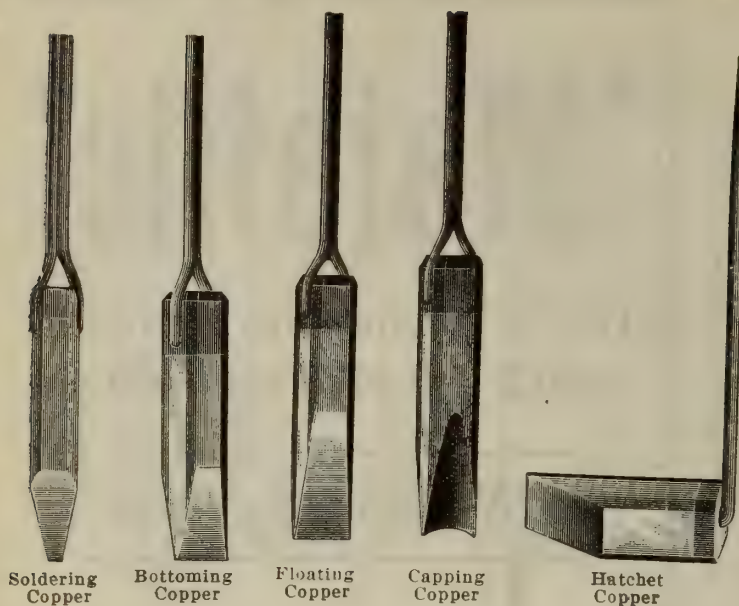
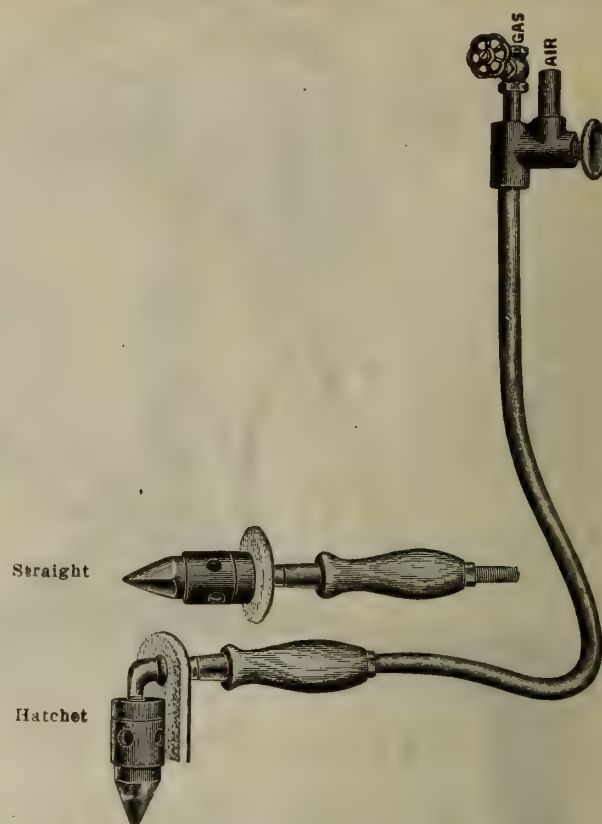
Manufacturers

Limited

TORONTO

WINNIPEG

If interested, tear out this page and keep with letters to be answered.

Soldering Coppers**Gas Soldering or Heating Coppers****Soldering Copper Handles****The Brown, Boggs Co., Limited, Hamilton, Ont.***Manufacturers of Tinsmiths' and Heavy Sheet Metal Working Machinery, Presses, Dies, etc.***UNIFORMITY**

USED THE WORLD OVER

SATISFACTION**Atlas Babbitts****AMACOL****ATLAS****TENAXAS****TIN-TOUGHENED****MASCOT****W. E. W. BABBITT**

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY
STANDS BEHIND YOU**PRESSURE AND SPEED DEFIED****THEY MAKE GOOD EVERYWHERE**

Large Stocks

Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal

Works: Riverside Street, Montreal



Resists Rust



Resists Rust

This Old Iron Hoop

After Ninety Years in the
Ground is Sound and Strong

In 1823, water mains constructed of bored-out logs were installed in the streets of the little frontier town of Cincinnati. The logs were reinforced at the ends with old-fashioned iron bands like the one here pictured.

Excavations in the streets of the mod-

ern city often uncover these relics of early days.

The good serviceable condition of the iron bands invariably causes remark, so sharply is it contrasted with that of most of the products of modern furnaces after but a few years of service.

Chemical analysis reveals the reason for this striking difference. *This iron is of remarkably high purity.* The Carbon content is very low, and Sulphur, Copper and Manganese are reduced almost to the vanishing point. The iron content is 99.83 per cent.

Armco Iron Resists Rust

because the rust-forming impurities are reduced to the lowest point commercially possible. It is guaranteed at least 99.84% pure iron. Every phase of its production is governed by the utmost care and skill. Purity, Evenness and Density are now as always the qualities of Durable Iron. In these

Armco Iron is the nearest approach to perfection. Armco (American Ingot) Iron is the logical material for Roofs, Pipes, Tanks, Stoves, Furnaces, Stacks, Metal Barrels and all sorts of products and installations where sheet or plate metal has to meet the forces of corrosion.



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Hundreds of progressive manufacturers of such products have adopted Armco Iron as the most effective business insurance.

The American Rolling Mill Co.

Licensed Mfrs. Under Patents Granted to
The International Metal Products Co.

Middletown, Ohio

Branch Offices at New York, Chicago, Cincinnati, Pittsburgh, Atlanta, Cleveland, Washington, Detroit, St. Louis and San Francisco.

If interested, tear out this page and keep with letters to be answered.



THE QUALITY PLUS FILE

Quality, plus service, is embodied in every file we make.

In this strenuous age long, efficient service is demanded from every tool.

P. H. FILES stand up to their job. They bite into the metal like a kid into cake.

AND THEY WEAR

Hard as a diamond and straight as a string they are right because they are

"Made for Craftsmen—by
Craftsmen"

**Port Hope File Manufacturing
Co., Limited**

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This device has been on the market sixteen years, during which time many competitors have imitated but never equaled.

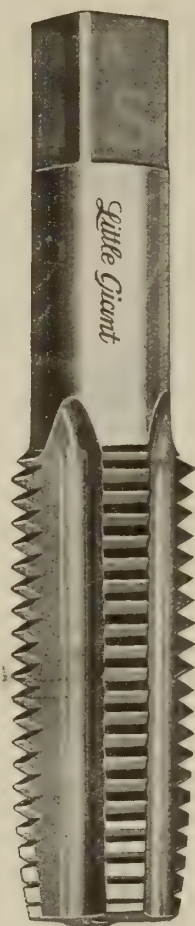
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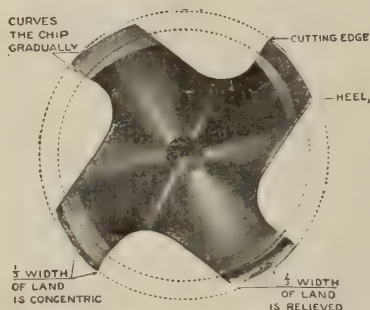
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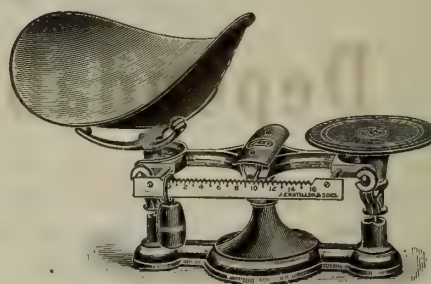
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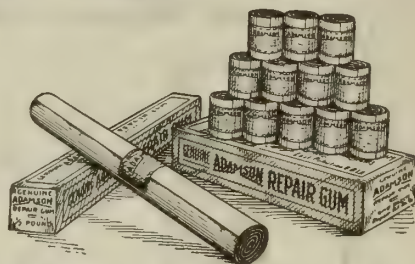
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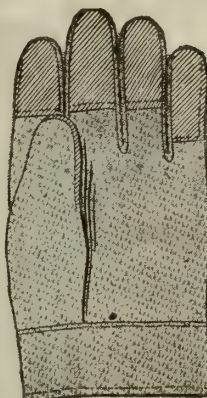
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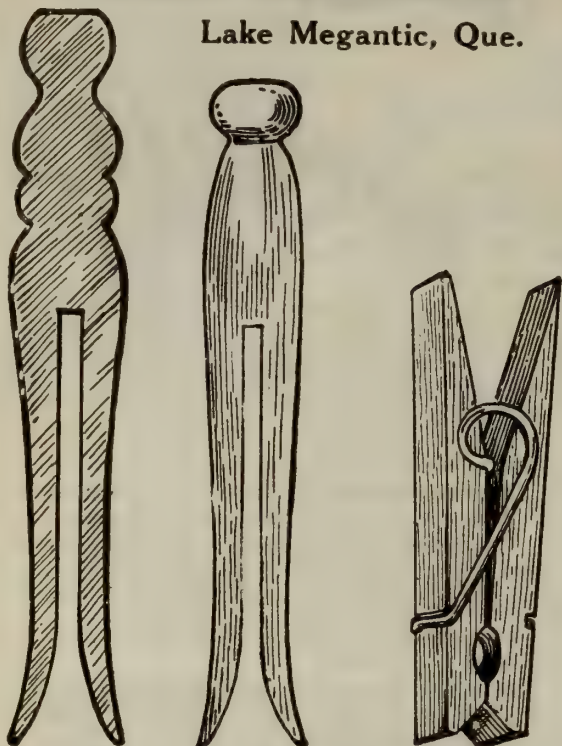
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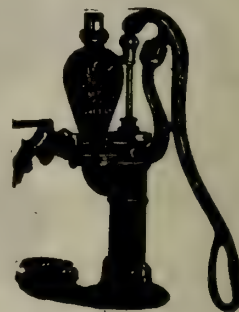
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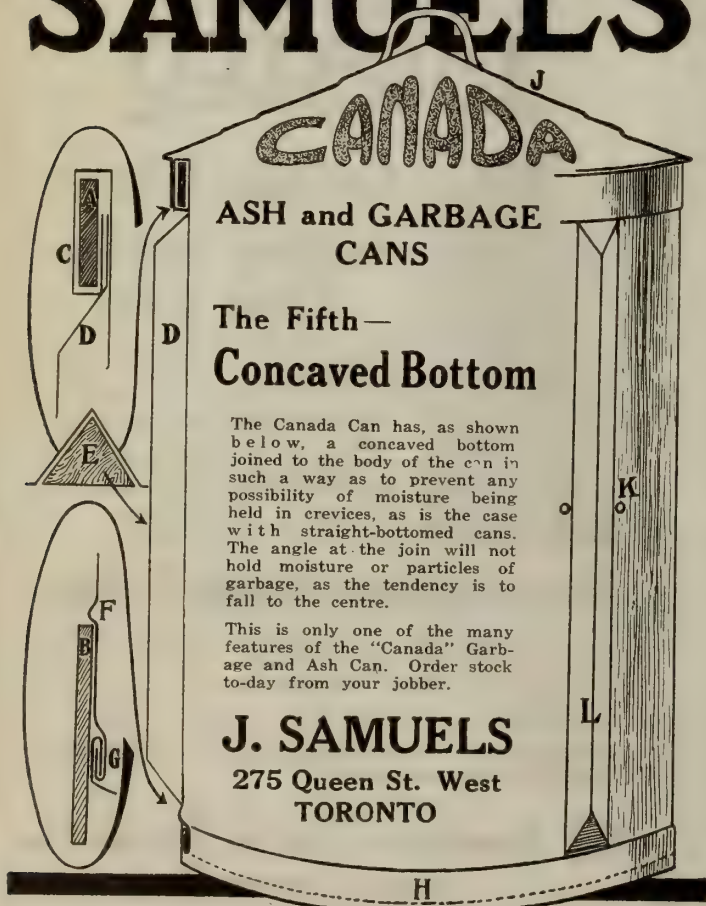
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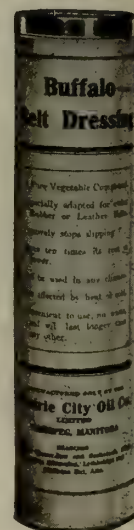
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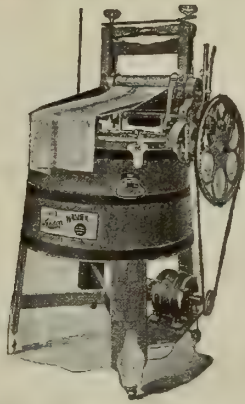
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol XXIX.

TORONTO, JUNE 23, 1917

No. 25

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CHIEF OFFICES:

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Convention of Ontario R.M.A.

Members Meet at Headquarters in Toronto—Reasons for Dropping Arrangement with Financial Paper Are Discussed—Financial Statement Shows Balance for Year—Important Resolutions Are Discussed.

THE annual meeting of the Ontario Branch of the Retail Merchants' Association of Canada was held in Toronto on June 20, at the Association headquarters. The attendance, while not large, was a representative one, and the proceedings were characterized by a tendency, not only to discuss the broadest retail problems in a broad way, but also to do so with business-like incisiveness. Many important problems were discussed and dealt with. Decisions were reached on a number of vital problems and action was decided upon in several instances to assert the views of the retail merchants of Ontario in quarters and in ways that would ensure consideration.

The first order of business was the reading by Secretary Miller of the minutes of the meetings held by the Ontario Board during the year. Among other important matters reference was made to the arrangement which had been made to supply the Journal of Commerce to members and to raise the membership

fees, which arrangement was rescinded at the following meeting of the board.

Financial Information Wanted

Henry Watters, of Ottawa, asked for further information with reference to the arrangement made, and afterwards rescinded, with the Journal of Commerce. He was still receiving the paper, despite the fact that the arrangement with the board had been discontinued.

Mr. Zieman explained that the members who had paid the increased fee were still receiving the Journal of Commerce, and would continue to receive it, until the expiration of the term.

Mr. Watters—"What was the financial arrangement with this paper? How do we stand?"

Mr. Zieman explained that the financial arrangements had been made by Mr. Beaudry. The Journal of Commerce were paid out of the organization funds of the Dominion Board, but he was not in a position to say just what it was. Mr. Beaudry was not present.

Mr. Watters expressed regret that Mr. Beaudry was not on hand to give the full details. It had always been the case that uncertainty had existed in regard to the financial side of association matters. He felt that he could not go back and report to the Ottawa members this year unless he took back complete information with reference to the finances of the association. He regretted that it was not possible to supply the details with reference to the contract with the Journal of Commerce.

Why Contract Was Rescinded

Secretary Miller explained at some length why the contract with that paper had been rescinded. When the arrangement was made by the Ontario Board it had been on the understanding that it was being made between the Ontario Board and the Dominion Board. It developed later, however, that the arrangement in reality was being made with Mr. Beaudry and the publishers of the



Above display by Bond Hardware Co., Guelph, will furnish a number of ideas for a seasonable window trim.

Journal of Commerce. Later it became apparent to the members of the Ontario Board that the association was being used to increase the circulation of the paper in question, so that the publishers could secure advertising by showing the manufacturers that the paper was going to all members of the association in Ontario. This was the reason why the Ontario Board had decided not to go ahead with the matter. He had understood from Mr. Beaudry that practically no money had been paid over to the publishers. In any case, he was able to say positively that no money from the Ontario funds had been paid.

Mr. Watters asked how the board had been able to rescind the contract made.

Mr. Miller explained that the arrangement had been rescinded with the consent of the publishers after a meeting held in Montreal, attended by the officers of the Dominion Board.

Mr. Watters then moved the acceptance of the secretary's report, and the motion carried.

Report of the President, B. W. Zieman, of Preston

The president, Mr. Zieman, of Preston, welcomed the retail merchants of Ontario to their eighteenth annual convention. He spoke of the difficulties of getting a satisfactory attendance either at the convention or at the local meetings. The only time it was possible to get a large representation was when something threatened the interest of the merchants.

He was glad, however, to feel that those who were present had a most vital interest in the activities, and were willing to sacrifice their own private interests for the larger benefits of the merchants as a whole.

Mr. Zieman spoke of his two years of service as president of the association, speaking of the strenuous scenes that the association had lived through in that time. He foresaw the likelihood of still more serious days to come. Times were good as a whole, but with war conditions no one could foretell the future. There was also the danger of those activities that were arising to fight the retailer. He asserted that few merchants were making any very rosy profits; but that was not affecting the activities of those opposing the retailer.

Mr. Zieman noted the fact that, though there was a tendency to remain away from association meetings, there was, he was glad to say, no tendency to remain outside the association. He noted one instance, however, where one town had decided to form their own association rather than pay the larger fee of the association. He mentioned the fact that prior to the formation and activities of the R.M.A. the merchants had paid 60 per cent. tax on their rental value, while now, owing to the activities of the R.M.A., this had declined to 25 per cent. This, he pointed out, would be sufficient to pay a good many fees.

Speaking of the financial statement, Mr. Zieman stated that it was not as good as could be wished, but under the circumstances he thought it was very creditable. Something of the large de-

ficit entailed by the fighting of the Trading Stamp cause was being paid off every year, and he believed that in the year to come the financial standing would be found to be much more satisfactory.

Secretary W. C. Miller in his report outlined the activities of the Association during the past year. Mr. Miller

gave a comprehensive report. He stated that at present there are 256 branches in the organization and the membership from June last year to May 31, totaled 1263 members. Mr. Miller stated that the membership has increased since the fee was increased to \$10.

Ontario Members Discuss Resolutions

Some Important Matters Brought to the Attention of the Conference—Interesting Discussions on Vital Topics—Some Slight Discussion of Financial Report.

THE afternoon session opened with some slight discussion of the financial statement, which was presented by W. C. Miller, in the absence of Mr. Beaudry. It was pointed out by Mr. Miller, that in the disbursement \$756.64 had been set aside to meet some of the old liabilities and consequently the financial statement was rather a better showing than might first appear. Mr. Watters asked how many members there were. There were 1263 members for whom \$4 each could be drawn, approximately \$5,000 which had been devoted to the work of maintaining the work of the Provincial Association, and paying all expenses incident thereto—and had shown a balance of \$756.64 that had been devoted to paying off a portion of the Association indebtedness. Following are some of the resolutions:

CONTRACT SELLING PLAN

THAT WHEREAS an effort is being made to introduce Legislation at Ottawa to prohibit a manufacturer from placing a selling price on his articles, either to the retail trade, or the purchasers; that we believe that such legislation would not only be unfair to the manufacturer, but also to the retail trade, and to our customers, and we therefore endorse the action of the Dominion Board of our Association in opposing the same, and we agree to do all in our power to give them all the assistance we can.

In discussing this matter Mr. Watters charged that behind the Knowles Bill was the department store interests. Since Mr. O'Connor, whose investigations were largely responsible for the Knowles Bill, has entirely exonerated the trade and has, in his only recommendation asked for something like the requests of the retail and wholesale merchants who requested an Inland Trade Commission. Mr. Watters reminded the Convention that at the time the Knowles Bill was introduced, Mr. Doherty had said that if Mr. Knowles would withdraw his Bill, a bill would be provided by the Government that would meet the situation. Mr. Watters stated, that Mr. Trowern had seen the proposed bill and believed it was fully in accord with the wishes of the trading interests.

FREIGHT BILL

THAT THIS MEETING places itself upon record as endorsing the plan adopted by the Ontario Provincial Board of our Association whereby all members of the Association can send freight Bills to the Office of the Secretary of the Provincial Board, and they will be examined by a freight bill expert and return them to the members, who will examine same, taking 50% of the savings, where savings are discovered, and making no charge, if there are no savings made.

We ask all our members to take advantage of this service.

The resolution was adopted without Comment.

AMENDMENT TO THE PRESENT LIEN LAW.

THAT WHEREAS some section of our Association find it necessary to have the present Ontario Lien Law amended, and they are asking our support to help them in securing the same, that the Executive Officers of this Section be authorized to co-operate with the executive officers of the Ontario Provincial Board, to assist them in securing such legislation, providing it meets with the approval of the Officers of this Section.

This was carried.

CONVENTION WOULD NOT ENDORSE MAIL ORDER INQUIRY

THAT WHEREAS it has been decided by the Officers and Members of the Ontario Provincial Board to ascertain as to the amount of injury that is being done to the Cities, Towns and Villages of Canada by circulating petitions for the signature of Retail Merchants, to show that they are in sympathy with this inquiry; that this meeting places itself upon record, as approving of the same, and that they urge upon every member of this section to sign the same when presented.

Mr. Miller stated that this resolution was being fathered by the Dominion Board. The idea being to find out what amount of business is being done in different communities without paying taxes.

Mr. Watters urged that by passing such a recommendation, and so endorsing the investigation, they were advertising the mail order business.

If the mail order house was sound economically, then no amount of resolutions would affect them. Moreover, if the mail order house was economically doing the business of the country, it ill-behooved the retail merchants to oppose it.

Still another member urged the wisdom of blowing your own horn, instead of that of the mail order house.

W. J. McCully suggested that the resolution be withdrawn. We are retailers, he stated, and can compete with the mail order house. The resolution was withdrawn.

INLAND TRADE COMMISSION

THAT the members here assembled place ourselves on record as being in full accord with the proposal of the Dominion Board of our Association to have an Inland Trade Commission, as well as a Bureau for the retail, wholesale and manufacturing trades under the Department of Trade and Commerce at Ottawa, to be conducted as is more fully set forth in the report of the Dominion Board on the subject.

This resolution was unanimously endorsed.

DISCRIMINATION IN PRICES

THAT this Convention desires to place itself upon record as being opposed to the system adopted by some manufacturers of giving special prices to some dealers, who make it a practice of advertising certain lines of goods at lower rates than the said goods can be purchased by the ordinary retail trade; and that whereas the legitimate retail trade are collectively the largest buyers, and as such, they contribute most towards the profit of manufacturers; that we ask that this system be discontinued, or otherwise we ask the manufacturers to adopt the price contract or re-sale selling plan, whereby these price-cutters cannot use staple lines for the purpose of deceiving the public.

W. J. McCully stated that when the price-cutter got through with cutting prices he would be out of business. Leave them alone was Mr. McCully's suggestion.

Mr. Miller pointed out that in other branches of trade this discrimination was a more serious item than in the grocery business.

Mr. Watters objected to the form of the resolution. It appeared, he stated that the merchants were afraid of the price-cutting. It was moved by Mr. Watters and Mr. McCully that the resolution be withdrawn. This motion was carried.

RECOMMENDATION REGARDING SMALL DEBTS

THAT WHEREAS it is the intention of the Ontario Provincial Board of our Association to apply to the Ontario Provincial Government for an amendment to the Division Court Act, whereby small debts can be collected at a very much lower rate than it now costs to collect the same; and that we are in full sympathy with such action, and we will do all we can to assist in securing the same.

Mr. Miller pointed out the advantage to be derived from this recommendation. And the matter was adopted without further discussion.

BUSINESS TAX RECOMMENDATION

THAT WHEREAS the officers and members of the Ontario Provincial Board desire to have the rate of 25% which is placed on the value of land and premises of all Retail Merchants, so as to ascertain the amount of business tax that they now pay, be reduced to 10% of the assessed value, instead of 25%, be approved of by this meeting, and that we hereby agree to assist the Executive Officers of the Ontario Provincial Board to secure the same.

Mr. Miller pointed out that expression of opinion had been received from merchants from all parts of the country,

which was something tangible to present to the Government.

D. W. Clark expressed full approval of the resolution, and thought it was one of great moment and one that the members of the Association should staunchly champion. The resolution was carried, without dissent.

DIRECT TO CUSTOMERS

THAT we, as Retail Merchants in Convention Assembled consider that it is not a fair practice for wholesalers to sell their goods to the Retail Trade, and at the same time solicit trade from those who are, or should be, our customers; and who do not carry stocks of goods, as this system is not only unfair to us, but it places us in an unfair position with those persons who are privileged to buy at, or near, the same prices that we are charged; and it also injures the business of the manufacturer.

We therefore agree that this subject should be taken up at the Joint Meeting of Wholesalers and Retailers, with a view to having the same discontinued.

It was moved that this recommendation be referred to the Dominion Board.

OFFICERS OF THE ONTARIO EXECUTIVE FOR THE COMING YEAR

President—B. W. Ziemann, Preston.

1st Vice-Pres.—D. W. Clark, Toronto.

2nd Vice-Pres.—Henry Watters, Ottawa.

Treasurer—F. C. Higgins, Toronto.

Secretary—W. C. Miller, Toronto.

Representatives to the Dominion Board—The Executive Officers.

Representatives to National Exhibition Board—Thomas Bartram, Toronto; D. W. Clark, Toronto.

TRANSIENT TRADERS AND HAWKERS ACT

THAT the members of this Convention herein assembled desire to place ourselves on record as being fully in accord with the proposal of the Executive Officers of the Ontario Provincial Board to have the present Pedlars' and Transient Traders' Act amended so as to prevent persons who are not engaged in the wholesale and manufacturing business, and who do not occupy premises in the municipality, from soliciting business from the householders within the municipality.

This recommendation was adopted without discussion.

RE WORKMEN'S COMPENSATION ACT

THAT we in Convention herein assembled, hereby strongly oppose any attempt to make the application of the Workmen's Compensation Act apply to the Retail Trade; as we understand that it is the intention of the Provincial Government to include all classes in its operations, we ask the Executive Officers of the Ontario Provincial Board of our Association to oppose the same, very strenuously.

Mr. Ziemann urged that the Association had spent money and energy in combating this Act, and he believed that possibly they were making a mistake.

The firms interested in this were the departmental stores, who were not members of the Association.

He urged that the Act be made effective against all merchants. Then he thought merchants would realize some of the benefits that the Association had been to them in protecting them against such legislation. The recommendation was finally adopted. Mr. McCully of Stratford and Mr. Ziemann of Preston being the only dissenting voices.

FALSE ADVERTISING

THAT we desire to place ourselves on record, as being strongly in favor of the Legislation secured by the Dominion Board of "The Retail Merchants' Association of Canada," to prohibit the false advertising of goods, and that members of this section be requested to forward to the Secretary of the Ontario Provincial Board of this Association, all advertisements, or catalogues, in which they find goods falsely misrepresented, and that they be requested to take action thereon.—Carried.

TO AMEND CRIMINAL CODE

An amendment to the Criminal Code was recommended, making the owner of a business responsible for any false statement made in any advertising. This was carried.

TRADING STAMP AND COUPON SCHEMES

THAT this Convention desire to place ourselves on record as strongly favoring the legislation which was secured by the Dominion Board of "The Retail Merchants' Association of Canada" to prohibit the giving of Trading Stamps, and coupons which are issued in an illegal manner, and we ask every member to forward to the Secretary of the Ontario Provincial Board of the Association, any advertisements, or coupons that are issued with the intention of violating the Trading Stamp Act.

This resolution was adopted.

PRESENT SYSTEM OF DISTRIBUTION OF CATALOGUES THROUGH THE MAILS

THAT WHEREAS we have learned that it is the custom of the Postal authorities to allow catalogues to be sent by freight to the various Postmasters of Canada, who distribute the same in their zones, at a much lower rate than the catalogue houses would have to pay, providing they were mailed from their head office, and that we herein assembled place ourselves on record as being in favor of the action taken by the Dominion Board, whereby they ask that all catalogues be treated in the same manner as ordinary mail.

Mr. McCully stated that two tons of mail order catalogues had been sent to Stratford and distributed there.

Mr. Watters stated that he was strongly in favor of this motion. It was an action, he said, to defraud the Government.

Mr. Miller stated that the Government were quite cognizant of this action. The resolution was adopted.

DISCUSSION OF LAWYER AS A FOOD CONTROLLER

Appointment of Hon. Mr. Hanna Calls for Much Criticism. Merchants Object to Appointment of Lawyer to this Post

D. W. Clark presented a resolution expressing the disapproval of the appointment by the Dominion Government of the Hon. W. J. Hanna, the legal representative.

(Continued on page 47.)

Why M.O. Houses Flourish

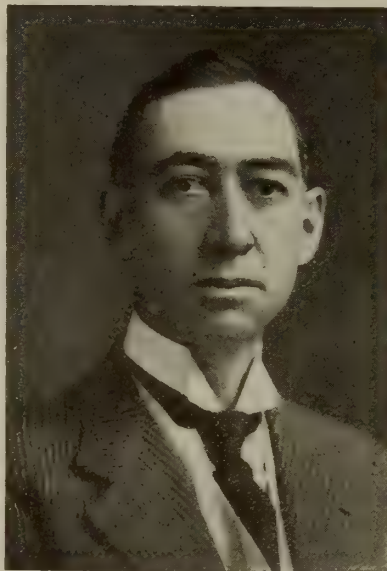
Retail Merchants Have Not Developed as Rapidly as the Farmers—Retailers Now Have to Justify Their Existence—Wholesaler Performs an Important Function.

"A DECADE ago in the United States, stated E. B. Moon, principal speaker at the Manitoba R. M. A. Convention, it was easy for a man to go into business. He got a line of credit and a little capital and opened a store. The people's wants were few and the merchants were reasonably successful. The result was, he made money. However, that era did not last long; competition became keen, and the farmers made more money. Their wants increased and multiplied, but the majority of the merchants merchandized as before, resulting in division and dissatisfaction of the greater part of agricultural United States with the retailer.

"About that time there came a new factor—the mail order element. That multiplied the problem and made still more dissatisfaction with the methods of distribution. Their problem now as retailers was to justify their existence as retailers, to show that they performed a service, and that the country could not do without them. In the United States some of the retailers made themselves believe that the wholesaler was the sand in the gear, but they found that the wholesaler performed a function and rendered a service, and that when he was eliminated it was necessary to pay for him just the same.

"What was wanted was better merchants, more efficient wholesalers, co-operation and brotherhood all the way. They had got to have an efficient store which was thoroughly organized. Many of them had learned that from the mail order houses. For many years the average retail store had not realized the cost of doing business, and had no system of conducting intelligent sales effort.

"Organize your stores," said Mr.



J. W. KELLY,
Elected President of the Manitoba
Retail Merchants' Association.

Moon. "I believe I am right in saying that it is not a system of accounting that you need so much as a system of retailing, which is a little bigger. You can have a good bookkeeper and yet be inefficient. However, you first want a good system of accounting so that you will know your costs, know when business is falling off, and why. You will know what lines are falling off and why, and where to direct your next effort to bring business up.

"Retail merchants fail because they do not know how and where to take their profits. The pathway of retailing is

strewn with wrecks because of that. In addition to the inventory you must have a gross profit sheet. The tendency for merchants is to cut prices here and there, and there and here, regardless of knowledge of where they will come out on profit. Perhaps the idea of price selling is to blame much for that. I have no regard for price cutting. There is another way to sell goods. I have little respect for the merchant who does not realize the danger of cutting prices haphazard without knowing where he is going. I think grocers are much to blame for this evil, because they have made it too easy for inexperienced men to get into business. But it is going to be so hard to run a store that only efficient retailers will be able to run one.

Want Efficient Clerks

"We will suppose you have got a good accounting system and you are selling the right merchandize; what else do you require? You want efficient sales help, efficient clerks. You city merchants have probably developed plans whereby you train your help in salesmanship, in the knowledge of goods, so that they can render service to your customers, but you country merchants have probably not got there, and it is as important to have efficient clerks as to be organized and to have a good system of accounting. In many respects the efficient help is more important. For the clerk stands for the proprietor, and the mistakes he makes can never be successfully met by the proprietor, for he does not hear about them. Thus there is no way of overcoming this difficulty but to train him in an intelligent way.

"In the olden days the traveling man was an instructor. He came with his trunks, stayed three or four days and told you all about every piece of merchandize he had. The old-time merchant actually knew merchandize, but competition became keen, and the traveling man comes in to-day and says, 'Mr. Moon, do you want anything to-day? I want to get out by the five train.' He does not



Group photo of merchants in attendance at Manitoba Retail Merchants' Association Third Annual Convention

want to spread out his goods; he is saving time and making you inefficient, and is losing money for his house. The traveling man should spend some time with his customers.

"There are a lot of country merchants who, when a traveler calls, say they have not time to look at his line. Those merchants are losing opportunities, and they need to revise their methods. They cannot afford to neglect to look at the travelers' goods whether they need them or not. They owe it to the community whom they are trying to serve to look at those goods. The traveler performs a valuable service, but for the past thirty years dealers have not been making the most of their opportunities in this direction.

"And some of the traveling men do not know their merchandize. They should not be sent out on the road until they do know it. We need to get back to the methods of a quarter of a century ago. Let us have the old-time traveling man back, and as far as merchandizing is concerned, let us get back to the old-time merchants.

"When you know your merchandize and you have told your clerks about it, do not forget that the important thing is courtesy in showing and answering questions about it. It ought not to be necessary to say this. The big chain stores lay more stress on courtesy than on any other item. In the United States we have a chain system of 225 stores. They started with a capital of \$10,000, and now have a capital of \$200,000,000. This firm has a book of instructions of twenty-two pages, and fourteen of these pages are devoted to courtesy in all its bearings.

"Why do I talk so much about clerks? In the United States much of the dissatisfaction with retailers is from people on the farms. Out of one thousand farmers' wives to whom I wrote, six hundred and thirty-two replied that one of the reasons they sent their orders to the mail order houses was because clerks in stores were inefficient and discourteous. Get those figures—632 out of 1,000.

They were dissatisfied with the spirit of the store, and when your country is settled as thickly as Illinois and Indiana, I hope you will not have this problem to deal with. If you train your clerks you will not have this trouble as we have had it, nor have the mail order problem as we have it to-day.

"When you have got your clerks efficient and rendering a service, what else? Years ago people used to go into a store and ask for things; farmers are getting away from that now. City people have not been asking for things for years. You have got to learn to tell your customers

what you have got, you have got to advertise it; that is the modern way of selling goods—reducing overhead. Advertising, how? Not merely by newspaper, not merely putting a picture in the paper and your name at the bottom, or publishing a picture of a piece of merchandize; advertise by telling people of the goods in your store, by describing them, and telling them all about them, by putting sales talk in your copy, and making them want your goods by giving ninety-nine per cent. of your efforts to description and one per cent. to price, display and arrangement."

Retailers Should Improve Advertising

Speaker at Manitoba Convention Tells Retailers How to Meet Outside Competition—Should Follow Mail Order Houses in Advertising.

E. B. MOON, speaking before the Manitoba Retail Merchants in convention last week, declared that rural merchants of Western Canada would some day have to look at the competition from a different angle than at the present time. "Whenever you get to the end of trolley lines you will have another class of competition," he said, "but the business that the city merchant gets away from you should not worry you. With their success you will grow proportionately. The rural merchants should be big enough and broad enough to know that large city dealers can handle certain articles at a profit which the smaller towns could not. In the United States the rural merchants made this mistake. The result was that the farmer and small town purchaser went to the mail order house.

"Do not be afraid to boost for the Winnipeg merchant," Mr. Moon declared. "In this problem of competition there should be dove-tailing of interests that will let both the small town and the big town merchant develop."

In speaking of mail order competition,

Mr. Moon said there were two ways to fight this evil; the first by a strong organization, and the second by informative and intelligent advertising. "Every merchant should be conscripted to belong to organizations of this character. The most efficient merchants in the United States are the ones who have belonged to associations the longest.

"On the point of advertising, I would say that the proper kind of publicity is the publicity that is bound to bring results and build up a business. Publicity advertising, in my opinion, is too old-fashioned. What the people want is informative advertising—the kind that will hit the nail on the head and answer all the questions desired by customers."

Copying M. O. Catalogues

Mr. Moon gave several examples of how they could profit by copying descriptions given in the mail order catalogue. He took the case of mackerel, and read the description which was of the most enticing character. He kept his audience in laughter by his comments on this copy. He drew attention to the fact that



held at Winnipeg, Man., June 12-13-14. A report of the Convention proceedings appeared in last week's issue.

the mackerel were all selected. He said you could almost imagine Sears-Roebuck standing on the shores of the Atlantic Ocean and picking these mackerel out specially for their mail order customers. Then he read to them the formula for brine which they use for preserving the flavor, and described their sanitary arrangements for packing them under Government regulations.

Proceeding, Mr. Moon said that in his store they copied this description, and their sales jumped to six and a half times what they were before they used that copy in their local newspapers. He drew the attention of his hearers to the fact that in the United States the mail order house sold goods in the sizes required by the farmers. When the farmers were pioneers their wants were few. Now that the farmer was prosperous many of the dealers continued to use their old methods of merchandizing. The dealers must first learn to sell his goods in right

they did this. One of the replies he received was from a very intelligent farmer, a graduate of an agricultural school, who was a thinking man. This farmer in his letter stated that one of the main reasons why they bought from the catalogue was because of the "lure of the unknown." The farmer and his family, after the chores and supper, sat down to look at the catalogue. Each saw something that he or she wanted. They were attracted by novelties. Eventually, the list was made up and the goods sent for. Then pleasurable anticipation reigned supreme until the goods arrived. "Who, asked this man, does not like to open boxes when they arrive from the mail order house? The goods bought were mostly what the women wanted. His wife sometimes thought she had no clothes to wear and the trusty catalogue was her salvation."

Addressing the dealers, Mr. Moon told them how important it was to be considerate to people from the country.



FLETCHER SPARLING,

General Manager, Hudson Bay Co.'s Winnipeg store, elected 2nd Vice-President Retail Merchants' Association, Manitoba Branch.

quantities and consequently to use the right kind of descriptive matter in his newspaper copy, telling the farmer all he wants to know about the goods. "If," said Mr. Moon, "you have a mail order house to compete with, get their catalogue and see that the description you give of your goods are not less attractive than theirs. Watch them change their methods and change yours to conform with them. Remember that they do things systematically. If they do not get the farmer to-day they will get him to-morrow, or the day after. The dealer, to compete with him, must have well laid down schemes for every week in the year, advertising goods that are in season. If you cannot write as good copy as the mail order house, then copy theirs."

Looking at this matter from a new angle, Mr. Moon told them that he picked out a list of farmers in the United States who were buying from the mail order houses. He asked a number of them why

OFFICERS OF MANITOBA R.M.A.

The officers elected for the ensuing year at the convention of the Manitoba Retail Merchants' Association follow:—

President, J. W. Kelley, Winnipeg; 1st Vice-president, R. J. Campbell, Brandon; 2nd Vice-president, F. Sparling, Winnipeg; Secretary, J. H. Curle, Winnipeg; Treasurer, T. A. Connell.

Members of the Dominion Board—C. F. Rannard, A. G. Box, J. A. Banfield, J. H. Curle and W. T. Devlin, Winnipeg.

Advisory Board—William Chambers, Hamiota; A. F. Higgins, Winnipeg; W. Jamieson, Selkirk; D. D. McDonald, Dauphin, and C. F. Rannard, Winnipeg.

PIG LEAD ADVANCES

New York Price Advanced From \$5.50 on Jan. 1, 1916 to \$11 on June 8, 1917.

The announcement by the Trust, late last week of an advance in pig lead to 11c New York, creates a new high level for pig lead since the outbreak of the war. In fact the price has exactly doubled in the period from Jan. 1, 1916 to June 8, 1917. The high price of pig lead has been reflected in practically all manufactured lead products, including white lead for painting purposes. The Trust price on June 5 was 10c. An advance of ½c to 10½c took place on June 7, and was followed by another ½c advance to 11c on June 8. The following table compiled by the American metal market, New York shows the price changes that have occurred since Jan. 1, 1916:

Opened	.....	Advanced	25c to	5.50
January 4	.....	"	15c to	5.75
January 7	.....	"	15c to	5.90
January 21	.....	"	20c to	6.10
February 9	.....	"	15c to	6.25
February 16	.....	"	5c to	6.30
March 3	.....	"	10c to	6.40
March 7	.....	"	20c to	6.60
March 14	.....	"	40c to	7.00
March 30	.....	"	50c to	7.50
June 2	.....	Reduced	50c to	7.00
July 5	.....	"	50c to	6.50
August 2	.....	"	50c to	6.00
August 17	.....	Advanced	25c to	6.25

August 18	.....	Advanced	25c to	6.50
September 15	.....	"	25c to	6.75
September 19	.....	"	25c to	7.00
December 5	.....	"	50c to	7.50
1917—				
January 29	.....	"	50c to	8.00
February 9	.....	"	50c to	8.50
March 2	.....	"	50c to	9.00
May 2	.....	"	50c to	9.50
May 17	.....	"	50c to	10.00
June 6	.....	"	50c to	10.50
June 8	.....	"	50c to	11.00

THRIFT CAMPAIGN AND PAINT SALES

War-Time Economy Should Encourage Painting—Authorities say "Paint Now" for Higher Prices Are Coming

In recent months there have been increased clamorings for the utmost economy, the elimination of waste, and the conservation of resources of all kinds, in order that war-time conditions might be met in the most efficient manner. At first thought such a situation appears to have nothing but terror and poor business in store for the paint dealer, for by many individuals painting is considered a luxury not to be indulged in until the return of more encouraging conditions as regards the cost of materials. On investigation, however, the situation is really found to afford the dealer in paint an excellent opportunity to stimulate business, for the preservative and waste-eliminating value of paint are the salient features of this line, and the stock and store can thereby be linked up directly with the national campaign for thrift.

In this connection the advertising value of windows featuring paint must not be overlooked, especially when arranged in conjunction with effective advertising in other branches. Window displays are a big factor in counteracting the effect of high prices of paint on sales and much should be made of the fact that manufacturers are still delivering the quality of goods, thereby enabling the consumer to get good value in proportion to money expended.

An interesting statement dealing with this subject was recently made by an authority in connection with the prevailing prices on paint products. This authority was of opinion that a year's depreciation on a house valued from \$1,500 up, represented a far greater loss than is represented by the extra cost of paint over that of normal times and conditions. He stated further that he believed the additional cost of painting in the next two or three years would be so much higher than it is at present, that it is economy to paint now.

This statement, coming from an authority on the subject, should also be an effective argument for the paint dealer in convincing the property owner of the advisability of "painting now."

TO BUILD BRASS ROLLING PLANT

Sarnia, Ont.—H. Mueller Manufacturing Company has completed plans for an extensive brass rolling mill, and work will be started on the plant in a few days. The plant, it is said, will be the largest of its kind in Canada. This will make the fourth plant in Canada.

IN the first year of their fight to get a toe-hold in the mercantile life of the Illinois town where their country store is located, the "Patrick Boys" did a total business of only a little more than a thousand dollars a month. Their trade for the year just passed touched the eighty thousand point—and that in a town of only two thousand inhabitants.

There is nothing unusual about the town or the country surrounding it; nothing particularly advantageous about the location of the store. Most young men, finding themselves with a store on their hands in such a little town, would have considered the case impossible. But the Patrick Boys believed that the proper kind of enthusiasm put into any proposition, anywhere, would produce success. They started first with the clerks in the store.

Regular meetings of the force were instituted right away; and at one of the first of them the senior partner said: "Now, boys, I want each one of you to go through the stock and make a list of any articles that seem to you to be moving too slow."

Before he had gone through half of the lists that resulted, and heard the comments of the clerks upon them, young Patrick realized that he had "started something." While some of the suggestions offered as to the movement of slow goods did not wholly meet his own judgment, he decided that it was better worth while to let a clerk make a mistake than to take a chance of chilling his initiative. So he said to his helpers:

"I'm going to give each of you a good, square chance to back up his judgment and put his plan over, just as if he owned the whole store. Each of you has his own customers and his own circle of friends. Beginning two weeks from to-day, we are going to have a series of week-end special sales; and the first will be Jim's sale, and will be so advertised. He is to select the articles to be used as leaders, and fix the prices at which they will be sold. He will write the advertising, and will personally arrange the window and counter displays.

"But there is one thing that we must clearly understand at the start: this is no narrow-gage contest between clerks for a personal popularity medal. Naturally, every one of you will hustle to get out all his friends when his own week is on; but the co-operation that each of you gives to the other fellow when the other fellow is having his week is going to count for just as much and perhaps a little more, in the eyes of my brother and myself, as will a big record



SPEEDING UP THE STORE

By FORREST CRISSEY

Reprinted from "Every Week."



for his own week. Now, go to it on that understanding!"

Special Sales Conducted by Clerks

Jim picked as his leader about the most hopeless article that he could find in the store. The season for putting up home-made preserves had been under way long enough, at that time, to demonstrate very clearly that, owing to the increased price of sugar, the housewives of the community were holding off in the matter of putting up fruit. A month before, based on the expectations of a normal demand, the store had bought a quantity of the best quality of can rubbers, and there was every indication that about two thirds of them would still be in stock when the home canning season was closed.

Owing to the unusual quantity involved in the purchase, these can rubbers had been bought very closely. Jim decided that a cut in price which would simply absorb the extra margin secured by good buying would prove a sufficient attraction to make the goods move. Of course, there were other leaders

for Jim's week; but he put the emphasis on can rubbers.

The sale opened Thursday, because the local newspaper appeared that day. Jim worked nearly all Wednesday night arranging his display. In the preceding issue of the paper he had had one preliminary advertisement, and he had passed the word along to all his personal friends that he was anxious to make his week the success of the store.

The procession of customers that crowded the store from Thursday noon until Saturday night demonstrated two things very conclusively: first, that Jim was a popular young man in the community; second, that the success of his sale was altogether too big to be accounted for on the score of personal popularity alone, and that most of it must be accredited to the soundness of his judgment in selecting his leaders and fixing their prices, and to the effectiveness of the merchandising methods that he brought into play.

When the door of the store was closed late that Saturday night, they had sold eighty gross of can rubbers. The sale had brought a number of new customers into the store, and the volume of business done was of almost record-breaking proportions. Jim didn't forget to thank the other clerks for the loyalty with which they had co-operated. Tom had the next turn, and Jim worked just as hard to make Tom's week a success as he had to score hard when his own name was heading the advertising.

(Continued on page 40.)

EDITORIAL COMMENT

SUBSTANTIATES VIEW OF TRADE PRESS

THE report recently submitted by the High Cost of Living Commissioner, W. F. O'Connor, following an exhaustive investigation of the manufacturing wholesale and retail trades confirms in many details claims made by the trade papers for many years past. One feature which stands out prominently is the portion of the report dealing with the business methods of the various trades such as cost accounting, selling methods, etc. For years the trade papers have urged upon all branches of the trade the necessity of having proper accounting systems—the necessity of knowing exactly how much it costs to do business—which lines were profitable and which were not. We have also urged upon retailers the importance of knowing how to figure profits correctly, and have published many articles with illustrations selling forth reliable systems. There has undoubtedly been a great improvement during recent years in business methods generally, due in no small measure to the efforts of the trade press. Mr. O'Connor has found in his investigation exactly what the trade paper editors found years ago and have tried hard to remedy. His comments in part follow:—

I wish that I could as highly compliment the manufacturing and trading classes of Canada upon their accounting systems and business methods as I can upon their generally fair conduct so far as taking profits is concerned, but I cannot do so. I have experienced the greatest difficulty in securing from most of them data which their own best interests would dictate that they should have always immediately available. Very many manufacturers and merchants have no precise idea as to what their products or wares cost, and so they find it impossible to work out their precise profits.

As to price fixing, some seem to sell for what they can get. They do not know their costs. Others make their prices the same as those of their competitors. Frequently I have noted that returns made showed profits in excess of real earnings. Essential elements entering into costs had been left out of calculation. Such manufacturers and merchants are simply "fooling themselves." Far too many of them charge themselves with nothing, or with too little, for depreciation. Others have no costs accounting system at all. Some are manufacturing or selling some lines which pay and other lines which do not pay, the losses due to the latter operating as a drag on the profits earned on the former. If they knew the facts they might drop the unprofitable lines. In the next block, maybe, is a struggling manufacturer or dealer who, if he could add to his trade the lines being manufactured or dealt in at a loss by the first-mentioned manufacturer, could 'coin money.' The installation of a proper costs system by the first-mentioned manufacturer would save, perhaps, both concerns. Its absence may mean in the course of time two bankruptcies.

What has this to do with the high cost of living? Much. Every business loss must be met, and the consumer pays. John Jones, the shoe manufacturer, fails. Smith, the tanner, loses \$1,000, and Anderson, the machinist, a like sum. These losses are part of the operating expenses of Smith's and Anderson's businesses. Every sensible manufacturer or merchant calculates as part of this operating expense an amount, based upon experience, to cover his losses by bad debts. He calculates his profits, in addition to his operating expenses. The consumer pays, as part of the purchase price of every article he buys at ordinary prices, these operating expenses, and profits as well. It is, therefore, to his interest that business be established as much as possible, that it be well conducted, that bankruptcies be avoided. He is the one who pays. He may purchase a watch worth \$20 for \$10 on January 1 at a bankrupt sale, but during the rest of the year he will be contributing to somebody his share of the amount necessary to pay the full price for not only that watch, but for every other article that was sold below the cost of production and marketing within an undiscoverable area of influence. He cannot escape. If he could, so could we all. We do not, we pay.

PROPOSED U. S. WAR TAXES.

THE United States Senate Finance Committee has incorporated in its war revenue bill a number of provisions which Canadians will follow closely when the bill is running the gauntlet of the Senate. Despite strenuous opposition from the mail order house interests a tax is suggested on parcel post packages of one cent on each 25c of postage, or approximately 4 per cent. on all parcels, on which the postage is 25c or over. This will mean that mail order houses will rightly be called upon to pay a large share of the tax. The mail order houses are undoubtedly benefited more than any other class by the parcel post system, both in Canada and the United States. One U.S. member is fighting the proposed tax on behalf, as he states, of the farmer. One of the chief arguments of mail order interests has always been that the farmer is the chief beneficiary under the parcel post system. Investigations have shown, however, that parcel post is only used to a very limited extent by the farmers. The mail order houses are the chief beneficiaries. They will undoubtedly put up a strong fight, and are strong lobbyists.

Another proposed tax is that on automobiles. The first plan was to impose a tax of 5 per cent. on the profits of car manufacturers. This met with tremendous opposition from car manufacturers, with the result that the tax if made effective, is being passed on to car owners. Cars costing \$500. or less to be taxed \$7.50 with increases up to \$25 according to

the value of the car. There is a possibility that an alternative may be adopted, fixing the tax at 1 per cent. of the retail value of the car. This would have the effect of reducing the tax on low priced cars, but greatly increasing the tax on high priced cars. Although a tax of 2 cents per gallon has been advocated on gasoline, from some quarters, no action is to be taken in this respect. There will probably be a tax on producers and this may be passed on indirectly to the consumer, who generally has to pay the price. Taxes are proposed on player pianos, talking machines and records, sugar, cocoa, tea, coffee, dentifrices and toilet soaps, telephone messages costing 15c or over. No action is to be taken on the proposals that taxes be placed on electric current, telephones, and that a general import tax of 10 per cent. be put into effect. The provision to tax toilet soaps and dentifrices would almost infer that at least some members of Congress look upon baths and the cleaning of teeth as luxuries.

STEEL MARKET WAITING

A STATE of expectant uncertainty pervades the United States steel market at present. Heavy Government needs loom up in the situation, but actual orders have not been placed and producers are more or less in a quandary. According to advices from Pittsburg, steel manufacturers, who have recently returned from Washington, state that although plans are being rushed ahead, they have not yet reached the stage where definite orders can be given. It has been predicted that Government needs, including those of the Allies may total 40 to 50 per cent. of the country's output. Government needs will undoubtedly be given preference over all other business, meaning further great delay to the latter. Mills and customers alike are awaiting Government action. In the meantime there are no defined market prices for finished steel products. Prices for future deliveries vary greatly according to circumstances. Prices on some lines of steel goods continue to advance. Furnaces are still marking up pig iron and there has been an advance of about \$2 per ton during the past week. Some furnaces are indifferent about selling as they have disposed of considerable of their output for the first half of next year. Many of the furnaces it is said, have not yet profited by the recent heavy advances owing to the fact that they are still shipping \$18 iron sold last August. They have had to pay high prices for spot coke in order to keep going and it is claimed have actually lost money on some recent shipments.

A WARNING NOTE

A TIMELY note of warning was sounded by H. Annis, managing director Marshall Wells Co., Ltd., in an address before the Manitoba Retailers in

Convention at Winnipeg. Mr. Annis warned the retailers to look ahead to the time when prices will decline. He advised them to keep a close watch on collections and prepare for the time when he will need cash on hand to meet competition. Comments are hardly necessary on Mr. Annis' remarks, a few of which follow:

"A condition now exists that demands your best care and judgment. You must have in mind a time when wheat will sell below the dollar mark. So you must not carry into this period accounts receivable that cannot be collected within a reasonable length of time. Nor must you carry into the time when goods will reach a normal price level a large stock of high-priced goods upon which you will take a loss.

"The present conditions are framing up a situation that will bankrupt any merchant that fails to heed these facts and does not shape his course to meet them.

"Place yourself so that you are in a position to meet competition, by having cash on hand instead of worthless accounts receivable, and do your buying to meet your requirements only, until we reach safer ground. Things that go up, usually come down. Consider the price of grain when the adjustments occur. The price of shares of stock. The price of merchandise and labor. I do not wish to be considered an alarmist, I do not feel that I am, but I do feel that we should realize at this time what we will have to go through at some future date, and I feel that those that have these matters in mind now, will be in a better position to come through, than those that take no thought of them.

"Many of us have seen labor begging to be put to work at \$1.00 a day and the price of everything else was in the same proportion. There never was on the face of the earth any such disturbance as now exists. Prices never were so high. Labor never was so high. We would be fools to think there will be no reaction.

"We may see a time when all these things are again subnormal. I do not care to see them. I went through such times once, and I do not want another dose, but if we avoid such a state of affairs, it will be because all good business men sense these things at *this* time, and because we all undertake to avoid them, rather than to court disaster by ignoring the possibilities now."

EDITORIAL BRIEFS

UNCLE SAM does not propose to be fleeced by profiteers. Coal and oil is being secured by the United States navy, at prices to be decided later by President Wilson. Canada might have saved a sizable sum if she had adopted the same principle at the outset of the war.

EVENTS IN THE TRADE

Business Changes

Woodrow, Sask.—Wm. Harper, hardware, has sold out.

Mirror, Alta.—Duitman & Johnson, hardware, are dissolving partnership.

Delisle, Sask.—P. E. Tufts, tinsmith, etc., has been succeeded by Tufts & Ashley.

Dinsmore, Sask.—Crone & Johannesohn, tinsmiths, etc., have dissolved, and are continuing separately.

Winnipeg, Man.—Fort Rouge Hardware Co., Ltd., has had name changed to Adanac Manufacturing Co., Ltd.

FIRE LOSSES

Thamesville, Ont.—E. S. Hubbell & Sons, hardware, have suffered loss by fire.

NEW PRESIDENT FOR NOVA SCOTIA STEEL

Montreal, Que.—Frank H. Crockard, vice-president and general manager, Tennessee Coal, Iron and Railroad Co., has been announced as president of the Nova Scotia Steel & Coal Co. The retiring president, Col. Thos. Cantley, becomes chairman of the board. The new president is credited with having successfully reorganized the Tennessee Coal, Iron & Railway Co., now a subsidiary of the United States Steel Corporation.

MADE DIRECTOR BANK OF COMMERCE

Toronto, Ont.—Charles N. Candee, president Gutta Percha & Rubber Co., Ltd., Toronto, and a number of subsidiary companies, has been elected a director of the Canadian Bank of Commerce. Mr. Candee commenced his business career as a clerk in a wholesale and retail rubber establishment in Syracuse, N.Y. In 1886 he was appointed assistant manager Gutta Percha & Rubber Mfg. Co., Toronto. He was appointed secretary of the company in 1889. When the business was reorganized in 1913, he became vice-president and managing director. In 1916 Mr. Candee was elected president and managing director. Mr. Candee has always taken an active interest in public affairs and charities.

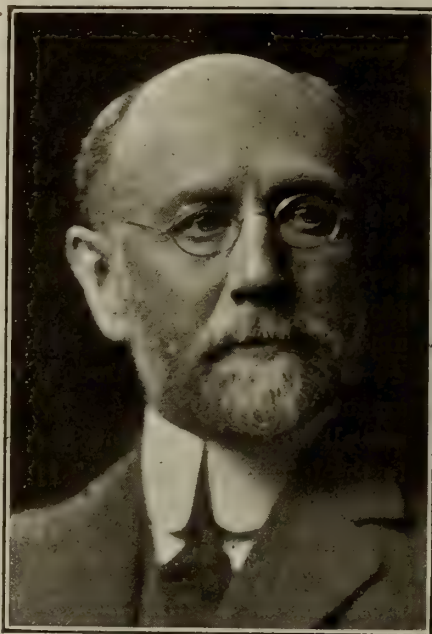
INCORPORATIONS

Toronto, Ont.—Pressed Metals Company of Canada, Ltd., has been Federally incorporated with a capital stock of \$2,000,000.

Montreal, Que.—Canada Iron Products Co., Ltd., has been incorporated with a capital stock of \$1,000,000.

COL. CANTLEY BECOMES CHAIRMAN OF BOARD

Montreal, Que.—Col. Thos. Cantley, who retires from the presidency of the Nova Scotia Iron & Steel Co., and becomes chairman of the Board of Directors, was elected president and general manager of the company in July, 1915. Mr. Cantley was born in New Glasgow, N.S., in 1857. He entered the service of the Western Union Telegraph Co. as a messenger in 1872. He became, in 1873, the first telegraph operator in the office of the Intercolonial Coal Co., Westville, N.S. Following the disastrous explosion in the Drummond workings, resulting in



CHAS. N. CANDEE,
President Gutta Percha & Rubber Co., Ltd., who has been elected a director of the Canadian Bank of Commerce.

—Cut by British and Colonial Press

a large loss of life, the practical loss of the mine, Mr. Cantley joined the Nova Scotia Forge Co. He was appointed general sales agent for the Nova Scotia Steel Co. in 1885, and shortly after became secretary of the company. He was made assistant manager in 1898; joint manager in 1900; elected Board of Directors, 1901; appointed general manager, 1901; elected second vice-president, 1909; elected president and general manager, 1915. Mr. Cantley has occupied a number of important public offices, and a few years ago travelled extensively in European countries in connection with the introduction and sale of Wabana ore in those countries.

HEAD OF OIL CO. ELECTED PRESIDENT C.M.A.

S. R. Parsons elected president of the Canadian Manufacturers' Association at the annual convention in Winnipeg last week, is president of the British American Oil Co., Toronto. Mr. Parsons was born at Port Hope, Ont., in 1854. He was one of the founders of the British American Oil Co., and has been president of the company since 1906. Mr. Parsons has for many years been active in matters pertaining to the Toronto Board of Trade and the Manufacturers' Association.

DOMINION INCORPORATIONS

The Canada Iron Products Co., Ltd., capitalized at \$1,000,000, head office, Montreal, to manufacture and deal in iron and steel and other metals.

The Pressed Metals Co., of Canada, Ltd., capitalized at \$2,000,000, head office, Toronto, to manufacture and deal in iron, steel, brass and other metals, etc.

Fabri-Cord Tire Co., of Canada, Ltd., capitalized at \$1,500,000, head office, Toronto, to manufacture all kinds of rubber goods, and particularly rubber tires and tubing.

The United Brush Co. of Canada, Ltd., capitalized at \$50,000, head office, Hamilton, Ont., to take over as a going concern the United Brush Co. of Canada, Ltd., Hamilton, Ont., and to manufacture and deal in brushes and brooms, whisks, etc.

PERSONAL

G. U. Angevine of the Turner & Seymour Manufacturing Co., Torrington, Conn., was in Montreal during the past week on business.

R. Misson of the Sherwin Williams Co., Montreal, has just returned from a business visit to the Western Provinces. He reports the Western territory busy, and noted that flaxseed was coming more plentifully into Winnipeg.

R. J. Younge, general manager of the Export Association of Canada, Montreal, who went to South Africa last March in the interests of the association and its trade relations with that country, is now at Johannesburg. He plans to sail on his return to Canada on July 6.

VISITORS TO TORONTO

John Douglas of Wroziter, Ont., hardware merchant, visited Toronto during the week.

R. J. McTaggart, Nobleton, Ont., general merchant visited Toronto during the week.

George M. Rice, Whitby, Ont., hardwareman, visited Toronto during the week.

R. McVittie of Southampton, Ont., general merchant, visited the city during the week.

O. B. Henry hardwareman of Drayton, Ont., spent Thursday of last week in the city.

A. E. Nichols, Fergus, Ont., hardware merchant, visited Toronto on business during the week.

Charles Sargent, hardwareman of Claremont, Ont., spent a day in the city during the week.

F. M. Lenahan, Durham, Ont., general merchant, spent a day in the city on business during the week.

W. E. Anthony, hardwareman of Brampton, Ont., visited the city on business during the past week.

S. W. Smith, Toronto manager of the Brandram-Henderson Company, was in Montreal this week attending the managers' convention of that company.

porated to carry on a general brokerage and sales agency business and to take over the hardware agencies carried by Henry G. Rogers. The head office is in St. John.

Robert Smith, a former resident of St. John and for many years engaged in the hardware business, died recently in Cambridge, Mass., at the age of eighty years. In his earlier days he was a shipbuilder and built the Marco Polo, the most famous of St. John's clipper ships.

Grant & Horpe, engineers and contractors of St. John, have practically completed arrangements for contract with the Imperial Munitions Board for the construction of two 2,500 ton wooden vessels. The old Peters shipyards on Courtenay Bay, St. John, have been secured and it is expected that the start will be made before long.

HARDWARE LETTER BOX

Dog Nets

Norfolk & Rochester Hardware Co., Ltd., Haileybury, Ont.—Please advise where we can purchase dog nets. Something with a strong heavy mesh.

Dovercourt Twine Mills, 1080 Bloor St., Toronto.—Ed.

* * *

National Separators

A. L. Shields, Kincardine, Ont.—Kindly let me know where to get supplies for National Separators.

National Dairy Machine Co., Goshen, Ind.—Ed.

* * *

Power Mangles

C. P. Moore, Sydney, N.S.—Kindly give names of firms making power mangles.

Canadian Laundry Machine Co., Toronto.—Ed.

* * *

Terrazza and Terrano

C. P. Moore, Sydney, N.S. — Kindly inform us who are the manufacturers of or dealers in terrazza and terrano—Italian productions for surfacing floors.

Italian Mosaic & Marble Co. of Canada, Ltd., Crown Tailoring Building, College St., Toronto, Ont.—Ed.

* * *

White Enameled Range

James Smart Mfg. Co., Brockville, Ont.—Will you kindly let us know who are the manufacturers of a white enameled range?

A. B. Stove Company, Montreal, Que.; National Stove Co., Lorane, O.; Eclipse Stove Co., Rockford, Ill.—Ed.

INDUSTRIAL NOTES

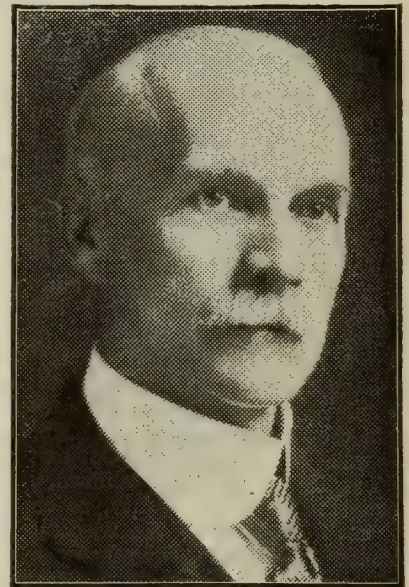
Hamilton, Ont.—The National Machinery Co. will build a plant here.

Ottawa, Ont.—The Ottawa Car Co. has let contracts for the erection of a repair shop to cost \$60,000.

Chatham, Ont.—International Harvester Company will erect a new foundry costing about \$15,000, in addition to the present plant.

Chatham, Ont.—The Gray-Dort Motor Co. have purchased the plant formerly owned by the Blonde Lumber Co. They will utilize the plant for the manufacture of auto bodies.

Fort William, Ont.—It is considered likely that the Canadian Car & Foundry Co. will build a large number of cars here in connection with the order which they recently received.



S. R. PARSONS,

President British American Oil Co.,
elected President Canadian Manufacturers' Association.

—Cut by British and Colonial Press

NEW FACTORY FOR HALIFAX

L'Air Liquid Society, of Montreal, Has Completed Arrangements to Establish Branch

A branch factory is to be established at Halifax by the L'Air Liquid Society, the Canadian headquarters of which are at Montreal, where the company has a large factory. Negotiations for the purchase of a lot have been completed by Charles Royer, the general manager, who was in Halifax last week. The factory will be located in the vicinity of the Cotton Factory siding, and will be 100 x 50. The company will manufacture acetylene cutting and welding machinery.

TOO LATE TO CLASSIFY

SITUATION WANTED

EXPERIENCED TRAVELLING MAN DESIRES new connection in hardware, stove or paint line. Good connection in Ontario. Box 474. Hardware and Metal.



COL. THOS. CANTLEY,

who has become Chairman, Board of Directors, Nova Scotia Iron and Steel Co

ST. JOHN, N.B. NEWS

Formation of St. John Sales Co.—Appointed Manager Jas. Pender & Co.—Company to Take Over Hardware Agencies—Death of Robt. Smith

Major Gordon R. Johnston, who has been invalided home from France, has been appointed sales manager for James Pender & Co., Ltd. Before going overseas he was connected with the Maritime Nail Company, also of St. John.

Stephen S. McAvity and G. Clifford McAvity have formed a partnership to carry on a hardware sales agency and commission business under the name of the St. John Sales Company. Both are connected with T. McAvity & Sons, Ltd.

Henry G. Rogers, Lloyd McL. Farquhar, Florence B. Essington, and Bessie Duval, all of St. John, have been incor-

THE JUNIOR CLERK'S PAGE

WILLARD--A FIREMAN WHO BECAME PRESIDENT

An Introduction to the Man Appointed to Command the Material Resources of America at War.

WHEN President Wilson decided the great national issue—when he decided to make war upon Germany on the side of the Allies—he decided wisely that the great executive heads which had been the guiding force of the nation in time of peace should direct the country's energies in time of war. With the momentous decision, war ceased to be "politics," it became "business." The industrial kings and financial princes were called upon for their advice and assistance. And one of the greatest of these was Daniel Willard, who has taken command of the material resources of America at war—transportation, food, manufacturing. Those who know Willard, and his rise through sheer ability, to command, have no doubt of the wisdom of the choice made; those who know him not may be interested in the following introduction by Edward Hungerford, in *Everybody's*:—

Willard was born to his profession. He has always been a railroader; ever since that day when he left the old school up at Windsor, Vermont, and enrolled himself in the service of the Central Vermont Railway, his rise has been swift and certain. He has fired a locomotive; he has sat upon the engineer's seat and driven the steed, day after day, month after month, mile after mile. He has been a superintendent, a general superintendent, a general manager, vice-president of well-managed roads like the Burlington, the Baltimore & Ohio, and the Erie. And seven years ago he came to the presidency of the Baltimore & Ohio, even then beginning to struggle out of the muck of almost hopeless inefficiency and financial despair into a first class trunk line railroad.

Willard, with the help of a loyal and devoted staff, placed the Baltimore & Ohio upon firm feet. He has made it not only efficient, but almost super-efficient. In the volume of its total earnings it is to-day the fourth or fifth largest railroad in America. In the methods of its operation and its traffic-getting it is second to none. And this is the railroad which as recently as the time of the Chicago World's Fair could not send passenger trains out of its terminals in Baltimore without waiting for incoming trains, so that the departing cars might be equipped with lamps and with drinking cups. And that was the year when it was seriously proposed by the Baltimore & Ohio that it should abandon its passenger service. The outlook was hopeless.

"If you want a big job, give it to the busiest man in sight."

It was a big job. The lifetime job of a big man, to take a historic trunk line railroad out of the ruck and place it on high.

But there were bigger jobs ahead for Willard—jobs to be met and executed before the Baltimore & Ohio contract was anywhere near finished. For instance, there was the rate situation. For a decade the railroads all the way across the land had been urging the Federal Government to give them financial relief—by the seemingly simple process of permitting a slight increase in their rates. The Federal authorities had not permitted such relief. It was broadly hinted the railroads had never "made their case." Willard was brought into it, placed in supreme command of their cause. He gave it the careful, detailed attention which is so characteristic of the man. He led this important fight of the railroads. And he won it—he won it hands down, irresistibly.

Willard's New Job.

In the first days when the grim god of war seemed to be at the very threshold of our house, President Wilson acted wisely in the choosing of a Council of National Defense. When, later, he created an Advisory Commission to this Council, he chose seven men to mobilize the nation, industrially, socially, economically. And in charge of transportation and communication, on this Commission, selected Daniel Willard, the Vermont boy who was born to his profession. Early in March Willard was made permanent head of the Advisory Commission.

Perhaps the President knew of the transformation of the Baltimore & Ohio, of the diplomacy and of the marvellous executive ability of its guiding hand. For Willard's reputation has gone afar. His loyalty to the property he heads is second only to his loyalty to the nation of which he is so active and valuable a citizen. He believes that he is, as president of the Baltimore & Ohio, in no small degree a public servant. He believes that the highest duty of any carrier is to serve the public. And his actions repeatedly show that these beliefs are not the cant of mere words. He has built his railroad into a public servant.

Within seven days after he had been placed in charge of nation transportation and communication, Willard was at work for the Government. He bespoke for it at once the interest and co-operation of the heads of the other great railroads of America. He knew that in any national crisis their interest and their patriotism were never to be doubted. And so he sought their co-operation. And not in vain. A full dozen of the biggest railroad executives in the United States closed their busy desks and, at Willard's suggestion, came hurrying to Washington.

When their conference was done a definite plan for the service of the railroads in a time of great national stress had been effected—a program which the railroad executives returned to study in detail as it affected their various territories. They had

been told of the great defense and offense plans of the tremendously efficient War College down on the point at Washington. The officers of the army, the teachers from the same college, had told them the part that the railroad must play in a national emergency. Some of them had learned for the first time the designated mobilization centers all the way across the land, the equipment necessary and assigned to each, the movement and direction of troop and munition trains from every one of them. And all the railroaders had promised the fullest co-operation—not only their own personally but also that of their huge organizations.

"We teach many things at West Point and teach them well," laughed one of the army men, "but we don't pretend to teach railroading."

What he meant was that for army transportation to reach its highest efficiency—and no other efficiency is even conceivable in a time of national crisis—the work would have to be under the direction of trained railroaders. There is no quarrel with this position. Army men have stated, and stated repeatedly, that, with the single exception of the regular army, there is no body of men in America so well organized and so well disciplined as that which works upon the railroad. Moreover, theirs is a brand of Americanism that is not open to doubt or to suspicion. President Wilson acted with great wisdom when he selected as well trained a railroader as Daniel Willard to study out the problem and to have it organized and rehearsed in advance.

The Man and His Work.

Now what of Willard? What of the man? Is he firm to the touch, pleasant to the gaze? Is he as good a neighbor as he is a citizen? Who is he? How does he do his work? Can he be transmuted from a national figure to flesh and blood, to the man who sits beside you in the car or whose elbow brushes yours as you pass upon the street? If you would know Daniel Willard a little better, come with me, in fancy at least, to Baltimore, to his high-set office in the fine building which is given over to the executive headquarters of his railroad. There you shall see him, the straight, slim, almost boyish figure of a man whose hair grays and yet who refuses to grow old. You shall see Willard at work—not on the problem of national defense this time, but in his more familiar environment—in the operation of the railroad.

You no sooner come within that office than you realize that you are in the presence of an executive, a man born not alone to railroading, but to a winning of the respect, the confidence, the co-operation of his fellows. For here is a man born to command, and now come into the fulness of his birthright.

Willard beckons you into a chair and begins talking to you of the railroad he heads, as intimately and as fondly as if it were his child in reality. He leads your glance across the room to a map of the system that spreads itself upon the wall; a map huge, and showing in exquisite detail the Baltimore & Ohio; an immense red, spidery thing, with its tentacles touching ocean and lakes, reaching across fat, farming counties and down into Nature's

(Continued on page 47)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

HANDY PUSH BUTTON

The Francis Rand Company, 401 Erie Building, Cleveland, Ohio, which has recently placed on the market a handy push button and holder for sounding the signal warning on Ford cars, has also brought out an attractive display card on which ten of the buttons are mounted. These display cards are attractively fin-



ished and are, the company states, especially helpful to the dealers in increasing their sales of the buttons, which retail at 50c each.

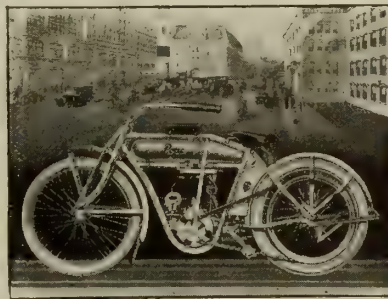
To attach it to the car the entire operation, which it is claimed requires but 5 minutes, consists of removing the finished nut at the top of the steering column,



placing the push button holder on the end of this column and then replacing the finished nut under the top of the push button holder; this holds the button. This button is designed for hard wear and is said to be fully guaranteed against any defects.

POPE LIGHTWEIGHT MOTORCYCLE

Westfield Manufacturing, Westfield, Mass., are introducing to the Canadian trade, through A. E. Bregent, Montreal, Que., the Pope lightweight motorcycle. The makers claim that it is a most economical mount with an average consumption of only a gallon of gasoline to 75 miles of travel. The motor is the four-cycle type.



It is not built for excessive power or speed, but, it is claimed, does more than expected of it on ordinary grades—and can maintain a speed faster than most laws permit.

One of the important comfort features of this model is the Pope spring seat post. The saddle is mounted on a lever actuating direct and rebound springs in the seatpost mast. These springs, it is said, very effectually protect the rider from jars and vibration.

Vanadium steel leaf springs and rocker construction similarly protect the front forks. Additional strength is given these forks by Pope truss rod reinforcements. Twin stem handlebars assure positive steering control.

The four horse-power motor, Eclipse clutch, Spartan belt, large Troxel saddle, heavy motorcycle tires, high tension imported magneto, it is claimed, all make for high efficiency, comfort, and simplicity of construction.

MASTER BATTERY

The "Master" battery has been perfected, and is being marketed by the Canadian Carbon Co., Ltd., 96 King St. W., Toronto. The makers state that the battery is weather and waterproof, and is equipped with a new safety cap. This



cap, it is said, in addition to giving the cell the important weather and waterproof feature, also makes it fool-proof. Many cells are ruined by short circuiting through carelessness and accident, and the new cap makes this impossible. The makers further state that the battery has been perfected so that it will withstand the ill effects of moisture and adverse weather conditions by minimizing the natural depreciation which takes place in the ordinary dry cell.

The novel construction of this type of battery is such, it is claimed, that it may be partially immersed or subjected to severe changes in temperature while in service without injurious results.

In construction the top of the cell is flanged outward; thus when it is placed in the outer container a dead air space is produced which, as in a thermos bottle, keeps the temperature uniform. The carton in which the cell is sealed is impervious to the action of water. This, it is said, is the construction which produces a water and weatherproof dry battery.

CATALOGUES & BOOKLETS

"Mor-Lite" Plant

Canadian Fairbanks Morse Co., Ltd., have issued an attractive booklet illustrating their Mor-Lite self-starting, self-stopping and self-running electric light generating plants for private use. Complete specifications of the plant are given, and its compactness combined with convenience for country homes are the chief features.

Yale Lock Catalogue

Canadian Yale & Towne, Ltd., St. Catharines, has issued a handsome catalogue of Yale Builders' Locks, Yale Builders' Hardware, and Door Closers. Preceding the catalogue proper, is an announcement that a considerable number of superfluous articles of builders' hardware have been omitted from the lines illustrated owing to their little use. On the fly leaf of the catalogue pictures are shown of the Yale works at various periods since the establishment at New-
port, N.Y., in 1840, until the present time, with illustrations of the Stamford Works. In the following pages of the booklet much technical information of interest is given, and the various specialties with new designs are thoroughly illustrated, with accompanying descriptions, specifications, etc.

SPEEDING UP THE STORE

(Continued from page 33.)

In the course of this experiment, which spread over about six or seven weeks, some of the clerks discovered that their judgment on certain articles and the prices at which they could be moved was decidedly faulty. On the whole, however, the plan of giving each clerk a week in which to show how far and fast he could go in the role of running the store was a decided success. Not only did it speed up sales, but it distinctly increased the team-work spirit of the force.

Making Use of the Show Windows

John Haakenson owns a country store in Wisconsin. It isn't a big store, but the percentage of its profit in proportion to the amount of business it does would make many a bigger merchant show envy. John got his training in one of the old-fashioned country stores, where the merchant knew very little about his costs, gave altogether too much credit, and complained that "a man couldn't get more than a decent living out of a country store." The day came when the local bank had to take over a store across the street. John went to the banker and arranged to buy the store in at a low price.

There then began such a show of speed as that section had never witnessed in a country store. The show windows, which had before been used to house bunches of speckled fruit and wilted vegetables, were painted, and dressed each week with something very seasonable and very appetizing—one week an attractive display of tea, with a card telling something about the history of tea; later, a display of dried fruits, with pictures of the sections where the fruits grew; and, again, a display of macaroni cooked in tempting forms, with signs to point out the nutritive value of macaroni and its usefulness in fighting the rise in the cost of living.

With the problem of the show windows solved, John turned his attention to the clerks. People who complain at the woebegone and generally ambitionless demeanor of country grocery clerks should take into account the fact that the average rate of pay for clerks is about twelve dollars a week. John knew that ambitious, live clerks can increase sales; and he couldn't possibly figure out how a man with a family to support can be either very live or very ambitious on twelve dollars a week. He began raising salaries among his clerks, rewarding good work before the worker thought to ask for it, pushing the payroll up, until to-day there is not a clerk in the store that does not get at least twenty dollars a week.

It was ruinous, said John's competitors. No country store could stand it. But they didn't understand: they didn't realize that John was running on high speed, while they were plowing along on low. Many things are possible on high speed that can't be done on low. John knew his costs to the last fraction: he was using his windows, using

the enthusiasm of his men, and especially using the brains of every man who came to sell him goods.

"Basket Sample Day"

No drummer ever escaped from that store without yielding John an idea as to how his sales might be increased. One day a drummer suggested a "basket sample day."

The general plan was to advertise a special "cash and carry" day on which a market basket of manufacturers' samples would be given free to every customer who bought a dollar's worth of goods, to be paid for in cash and carried away by the purchaser. Other country merchants had tried the plan, simply filling the baskets with everything the manufacturers were willing to give away. John went at it differently. He planned every item to go into the basket, and carefully considered its future trade-building possibilities. His aim was to have nothing in that basket that would not be a business-getter.

Then, of course, he made his selection of samples with an eye to giving as great a variety as possible. From the house of the salesman who gave him the suggestion he received four hundred quarter-pound packages of a high-quality tea. A big milling concern contributed an equal number of five-pound bags of flour, while a syrup concern sent three hundred small cans of its product.

Almost every manufacturer of grocery package goods was represented in that basket. In order to emphasize its appeal to the housewife, John secured four hundred neat aprons with pockets—and certain makers of woodenware contributed clothespins with which to stuff those pockets, ready for wash day. The exact retail value of the contents of that basket was \$1.10.

The "cash and carry" day was one of the biggest that this store ever had, and the four hundred baskets were swept away long before closing time.

"And did those baskets build trade?" exclaimed the drummer who suggested the plan. "Did they! Well, say, I can't speak for any of the other things that went into the basket, but I do know definitely about what the plan did to trade in the brand of tea of which we gave him four hundred samples. It simply multiplied it by five; and John has not only been able to hold this remarkable gain, but to increase it gradually ever since. Many other goods in that sample basket had much the same history.

"No merchant, however, should jump to the conclusion that a basket of any old samples shot over the counter and then forgotten will do the same work. For a month or more after the basket day you might hear a clerk in that store asking a customer: 'How did the coffee in that sample can suit your taste? Most of our trade have liked it immensely, and we are selling more than three times the quantity of it now that we did before the baskets went out.'

"Nothing that was represented in the basket was permitted to be forgotten.

That was the secret of the success of the whole thing. Basket day brought John so many new customers that he will probably repeat it, with an entirely different line of samples."

It is not difficult to find instances that point to the percentage system as one of the most effective devices that can be used in throwing the sales of a force of clerks into third speed. According to one traveling salesman for a big wholesale grocery, there is no other single thing that can compete with this for producing cash-register results and in getting their dependable repetition week after week. This man says:

Selling on a Percentage Basis

"The best country merchant that I ever encountered—he is not now in business—operated on a percentage basis. He had a cash-register drawer for each clerk, and the salesmen were paid a straight six per cent. on everything they sold. They were the liveliest, cleanest, brightest little bunch of grocery clerks I ever saw in one country store in my life.

"While each clerk had his own department or particular section of the store for which he was held responsible, you can bet that, with a commission of six per cent. in sight, no clerk stayed put inside his own little allotment of floor space. The service that customers of that store received was great. Of course, those clerks got more money than those working for any other store in my territory,—probably about sixty or seventy per cent. more,—but they certainly earned it.

"How can you expect any young man with the makings of any sort of a salesman in him to acquire a real spontaneous interest in the things that he is expected to sell, when he can see only twelve dollars a week as the top reward of his services? A retail grocer may not like to be told this, but the fact remains that right here is the real reason why the possibilities of retail grocery salesmanship have come so far from realization. On the average, foods are sold with less intelligence than any other form of merchandise. By this I mean that they pass from the hand of the retailer to that of the consumer on a more meager basis of information than any other kind of goods.

"Time and again I have said to storekeepers: 'If you and your salesman knew what is to be said about the teas that I sell you, and would pass that information on to the customers coming into your store, your sales would double inside of one month, and would keep that advance, too.' The same thing applies to almost every other form of foods. Take stuffed olives as an example. Give me a chance at ten housewives who are not in the habit of buying olives, for example, and I'll undertake to sell seven of them simply and wholly by telling them interesting story of how olives are grown and handled.

Tickling the Customer's Palate

"There is hardly an article of food
(Continued on page 52.)

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Higher prices were recorded in important hardware lines during the week, the only commodities in which there was an easier tendency being in linseed oil and turpentine. Steel and iron products of all kinds at the producing points registered new high levels selling at even higher prices than last week. The Government requirements of iron and steel has far exceeded the expectations of the mills and in their effort to meet it have been obliged to sacrifice much business to private consumers. Black sheets and galvanized sheets are becoming a scarce article in the Canadian market, due to the inability of dealers to get deliveries in the near future. There is a disposition in the United States to look for much higher prices in all lines of iron and steel, and if this occurs prices of hardware will inevitably be affected in a similar manner.

Higher prices were recorded on black sheets in certain quarters during the week and corrugated galvanized sheets were also moved to higher levels. Lines in which advances have taken place include wrenches, cotton twine, shoe thread, ice cream freezers, blasting and stumping powder, masons' hammers, hatchets, screen doors and windows, bucksaws, oil storage systems, conductor pipe, eavetrough, wire nails, bale ties, fine steel wire, fence staples and stove pipe wire. One of the cordage companies that has been out of the market on binder twine for some time returned again and announced higher prices. Mixed paints are in firm market. Business in hardware lines has been good during the week.

MONTREAL MARKETS

MONTREAL, June 20.—There are no reductions to record this week, and though advances in shelf goods are not numerous some of them are important. The ingot metals are in dull market. Rope and twine are likely to see further advances, and there is a very decided strength in cotton twines. While nails, wire, sheets and plates, and articles manufactured from sheet metal are still quiescent, advances are imminent in wares made of sheet metal. Chain is higher priced, and the market for iron and steel is firm and subject to difficulties in delivery. In the opinion of President Dowling, of the Hardware Association the full effects of the entry of the United States into the war are still far from being felt by the markets, and further developments may be expected daily, indeed, hourly, in the direction of firmness. Business, however, proceeds steadily and without apparent anxiety so far.

Shelf Goods Show

Further Advances

Montreal.

SHELF GOODS, ETC. — Still the change lists in shelf goods show few important alterations, but some advances this week are outstanding:

Knifehandle Wrenches Up

Knifehandle wrenches have advanced to plus 10% on list this week.

Coes Wrenches Advance

Coes wrenches are up to plus 25% on list, the list prices being as follows: No. 6, \$10; No. 8, \$12; No. 10, \$14; No. 12, \$18; No. 15, \$24; No. 18, \$32, and No. 21, \$39. One firm quotes 33 1-3% on list for Coes and 45% off for Trimos.

Scale Advance

The new discount on scales, both counter and platform, is 10 per cent. This was formerly 15 per cent.

Cotton Twine Up

The market for cotton is reported to be intensely disturbed and advancing, due to rumored shortage of crop. Cotton twine is advancing. Three ply is now priced 47½ cents a pound in one quarter, and 49 cents per pound in other directions. The 49-cent price is for 5-lb. sacks. Four ply is at 51 cents per pound where quoted, but is not carried by all wholesalers.

Cotton Seine Twine Prices

Following prices are quoted for cotton seine twine, which is also in firming market: No. 6, 49½c; No. 9, 44c; No. 12, 43c; Nos. 15-36, 42½c; Nos. 42-100, 42c per lb.

Wood Mouse-Traps Advance

A ten per cent. advance on the traps

made by the Animal Trap Co. in wood mousetrap lines is recorded this week.

Shoe Thread Prices

An advance in shoe thread lines was mentioned last week. The following are the prices of the lines affected: Acadia No. 8 is \$1.60 per lb.; No. 10 is \$1.67; No. 12, \$1.70; No. 15, \$1.77; No. 20, \$1.83 per lb. Barbour's No. 8 is \$1.79; No. 10, \$1.87; No. 12, \$1.90; No. 15, \$1.97, and No. 20, \$2.02 per lb.

Heavy Advances

On Wire Products

Montreal.

WIRE, NAILS.—As predicted in **HARDWARE AND METAL** wire products and nails have advanced heavily during the week. New prices follow:

Wire nails have advanced 25c per keg, making new prices as follows: Toronto, Hamilton, Milton, London, \$5.45 base.

Montreal, Gananoque, Collingwood, Owen Sound, \$5.50 base.

Prices for Windsor and Fort William remain unchanged as shown in current market quotations.

Fence staples, bright, have advanced to \$5.75 keg, and galvanized to \$6.75 keg, f.o.b. Montreal, Toronto, Hamilton, London.

Fine steel wire is now quoted 45 per cent. on list in place of 30 per cent. as formerly. Montreal, Toronto, Hamilton, London.

The base price on smooth steel wire has increased from \$6.25 to \$6.50. f.o.b. Montreal, Toronto, Hamilton, London.

Bale ties after remaining stationary since April have advanced 70c per 100 lbs. to the following prices:—

12 ga., \$6.75; 13 ga., \$6.85; 13½ ga., \$6.90; 14 ga., \$7.00; 15 ga., \$7.20; 16 ga., \$7.45.

Stove pipe wire has advanced 25c per 100 lbs. and is now quoted, No. 18, \$7.20; No. 19, \$7.70 per 100 lbs.

Chain Prices Are

Still Firmer

Montreal.

CHAIN. — Quotations on chain have been advanced by one firm in Montreal, the following prices applying to fire-welded proof coil chain: 3-16th. \$20.50; ¼, \$15; 5-16th, \$12.50; ⅜ths, \$10.75; 7-16ths, \$10.50; ½, \$10.35; 9-16ths, \$10.35; ⅝ths, \$10.20; ¾, \$10; ⅞ths, \$9.90; 1 in., \$9.75.

Fire Welded B.B.B. Chain: ¼, \$18.50; 5-16ths, \$16; ⅜ths, \$12.90; 7-16th, \$12.70; ½ in., \$12.50; ⅝ths, \$12.30; ¾, \$12.20; ⅞ths, \$12; 1 in., \$11.90.

Electric Welded B.B.B. Chain: ⅛th, \$15; 3-16ths, \$10.75; ¼, \$8.40; 5-16th, \$7.85; ⅜ths-¾ in., \$7.25.

Deliveries Uncertain In Iron And Steel

Montreal.

IRON AND STEEL.—While there is increasing firmness in all lines of iron and steel, and in some quarters advances are anticipated, the prices quoted last week remain steady for the present. Securing of supplies is more vexatious to the merchants and consumers concerned than the strength of the prices, and there are continual delays in delivery of different lines from the mills. Even worse conditions are expected in the future as far as United States mills are concerned, for it is felt that the war's effects are only beginning to tell on conditions on this continent.

Common bar iron, per 100 lbs.....	\$4 30
Refined iron, per 100 lbs.....	4 50
Horseshoe iron, per 100 lbs.....	4 55
Norway iron	11 00
Mild steel	4 90
Band steel	4 90
Sleigh shoe steel	4 90
Lead sheets, 4 to 6 lbs. sq. ft.. 16 75	.....
Tire steel	5 10
Toe calk steel, per 100 lbs.....	5 80
Mining tool steel, per lb.....	0 17
Black Diamond tool steel, per lb.....	0 17
Spring steel	6 35
Single reeled machinery steel	6 35
Iron finish machinery steel	4 95
Harrow tooth steel	5 05
Black Diamond cast steel, lb.....	0 17

Sheet And Plate

Market Steady

Montreal.

SHEETS, PLATES, ETC.—Canada plates are in still firmer market this week, and supplies are scarce to the verge of famine. Quotations for 52 sheets ordinary, are altered to \$10. Black sheets are in very firm market with every prospect of further advances, but the prices this week are not altered from those prevailing last week. Tinplate is increasingly scarce, and it is no easier to place orders for new supplies as the mills are well booked ahead, and the U.S. Government is watching the situation closely with the needs of the canning industry in view. It is likely that to conserve tin-plate supplies for canning of perishable goods, the canning of non-perishable goods of certain kinds may be prohibited. The market for galvanized plates is in similar condition to that for the other sheet metals, exceedingly firm, with scarcity of supplies.

SHEETS, BLACK.

	Montreal	Range
	100 lbs.	
10 gauge	\$9 50	\$10 00
12 gauge	9 60	10 10
14 gauge	9 65	10 00
16 gauge	9 75	10 10
18-20 gauge	9 80	9 80
20-22 gauge	9 85	9 85
26 gauge	9 90	9 90
28 gauge	10 00	10 00

We are Made Of Sheet

Metal Is Advancing

Montreal.

STOVES, ENAMELLED WARE.—Probably the expected changes in price of enamelled ware, tin-ware and galvanized ware are not far from realization now as the market for the raw materials of manufacture is firmer than ever. Manufacturers are delaying the actual step as long as possible, and it is believed that any changes in prices made will be quite con-

siderable. Contracts meantime are being fulfilled at the former prices, and the supplies of materials of manufacture in hand are reported satisfactory, but not over-plentiful. There may possibly be further advances in stoves and ranges by the fall, but at present all the information available is that materials are costing more than they did when last advances took place. Prices of stoves and ranges are in some quarters believed to be near the top.

Gasoline In Demand;

Coal Oil Quieter

Montreal.

GASOLINE AND COAL OIL.—The market for gasoline is very busy as regards demand. The automobile and holiday, or country residence, season is in full swing, and this increases automobile demand. The price of gasoline remains as last week at 32½ cents per Imperial gallon. Coal oil is not in such strong demand, but there is a fair call for this product for use in the summer-home coal oil cook stove, and similarly to some extent amongst city consumers. Royalite coal oil is quoted at 17 cents per Imperial Gallon and Palacine at 20 cents.

MONTREAL LATE CHANGES

Late advices from Montreal stated that steel has been advanced 15c per hundred pounds and bar iron 25c per hundred pounds.. Screw hooks and hinges up to 36 inches in the future are to be sold by list prices and not by the pound. Discount of this line is now 30 per cent. off list, which makes the price on 6-inch \$4.30 per dozen. Chaudrons will hereafter be sold at a price for each and not by the pound as in the past.

Advances Are On

The Way In Sisal

Montreal.

CORDAGE AND TWINE.—Since the advances recorded last week there have been no further changes in rope prices, but the market grows steadily firmer both for manila and sisal. Sisal basis did not advance last week, but is practically certain to advance shortly as there has been a 2-cent increase in sisal primary market and this will inevitably reach the product. Manila hemp is also in firmer market. News of a disquieting nature regarding cotton comes indirectly to Montreal merchants, and there is every likelihood that all forms of cotton rope will be found higher in price unless the rumored shortage of cotton crop is found exaggerated.

Lead Products Are

Firm, But Unchanged

Montreal.

LEAD PRODUCTS.—There is continued firmness in lead, but the principal lead products in pipe and sheet lead have not made any advances this week following the advances of last week. Demand for these goods is normal. A certain amount of new building is being done,

calling for supplies, and repair work is proceeding as usual for the season. Zinc materials are in fair demand. Quotations are as under:

Lead pipe, lb.....	\$ 0 19	.....
Lead waste pipe, lb.....	0 20	.....
Lead traps and bends	Plus 20%	.....
Lead wool, lb.....	0 19	.....
Lead sheets, 3½ sq. ft.....	0 19	.....
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.....		
Solder, guaranteed, lb.....	0 45	.....
Solder, strictly, lb.....	0 38	0 43
Solder, commercial, lb.....	0 35	0 40
Solder, wiping, lb.....	0 32	0 40
Solder, wire, lb.....	0 44	.....
Zinc sheets, per lb.....	0 23	0 26

Old Rubbers Down;

Old Metal Steady

Montreal.

OLD METALS, ETC.—Something of the dullness affecting the ingot metals has fallen upon the old metal market during the present week, although a fair amount of business is being done. Prices are practically unaltered. The only change is found in the market for rubber. Old boots and shoes of rubber quoted last week at 8½ cents are this week quoted at 8½ cents. The supplies offering are sufficient, and the rubber market is easier in this direction. The metals are being offered in fair quantity at prices as quoted last week. Lead materials show some firmness and are in demand. There is no change as regards iron and old stove plate, though the market in these is firm also.

Tea lead	\$ 0 07½	.....
Heavy lead pipe	0 10½	.....
Yellow brass	0 15½	0 16
Red brass	0 22½	.....
Light brass	0 11½	.....
Scrap zinc	0 09	.....
Heavy copper	0 27½	.....
Old cast iron, per ton.....	25 00	.....
Stove plate, per ton.....	18 00	.....
Old rubbers, boots and shoes.....	0 08½	.....
Overshoes, lumbermen's rubbers boots	0 06½	.....
Bicycle tires	0 03½	.....
Auto tires	0 06	.....

Ingot Metals In

A Dull Market

Montreal.

INGOT METALS.—"Stagnant" is the word used this week to describe the condition of the market for the principal ingot metals. There has been increasing dullness of tone generally, and uncertainty as to the future.

Tin Slightly Firmer

TIN.—Tin alone is firmer, and that only slightly. There has been no direct cable information from England for a day or two as to tin, but indirect information indicates further strength, and quotations are up to 64 to 66 cents for large business. Smaller orders would meet quotations from 4 to 5 cents higher.

Copper Unaltered

COPPER.—Copper continues dull at 36 to 38 cents. Smaller business might be supplied at the higher figure mentioned, and considerable orders might find easier figures than 36 cents.

Lead Steady and Firm

LEAD.—The market for lead while unaltered from the conditions described last week is firm and from 16 to 17 cents is quoted. For smaller orders \$17 to \$17.25 per hundred pounds would be quoted. This is a shade firmer for smaller business.

Spelter Steady

SPELTER.—Steady at 13 to 14 cents, spelter is not in any very active market this week.

Antimony Declines

ANTIMONY.—Antimony has shaded down this week to 27 and 29 cents, repre-

senting the high and low quotations at date in Montreal. There is very slight demand for antimony.

Aluminum Steady

ALUMINUM.—In only small demand aluminum is quoted at 72 cents as last week.

TORONTO MARKETS

TORONTO, June 21.—There is no disposition toward lower levels in any hardware lines during the week. Changes that were recorded during the week were all in the upward direction. Wrenches, masons' hammers, blasting powder, sand paper, bucksaws, hatchets are some of the lines in which higher prices have been recorded. Certain lines of gasoline and oil storage systems have been advanced owing to the high price of steel. Screen doors and windows are moving freely and ice cream freezers and refrigerators are in big demand. An advance was recorded in the price of ice cream freezers during the week. Business has been fairly good in hardware lines during the week.

Wrenches Moved**To Higher Levels**

Toronto.

WRENCHES.—Higher prices have been made effective on Stillson, Trimo and Coes wrenches. Following are net prices now prevailing on these various lines: Stillson, 6 in., \$12.50 dozen; 8 in., \$14; 10 in., \$15.60; 14 in., \$21.85; 18 in., \$31.20; 24 in., \$45.25; 36 in., \$84.25; 48 in., \$124.80.

Coes, 6 in., \$13 dozen; 8 in., \$15.60; 10 in., \$18.20; 12 in., \$23.40; 15 in., \$31.20; 18 in., \$41.60; 21 in., \$50.70 dozen.

Trimo, 8 in., \$14 dozen; 10 in., \$15.60; 14 in., \$21.85; 18 in., \$31.20; 24 in., \$45.25.

Ice Cream Freezers**And Sandpaper Higher**

Toronto.

FREEZERS, SANDPAPER.—Higher prices on ice cream freezers were named during the week in certain quarters. One-quart are now quoted at \$1.65 each; 2-quart, \$1.95 each; 3-quart, \$2.30 each; 4-quart, \$2.65 each; 6-quart, \$3.40 each; 8-quart, \$4.45 each; 12-quart, \$6.75 each. Demand for ice cream freezers is now starting in heavy with the coming of warm summer weather.

B. & A. sandpaper has been advanced in certain quarters Nos. 00, 0 and ½ are now quoted at \$8.75 per ream; No. 1, \$9.40; No. 1½, \$10; No. 2, \$10.65; No. 2½, \$11.25; No. 3, \$13.10.

Masons' Hammers**And Bucksaws Up**

Toronto.

HAMMERS, BUCKSAWS.—Higher prices have been recorded during the week on masons' hammers due in large measure to the condition in the steel market. Hammers of this classification for 5 lbs. and over are now quoted at

\$16.55 per hundred pounds, an advance of \$2.25 per hundred. Under 5-pounds the new price is \$18.75 per hundred pounds. Prince Rupert bucksaws have made an advance of approximately seven and one-half per cent, the new price being \$9 per dozen net. Here again conditions in the steel market have been the controlling influence at work for higher prices.

Blasting Powder**And Hatchets Go Up**

Toronto.

POWDER, HATCHETS.—Blasting powder and hatchets or various descriptions have been moved to higher levels during the week. On the latter goods Smart's lines have been advanced approximately 50 per cent. No. 1 shingle hatchets are now quoted at \$8 per dozen, No. 2 at \$8.80 per dozen and No. 20 at \$10 per dozen. Blasting powder has registered higher prices, together with dynamite and stumping powder. On blasting powder the new price is now \$2.75 per 25-lb. keg, which is an advance of 10c per keg. Dynamite 40 per cent. has been advanced \$2.50 per hundred pounds which now makes the selling price \$27.55. Stumping powder has made an even heavier advance, amounting to \$3.90 per hundred, and is now selling at \$22.55 per hundred. The advance has been occasioned through the scarcity of raw materials occasioned by the entrance of the United States into the war. This is the first advance that has taken place in these commodities for ten months past. There is a good demand reported for stumping powder from Ontario points as farmers have found it advantageous to get their land cleared up and put under production with the present high prices prevailing for food commodities. Clearing land by blowing the stumps out is meeting with greater favor in Ontario.

Gasoline And Oil**Storage Tanks Up**

Toronto.

STORAGE TANKS.—Higher prices were announced on gasoline and oil storage systems of the Gilbert & Barker make. The increase amounts to 10 per cent. The condition in this market is akin to so many lines into which steel enters, there being difficulty in getting quotations on steel for nearby delivery except from the smaller mills. All the large steel mills are filled up with orders on behalf of the United States Government which have right of way over all other orders.

**Conductor Pipe And
Eavetrough Advance**

Toronto.

CONDUCTOR PIPE, EAVETROUGH.—As intimated in these columns for some weeks past an advance has been recorded in the price of conductor pipe, eavetrough, conductor pipe elbows, bridge rolls and other similar lines. The increase amounts to approximately 20 per cent. The discount of these various lines is now 10 per cent as compared with 25 per cent. off list as formerly. The situation has been caused through the advancing market in galvanized sheets, which are now quite generally quoted at \$11 for 10½ ounce and in some instances at \$12. Demand for conductor pipe and eavetrough has been fairly good for this season of the year.

Heavy Advances**On Wire Products**

Toronto.

NAILS, WIRE.—Higher prices have been recorded in both wire and nails during the week, as predicted in Hardware and Metal in recent issues. They follow:

Wire nails have advanced 25c per keg, making new prices as follows: Toronto, Hamilton, Milton, London, \$5.45 base. Montreal, Gananoque, Collingwood, Owen Sound, \$5.50 base.

Prices for Windsor and Fort William remain unchanged as shown in current market quotations.

Fence staples, bright, have advanced to \$5.75 keg, and galvanized to \$6.75 keg, f.o.b. Montreal, Toronto, Hamilton, London.

Fine steel wire is now quoted 45 per cent. on list in place of 30 per cent. as formerly. Montreal, Toronto, Hamilton, London.

The base price on smooth steel wire has increased from \$6.25 to \$6.50. f.o.b. Montreal, Toronto, Hamilton, London.

Bale ties after remaining stationary since April have advanced 70c per 100 lbs. to the following prices:—

12 ga., \$6.75; 13 ga., \$6.85; 13½ ga., \$6.90; 14 ga., \$7.00; 15 ga., \$7.20; 16 ga., \$7.45.

Stove pipe wire has advanced 25c per 100 lbs. and is now quoted, No. 18, \$7.20; No. 19, \$7.70 per 100 lbs.

Black Sheets Again**Advance 75c Hundred**

Toronto.

SHEETS, PLATES.—Further advances in black sheets amounting to 75c per hundred pounds was recorded in some quarters during the week. This now makes the base size of 10-gauge \$10 per hundred. Stocks locally of black sheets are not heavy and there is much uncertainty as to when new supplies will be received. One large dealer stated they were practically out of the market on both black and galvanized sheets due to their inability to get deliveries. Shipments have been promised for July, August and September but in

the meantime they are almost entirely cleaned out. Galvanized sheets have been more generally increased to higher levels. One concern increased to \$11 on 10½ ounce from \$10, another held steady at \$11, a third advanced from \$11 to \$12 while a fourth concern held steady at the \$12 base recorded last week. Following is the range of quotations:

BLACK SHEETS—			Per 100 lbs.
10 gauge	\$ 9.55	\$10.00	
12 gauge	9.55	10.10	
14 gauge	9.45	10.15	
16 gauge	9.50	10.25	
18-20 gauge	9.30	10.15	
22-24 gauge	9.35	10.30	
26 gauge	9.40	10.35	
28 gauge	9.50	10.45	
29 gauge		9.60	
3-16 inch plate		10.10	
¼-inch boiler plate		10.00	
GALVANIZED SHEETS—			Per 100 lbs.
10½ oz.	\$11.00	\$12.00	
U.S. 28	10.70	11.70	
U.S. 26	10.40	11.40	
22 and 24	10.25	11.25	
18 and 20	10.10	11.10	
16	9.95	10.95	
14	9.85	10.85	

F.o.b. Hamilton, Toronto.

Corrugated Sheets Advance Over \$1

Toronto.

CORRUGATED SHEETS.—A big advance was recorded in the price of corrugated sheets during the week, in one instance the price going from \$7.25 to \$8.70 per hundred square feet on galvanized and from \$6 to \$7.20 on painted corrugated, for No. 28 gauge. Dealers point to an unusual state in the market for this commodity in that they are selling for less than the plain galvanized sheets, as they naturally should be higher when it is considered that the corrugating is extra work put on the plain galvanized sheet. On the heavier gauges there is practically no market quotation at the present time. Dealers will only give a price on gauge Nos. 24 to 18 from day to day when it is asked for. They do not carry them in stock and make them only according to specifications of contract. Standard galvanized shingles have also made an advance of \$1.60 per square, now being quoted at \$9.60, while the painted shingles advanced \$1.25 and are now quoted at \$7.50 per square. Siding metal has shared in the advance, standard galvanized being quoted at \$8.40, an advance of \$1.40 per square, while the painted is quoted at \$6.60, an advance of \$1.10 per square. Following are the quotations on corrugated sheets in which prices have been set:

	Galvanized	Painted
	Per 100 Sq. Feet	
No. 28 gauge	\$7.75-\$8.70	\$ 7.20
No. 26 gauge	8.50-9.60	

Prices on gauge Nos. 24, 22, 20 and 18 given only when required by dealers.

Iron And Steel Primary Markets Up

Toronto.

IRON AND STEEL.—New high record levels were made during the week at the producing centre of Pittsburgh in the United States when pig iron reached \$55.95 per ton. A week ago it

extraordinary level. And the \$50 mark having been so readily reached the prophets are now starting to talk \$75 iron. This is only one grade of iron, all others from the highest to the lowest having advanced in like proportion. Locally the prices on iron and steel held steady during the week, but as will be seen from the conditions in the United States market these lines are in very firm position and advances would not be improbable in the near future. Demand for iron and steel has been fairly good.

	Per 100 lbs.
Common bar iron	\$5.00
Common bar steel	5.25
Refined iron	5.35
Angle base	5.60
Horseshoe iron	5.25
Tire steel	5.45
Norway iron	9.00
Mild steel	5.25
Toe chalk steel	6.00
Sleigh shoe steel	5.25
Band steel	5.50
Spring steel	\$7.00 \$8.00
Mining tool steel	17.50 25.00
Sheet cast steel	26.00 35.00

Readjustment In Boiler Tube Prices

Toronto.

BOILER TUBES.—A readjustment of prices in boiler tubes was made during the week which provided for an increase in some instances and a lower price in other cases from these given last week. Mills are no longer quoting on this line of goods but stocks locally are fairly heavy and may meet the needs of the trade for some months to come providing an extra heavy demand does not develop. At the present time there is a fairly good demand. Following are the prices quoted on cold drawn and lapweld:

1-inch	\$33.00	\$
1¼-inch	36.00	
1½-inch	38.00	33.00
1¾-inch	38.00	32.00
2-inch	45.00	33.00
2¼-inch	48.00	35.00
2½-inch	50.00	38.00
3-inch	58.00	45.00
3¼-inch		51.00
3½-inch	70.00	55.00
4-inch	82.00	67.00

Lead And Zinc Products Very Firm

Toronto.

LEAD AND ZINC PRODUCTS.—Due to the situation in the pig lead and tin markets at primary points there is a firm position on lead and zinc products. Tin in the primary market at New York advanced 1¼c per pound last week and lead is holding steady at high prices. Demand locally for lead sheets and solder has been fairly good. Prices remained unchanged during the week.

Lead pipe, lb.	\$ 0.19	
Lead waste pipe, lb.	0.20	
Lead traps and bends	20% on list	
Lead wool, lb.	0.17	
Lead sheets, 3 lbs. sq. ft.	0.17½	
Lead sheets, 3½ lbs. sq. ft.	0.17½	
Lead sheets, 4 to 6 lbs. sq. ft.	0.17½	
Cut sheets, ¾ lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0.42	
Solder, strictly, lb.	0.41½	
Solder, commercial, lb.	0.40	
Solder, wiping, lb.	0.40	
Solder, wire, lb.	0.45	
Zinc sheets, per lb.	0.26	

Old Lead Pipe And Brass Quotations Up

Toronto.

OLD MATERIALS.—Higher prices were being quoted by dealers in old materials on heavy lead pipe, red brass, light brass and heavy copper during the week. Lead pipe advanced ½c, red brass ½c, light brass ½c and heavy copper also ½c for better grades. Tea lead was quoted down ¼c, while old rubbers, boots and overshoes were also quoted down ½c. There is a good demand for old materials with the exception of old rubber goods. Following are the quotations:

Tea lead	\$ 0.08¼	
Heavy lead pipe	0.11	
Yellow brass	0.15¼	0.15½
Red brass	0.22½	
Light brass	0.10	
Heavy zinc	0.08½	
Heavy copper	0.26	0.27½
Old cast iron, per ton		25.00
Stove plate, per ton	16.00	17.00
Old rubber, boots and shoes	0.08½	
Overshoes, lumbermen's rubber boots	0.08½	
Auto tires	0.06½	
Bicycle tires	0.03½	

Heavier Demand Than Ever On Oil Cookers

Toronto.

STOVES, ENAMELWARE.—Dealers in oil cooking stoves report the present season has witnessed the heaviest demand for these stoves which they have ever experienced. One concern is away behind with orders and is kept in hot water in an endeavor to secure supplies to meet the insistent demand. The demand for gas ranges is also better than some manufacturers are prepared to handle. There is a strong market on electric ranges, some dealers being oversold on this line. Demand for furnaces has been good for the season of the year, one manufacturer reporting that they are unable to supply one of their lines owing to the shortage of supplies while another line is in low compass. Prices on enamelware held steady with the demand good.

Higher Binder Twine More General

Toronto.

CORDAGE, TWINE.—Higher prices were announced by the Plymouth Cordage Company, during the week on binder twine which amounts to 3½c per pound. This concern had been out of the market for some time as they were sold up on visible supplies of twine they were able to handle. The company now announces what they can supply further quantities, but owing to the increased cost of fibre have been compelled to increase the price as follows: 500-foot, 19½c per pound; 550-foot, 20c lb.; 600-foot, 20½c lb., 650-foot, 21¼c per lb. These prices are the same as those recently announced by the International Harvester Company. An advance of 1¼c per pound has been made in the price of sisal fibre by the Regulating Commission of Yucatan which now makes the selling price of the fibre 18¼c. This places sisal rope in

a very strong position. All ropes in fact are in very strong position and an advance in these commodities would not come as a surprise. There are good stocks of Manila fibre in the Philippines but it has been impossible to get them moved to the United States on account of the shortage of ships. Demand for rope is somewhat quiet at the present time.

Lead Still High;

Pig-Iron Advancing

Toronto.

PIG IRON.—The pig iron market is unsettled by the extraordinary high prices now prevailing, and consumers are now in search of suitable grades to substitute for those which have become exceptionally scarce or risen beyond the means of the buyer to purchase. The coke situation is also causing considerable anxiety on account of the shortage and extraordinarily high price. The steel mills as well as the furnaces are feeling the effects of the coke scarcity. Prices of domestic foundry iron are still withdrawn. Bessemer iron is now being quoted at \$55.95 in Pittsburgh, while several other grades have reached the \$50 mark.

LEAD.—While no change has taken place locally in lead the market remains decidedly firm. In the United States the trade is awaiting developments. Lead at New York is now ruling at more than 2c lb. above spelter prices and an even greater difference is shown here. The delay in closing the U.S. government contract is causing serious complications in the trade. Price locally remains at 15½c lb.

COPPER.—The market is quiet and unchanged locally, although an easier tone has been evident in the United States. Prices locally range from 37½-38c lb.

SPELTER.—The situation is unchanged locally. The American market is stagnant. Local prices are 11½-12½c lb.

TIN.—The American market on tin showed further strength during the week; largely owing to uncertainty cause by the new arrival of cables from England. Locally the market is firm with prices ranging from 63-65c lb.

ANTIMONY.—Demand is light and the market is weak. Price still hold at 25c.

ALUMINUM.—The market is unchanged and price remains at 68c lb.

Screen Doors And

Windows Moved Up

Toronto.

SCREEN DOORS.—Higher prices have been made effective on screen doors and windows and the following prices are those now prevailing: No. 1 plain grained, \$13.60 dozen; No. 2 with brackets, grained only, \$16.80 dozen; No. 21 mission style, grained, filled and varnished, \$20.40 dozen; No. 8, panel bottom, \$24.60; No. 9, panel bottom with oval, \$29.15 dozen. Crated in half dozen lots prices are 60c per dozen less than the above prices. Window screen prices

are as follows: No. 1, \$2.55 dozen; No. 2, \$2.90; No. 3, \$3.65; No. 4, \$3.90; No. 5, \$4.15; No. 6, \$4.60; No. 7, \$5; No. 8, \$5.35; No. 9, \$5.90; No. 10, \$7.20.

Gasoline And Coal

Oil Market Steady

Toronto.

GASOLINE, COAL OIL.—With the continued heavy demand for gasoline

there was no disposition toward lower prices during the week. With the constantly increasing number of pleasure cars there has been a greatly increased consumption locally over this time last year. Coal oil is also in firm position. Gasoline is still quoted at 31½c to 32c per gallon, with benzine prices 1c per gallon less.

LONDON MARKETS

Heavy Advances

On Wire Products

London.

NAILS, WIRE.—New and higher prices prevail on wire products and nails during the week. Changes are as follows:

Wire nails have advanced 25c per keg, making new prices as follows: Toronto, Hamilton, Milton, London, \$5.45 base. Montreal, Gananoque, Collingwood, Owen Sound, \$5.50 base.

Prices for Windsor and Fort William remain unchanged as shown in current market quotations.

Fence staples, bright, have advanced to \$5.75 keg, and galvanized to \$6.75 keg, f.o.b. Montreal, Toronto, Hamilton, London.

Fine steel wire is now quoted 45 per cent. on list in place of 30 per cent. as formerly. Montreal, Toronto, Hamilton, London.

The base price on smooth steel wire has increased from \$6.25 to \$6.50. f.o.b. Montreal, Toronto, Hamilton, London.

Bale ties after remaining stationary since April have advanced 70c per 100 lbs. to the following prices:—

12 ga., \$6.75; 13 ga., \$6.85; 13½ ga., \$6.90; 14 ga., \$7.00; 15 ga., \$7.20; 16 ga., \$7.45.

Stove pipe wire has advanced 25c per 100 lbs. and is now quoted, No. 18, \$7.20; No. 19, \$7.70 per 100 lbs.

Oiled and annealed wire is quoted No. 10, \$6.41; No. 11, \$6.47; No. 12, \$6.55.

Wrenches Are Up;

Harvest Tools Steady

London.

WRENCHES, HARVEST TOOLS.—An advance of approximately 5 per cent. was recorded in the price of genuine Stillson wrenches during the week, which makes the new selling price 50 per cent. off list. Trimo wrenches are also quoted at 50 per cent. off list. Harvest tools held in a steady market during the week and were quoted at 33 1-3 per cent. off list. Poultry netting remained unchanged at the recent advance, now being quoted at 30 per cent. off list on Canadian makes.

Screen Doors And

Windows Higher

London.

SCREEN DOORS, WINDOWS.—New prices were quoted on screen doors and windows during the week. There is a good sale for these lines at this time of the year, but stocks are light. No. 1 plain, grained only, are now quoted at \$13.60 per dozen. No. 2, with brackets,

LONDON, June 19.—Important changes in hardware lines have taken place during the week, among them being oiled and annealed wire and stovepipe wire, wrenches, screen doors and windows. On the other hand declines were recorded in linseed oil and turpentine. There is a big sale of garden tools, which has been in progress for some time. Garden cultivators are now in particularly good demand since vegetables are now well through the ground. Warm weather lines are all good sellers, business in nearly all lines continuing good. Prices for the most part are in firm position.

White Lead In Oil

Goes Still Higher

London.

WHITE LEAD IN OIL.—An advance of 75c per hundred in white lead in oil was put into effect during the week which makes the selling price now \$19 per hundred pounds in ton lots and \$19.30 in less than ton lots. The advance follows in the wake of a steadily higher market for pig lead. This advance was announced in a panel inserted on page 56 of last week's issue of **HARDWARE AND METAL** while the paper was on the press.

Glass And Paris

Green Hold Steady

London.

GLASS, PARIS GREEN.—Prices on glass were firmly held during the week, although no change was recorded. Single and double diamond are selling at 50 and 10 per cent. off list, while cut lights are quoted at 50 and 5 per cent. discount. Paris Green prices also held steady, ½-lb. packages being quoted at 59¼c per pound, 1-lb. packages at 57¼c lb., 25-lb. drums at 55¼c, 50-lb. drums at 55c per pound and 100-lb. drums at 55c. per pound.

Sisal Rope In

Very Strong Position

London.

ROPE.—There is a strong tone in sisal rope due to a recent advance of 1¼c per pound in the sisal fibre. There has been no change in the price of sisal fibre for several months past, but, with the recent higher prices on the fibre, rope is in a very strong position and an advance would not come as a surprise. Quotations on sisal rope still hold at 24¼c per pound base. Pure manila rope held steady at the recent advance, being quoted at 37c per pound, British manila at 31c per pound base and New Zealand hemp at 31c per pound base.

grained only, are quoted at \$16.80 per dozen; No. 21 Mission style, grained, filled and varnished are quoted at \$20.40 per dozen; No. 8, panel bottom, grained, filled and varnished, \$24.60 per dozen; No. 9, panel bottom, with oval, grained, filled and varnished, \$29.15 per dozen. Screen windows are now quoted as follows: No. 1 \$2.60 dozen; No. 2, \$3.35 dozen; No. 4, \$3.90; No. 5, \$4.15; No. 6, \$4.60; No. 7, \$5; No. 8, \$5.35; No. 9, \$5.90; No. 10, \$7.20 dozen.

Garden Cultivators In Excellent Demand

London.

CULTIVATORS.—There is an excellent demand for garden cultivators at the present time now that vegetables are sufficiently through the ground to be cared for. There is a scarcity of these implements, however, due to manufacturing conditions. One of the lines, Bucco, is quoted at \$8 per dozen, while Pull Easy are quoted at \$12.60 per dozen.

Screen Wire Cloth Firm

Prices on screen wire cloth were firmly maintained at \$3 per 100 sq. ft. in 100 ft. rolls and \$3.05 in 50-ft. rolls for painted article. Bronze screen wire is quoted at 14c. per sq. ft.

WINNIPEG MARKETS

WINNIPEG, June 21.—Following on the heels of a comparatively quiet week as regards revised prices comes another week with conditions still subdued, and no doubt retailers will welcome the change, which will enable them to sit back and breathe a little more regularly for a few days, however, there have been some revisions and those which are noted below are extremely important and should not be overlooked.

Bar iron and steel have been revised again and new base prices issued provide for an increase of 25c per 100 lbs. This advance, of course, establishes new high-water marks for each line and it is to be noted that the small sizes in bar iron and mild steel now have the same base price. More than once **HARDWARE AND METAL** has reported the growing shortage of small rods and this continued scarcity has resulted in base prices being changed to a higher figure for these sizes. Stocks are by no means plentiful, but orders are being handled quite satisfactorily with the present demand. This latest advance has resulted in establishing the following base prices:

Bar iron, 3-16, ¼, 5-16, per 100 lbs., \$7.75 base; other sizes, \$4.75.
Mild Steel, 3-16, ¼, 5-16, \$7.75 base; other sizes, \$5.50.
Hoop Iron, 1¼, \$6.50 per 100 lbs. # 1½, 2, \$7.
Band Steel, \$6 base.
Harrow Tooth Steel, \$5.50 base.
Machinery Steel, \$6.50 base.
Plow Steel, common, \$6.50 base; crucible, \$7.50 base.
Sleigh Shoe Steel, \$5.50 base.
Spring Steel, \$6.50 base.
Tire Steel, \$5.60 base.

White Lead

Moves Higher

Winnipeg.

For the second time during the week an

Discounts on spades and shovels remained unchanged during the week at 35 per cent. on firsts, 20 and 10 per cent. on seconds and 12½ per cent. off list on fourth grade.

Lawn Hose Prices

Lawn hose season is now here, but frequent rains have as yet made its use not necessary to any extent. Corrugated ½-in. is quoted at 14c per foot, ¾-inch at 19c and 1-in. at 28c per foot. In full rolls 5 per cent. less.

Screen Door Hinges

Prices on screen door hinges remain unchanged at \$11 per gross for No. 20.

Linseed Oil And Turpentine Decline

London.

LINSEED OIL, TURPENTINE.—Lower prices were registered on both linseed oil and turpentine during the week. In 1 to 2 barrel lots linseed oil is now quoted at \$1.32 for raw and \$1.35 for boiled. In 3 to 5 barrel lots the quotation is \$1.31 for raw and \$1.34 for boiled. In 6 to 9 barrel lots raw is \$1.30 and boiled \$1.33 per gallon. This represents a decline of 8c. Turpentine declined 3c per gallon and in single barrel lots is now quoted at 68c, in 2 to 4 barrel lots at 67c and in 5-gallon lots at 75c per gallon.

advance has occurred in the quotations on white lead, each increase amounting to 75c per 100 lbs., to establish unprecedented prices for this commodity. Steadily during the past few weeks have advances gone into effect on white lead and present indications are such that further increases may be expected within the near future. The latest prices now in effect are as follows:

Decorators' Pure, ton lots, \$19.55 per 100 lbs.; less, \$19.90.
Decorators' Special, ton lots, \$18.55; less, \$18.90.

Further Advances In Wire Quotations

Winnipeg.

Another advance has been made in the prices applying on annealed and bright tinnings' wire of 25c per 100 lbs. This has been expected for some time past and was recently predicted in the columns of **HARDWARE AND METAL**. The advance now reported establishes new high levels for both these lines, as a review of the prices given will indicate. Quotations now being made are as follows:

Annealed Wire—9, \$6.95 per 100 lbs.; 10, \$7; 11, \$7.06; 12, \$7.15; 14, \$7.35; 15, \$7.50; 16, \$7.65.
Bright Tinnings' Wire—0-9, \$7.15 per 100 lbs.; 10, \$7.21; 11, \$7.27; 12, \$7.35; 13, \$7.45; 14, \$7.55; 15, \$7.70; 16, \$7.85.

No change was made in prices applying on hay baling ties, quotations being firm on the following bases:

Bale ties, 14 ga., single loop, \$7.20 per 100 lbs., Winnipeg; \$6.80 per 100 lbs., Fort William.

Firm prices are being maintained for barb wire also, with the demand very fair. Contracts, however, usually expire within the next month or six weeks and it is more than likely that when new contracts are

made, prices will have to advance. Present quotations are being made as follows:

Lyman 4-point, \$4.50 Winnipeg, \$4.20 Fort William, per spool 80 rods; Glidden 2-point, \$4.35 Winnipeg, \$4.05 Fort William; Baker 2-point, \$4.30 Winnipeg, \$4 Fort William; Plain Twist Wire, \$4.75 Winnipeg, \$4.35 Fort William, per 100 lbs.

Rope Advanced 2½ Cents Pound

Winnipeg.

Another big advance has been recorded in prices applying on pure manila and British manila rope of 2½ cents per lb. This added to the old price makes this commodity almost prohibitive in price and is almost sure to result in orders being curtailed; this, however, cannot be determined definitely as yet, time being the only way which will tell. The new prices are:

Pure Manila, 36½c per lb. base; British Manila, 30c per lb. base.

Pipe Prices Firm; Enamelware Firmer

Winnipeg.

No further change has been made in wrought iron pipe over that recorded a couple of weeks ago and the market seems fairly steady on the present basis. However, that the top price has been reached is hardly likely and a further advance may be made at any time. Quotations now in effect are given herewith:

Per 100 Ft.	Wrought Iron Pipe.	
	Black	Galv.
¼ inch	\$ 5 63	\$ 7 97
⅜ inch	5 72	8 06
½ inch	7 34	9 14
¾ inch	9 27	11 70
1 inch	13 73	17 28
1¼ inch	18 57	23 40
1½ inch	22 19	27 95
2 inch	29 84	37 62
2½ inch	47 84	60 12
3 inch	62 55	78 66
3½ inch	77 40	.....
4 inch	91 70	.....
4½ inch	108 00	.....
5 inch	126 00	.....
6 inch	163 80	.....

It is expected that another advance in enamelware may be made in the very near future, but quotations now in effect are the same as those which have been ruling for some months back. The discounts are given below: On Canada ware, 20%; Imperial ware, 30-12½%; Premier ware, 20%; Colonial ware, 30-12½%; White ware, 50-10%.

Oil And Turps Remain Stationary

Winnipeg.

The local market on linseed oil remains firm and no radical change is imminent. Sales are very fair, though no tendency towards booking far ahead has been evidenced as yet. Stocks have been sufficient to take care of the demand and no immediate shortage is expected. The present prices remain unchanged, at the following figures:

Raw, \$1.58 per gal. bbl. lots; boiled, \$1.61 per gal. bbl. lots.

Turpentine has also remained stationary during the week and prices named herewith represent the basis of the market as it has held for the past few weeks: 85c. per gal. bbl. lots; 88c. per gal. ½ bbl. lots; 90c. per gal. 5 gal. and 1 gal. lots.

Manufacturers of mixed paints are
(Continued on page 52.)

ONTARIO MEMBERS DISCUSS RESOLUTIONS

(Continued from page 29.)

representative of the Standard Oil Company as Food Controller, and deprecated the fact that lawyers were always named for these positions.

Mr. McCully thought the Government had made a good choice—and if Mr. Hanna was forth \$25,000 to the Standard Oil Company he would be worth a good deal to the country.

Mr. Watters claimed that it was not much of a compliment to the business interests of the community that a lawyer was appointed as food controller.

Mr. Dowson thought that there were plenty of merchants capable of holding the position, but he urged that the Association was late in its protestations.

Neil Carmichael held that now was not the time to quarrel with the appointment but rather to make the best of the conditions, and to concentrate energies on what was most wanted and support the man who had been appointed to the work.

There was such a difference of opinion in the matter that Mr. Clark withdrew the resolution with the comment. "Its right all the same."

FREIGHT AND CARTAGE CHARGES

THAT in view of the fact that freight and cartage charges are being paid by some Retail Merchants, and not by others, that we deem it advisable that all our members be notified that those who do not wish to pay freight and cartage charges, that they specify this when purchasing their goods, as we find that a very large number of our members make the condition when buying, that the goods must be delivered to them free of freight or cartage charges, and they are buying and receiving their goods on these terms.

And we believe further that before any charges are made by the Railways in Freight Rates that they should notify the Secretary of the Dominion Board of our Association at Ottawa, of their intention and give us opportunity of meeting with them to consider the question before any definite action is taken. The present system of raising the rates without giving any justification for doing so, raises a doubt in the minds of the merchants, as to whether the increase is justifiable or not, and when doubt and uncertainty exists, there is always dissatisfaction. On the other hand, if the reasons for an increase were explained to the merchants, and they found them to be fair, all doubt and uncertainty would be removed.

This Convention therefore recommends that the above resolution be adopted, and forwarded to the Ontario Provincial Board to take action thereon.

Mr. Miller, in presenting this resolution, urged the injustice of merchants paying freight charges at both ends. The recommendation was then passed without comment.

RETURNED SOLDIERS

THAT in view of the fact that representations have been made by the National Service Board of Canada to the effect that a large number of Retail Clerks and others in the employ of Retail Merchants have enlisted since the outbreak of the war, and whereas a large number of them are now returning, partially disabled, as well as wounded, and that they are discharged from the Convalescent Homes, and they seek employment, that we as members of "The Retail Merchants' Association of Canada,"

request the co-operation of all Retail Merchants in assisting them to secure positions, which will not only be suitable for them, but also be as remunerative for them as possible, and that we urge all Retail Merchants the necessity of giving them the preference, so as to show our appreciation for the sacrifices they have made for their King and Country.

And be it resolved further that a Committee be appointed in every Branch of our Association throughout Canada to co-operate with the National Service Board and the Dominion Board of our Association in order to secure statistics and other information, relating to the qualifications of those seeking employment.

Mr. Watters urged that the Association join with the Soldiers Aid Commission in furthering this idea, this was added as an amendment to the original resolution. The amendment was called unanimously.

The Trade Press Thanked

A Resolution of thanks to the Press who have always so well and ably upheld the interest of the trade. The resolution was unanimously carried.



MONTREAL MANUFACTURER VISITS WEST

After an extensive tour of the middle West and the Pacific Coast E. Goodwill, of the Thos. Davidson Manufacturing Co., Ltd., Montreal, has returned to Montreal. Mr. Goodwill spent some time in Winnipeg, points West on the Prairies, including Moosejaw, and went on to Vancouver, Victoria, and New Westminster, B.C. He found conditions over the whole tour exceedingly interesting and encouraging in business outlook. Vancouver he found fully recovered from the early depression following the outbreak of war, and busy not only with ship-building but in all lines of general business. Houses which had been empty for many months were occupied, and rents were on the up-trend again. In Moosejaw Mr. Goodwill found several new homes in building for residents of the working and business community, and the city showing every sign of prosperity and progress. Similarly throughout the prairies where the farmers are well-to-do and business outlook is excellent. Altogether Mr. Goodwill's trip was an encouraging one.



WILLAR—A FIREMAN WHO BE- CAME PRESIDENT

(Continued from page 38)

great coal bins, winding themselves around a dozen cities—each of these a traffic center expressed in great dirty yards and the exchange of many hundreds of cars a day.

He rises with you and goes across the room. In a few brief, simple sentences, and with the aid of the big map, he tells you of the strategic position of his road, hints at some of his ambitious plans for it in the future.

"To-day we are just past one era of expansion," he says, "and just ready to enter another. Up to this time we have been trying to work what we have at a higher efficiency. Take this matter of train tonnage—the average load of freight that we are carrying in each of our trains on this road. In 1910 we thought four hundred and forty-two tons fair railroading; last year the figure stood at seven hundred and sixty-one, and that was really big when

you think of all the train loads of empty coal gondolas returning to the mines that we must bring into the reckoning. This year we have set eight hundred as the mark, and we are going to do better than that. We are done with our first program of line revision. It took one hundred and twenty-five millions of dollars out of our treasury to accomplish it, but now that it is done we can bring a four-thousand-ton coal train down the main line, and I've a right to ask our operating department to make the average train load of the system go over eight hundred tons. Train loading is the game in railroading to-day."

You are a bit interested in that plan of line revision, and you say so. Willard's eye glisters. He takes a pencil out of his pocket and uses it as a pointer upon the map. Here is the main stem of his system. Here is Cumberland, "a tangle and combination of lines that run back through the furrowed hills to deep-set mines, and beyond the hills to the plains and traffic cities of the central portion of the land."

And here is Martinsburg, where many lines diverge—lines of the Baltimore & Ohio system, of other railroads, too—steel pathways that lead to three or four ocean ports, as well as to thirty or forty manufacturing cities whose hungry furnaces must be fed coal—coal by the trainload, each hour of the twenty-four. It is just seventy-eight miles from Cumberland to Martinsburg, and over that seventy-eight—the bottle-neck of the system—moves a vast traffic. Measured in cold statistics it is over twenty-two million ten-miles to the mile in a year. Each of those seventy-eight miles earns for the railroad that owns them one hundred and twenty-eight thousand dollars annually. It takes a railroader to feel the full force of those figures.

But the real bottle-neck, the crux of the situation, has been seventeen miles out of that seventy-eight—seventeen miles of double-track, filled with extremes of grade and curvature, and folded back almost upon itself. It mattered little what records of train loading might be made by the diligent train masters on the other sixty-one miles of the bottle-neck—they all came to grief at the seventeen-mile stretch.

To-day this stretch has been bridged by an almost ruler-edge link of double track, with nearly as little grade and curvature as one might find in a good road laid down across Illinois or some other prairie state. And because the new link—they call it the "cut-off"—is ruler-edge, it is but eleven miles long. Those eleven miles are cut deep through the furrowed hills, burrowing their hearts time and time again through smooth bored tunnels. Twice the "cut-off" leaps the river, upon stout bridges trussed so high that steamboats could float leisurely beneath them without ever the doffing of a jack-staff.

"The cost?" you venture.

"Six million dollars," replies Daniel Willard: "a million dollars for each mile we saved. We had to have it, though."

You smile triumphantly. You know the economic romance of grade revision. You air your knowledge. "You are going to make your overhead by your saving in operating cost," you suggest to him. "The locomotive fuel those six miles saved, those grades and curves eliminated, is going to pay a good portion of the bill."

He shakes his head—no. "I wish we might," he says sadly. "While that helps, it was not the guiding factor in this particular instance. The factor here was the necessity of continuing across that seventeen-mile bridge of bad line the four tracks that we have placed over the other sixty-one miles from Cumberland to Martinsburg. We all felt that we could not afford from any point of view to four-track, or even three-track, poor line. We did the right thing. We looked forward and we builded for tomorrow. But it cost—it cost away beyond anything we might hope to save each year in operating at the present volume of our business."

WEEKLY PAINT DEPARTMENT

Secured Names of 160 Prospects

By Following Out a Hardware and Metal Suggestion, a Prescott Hardware Merchant Gained Wide Publicity and Good Will—Also a Good List of Prospective Paint Purchasers.

BY following out one of the suggestions offered in the Annual Spring Number of **HARDWARE AND METAL**, W. F. Macpherson, hardware merchant, Prescott, Ont., has secured the names of 160 live paint prospects—residents in the community, who need paint and need it badly. In fact, the need is so obvious that it has been noticed by children, all of whom are under 16 years of age. One hundred and sixty names of live paint prospects is a list which every hardware man would or should be glad to have. A list of this kind, if used properly, should be the means of greatly increasing paint sales. Mr. Macpherson is following up the prospects both directly and through the paint manufacturers whom he represents. In a letter to **HARDWARE AND METAL**, Mr. Macpherson stated in part as follows:—

"I might say that I think the contest turned out very satisfactorily. In all, I had over 160 paintings returned, together with 160 prospects, which I am following up, both directly and through the paint makers whom I represent. I thought I would let you know, as I think this publicity is worth the money."

HARDWARE AND METAL, in the Spring Number (March 24, 1917), published an ad. suggestion including an illustration of a house, a reproduction of which appears on this page. An article accompanied the ad. suggestion, telling how the retailers could conduct a local house coloring contest and thus secure names of residents in the community, who needed paints. Complete details were given as to how the campaign should be conducted. Estimates were given as to the probable cost of the campaign. **HARDWARE AND METAL** undertook to supply the large electros of the house (4 in. x 5 in.) at a cost of \$1 each, barely enough to cover cost of making cut and paying postage. The idea was a practical one and many retailers took advantage of the opportunity to conduct, at small expense, a contest among the school children. Practically all merchants followed out the idea exactly along the lines suggested by **HARDWARE AND METAL**. A description of Mr. Macpherson's campaign will therefore give readers an idea of how the contests were carried out.

After securing the illustration, an ad. was inserted in the local newspaper. The ad. occupied space measuring 8 x 12 inches. The local printer was instructed to hold the matter in type and run off, in addition to the newspaper ad., a number of hand bills for distribution. In

many homes, there were two or three children, each of whom wished to enter the contest. The newspaper ad. stated that extra copies of the advertisement could be secured at Macpherson's hardware store. Three prominent residents of Prescott were announced as judges of the contest. They included a lady teacher in the Prescott public school, the mayor of the town, and the U. S. consul. Ten prizes were offered, five for girls and five for boys, as follows:—

1st Boys' Prize	\$2.00 in cash
2nd Boys' Prize	1.50 in cash
3rd Boys' Prize	1.00 in cash

(Continued on page 52.)



Boys
and
Girls

Color this House and Win a Prize

Boys and Girls of Prescott and in the country round about, we want to know how each of you would paint this house—what colors you would use, this supposing that you owned this house and wanted it freshly painted? (Color the rest of the picture if you wish.)

So color the house in this advertisement, with crayons or water colors, as you choose. Then cut out the advertisement and mail or deliver to us on before **24th May**.

Be sure to give answers to the questions asked in this advertisement, in the spaces left for them.

We shall give prizes to five boys and five girls—ten prizes in all. These prizes will go to those boys and girls who send in the best work, with questions answered. We have asked the following three persons to do the judging, and their awards must be accepted as final.

Miss Phyllis Brown,	Mr. F. S. Evanson,	Mr. F. C. Denison,
Kindergarten Teacher	Mayor of Prescott.	U. S. Consul, Prescott.
Prescott Public School.		

1st Boys Prize,	\$2.00 in Cash	1st Girls Prize,	\$2.00 in Cash
2nd Boys Prize,	\$1.50 in Cash	2nd Girls Prize,	\$1.50 in Cash
3rd Boys Prize,	\$1.00 in Cash	3rd Girls Prize,	\$1.00 in Cash
4th Boys Prize, Brass Lined Pocket Knife		4th Girls Prize, One Pound Box Chocolates	
5th Boys Prize, Leather Covered Baseball		5th Girls Prize, Girls Soft Baseball	

Competitors must not have passed their 16th birthday.

Pleasing and careful coloring will be test of work. The questions to be answered are:—

What is your name and age?
 Address?
 What is your parent's name?
 What building known to you would look better if freshly painted?
 Give name and address of owner?

Now boys and girls, try your best. After the awards have been made, we'll show the colored advertisements in our window

MACPHERSONS Hardware Store

PRESCOTT, ONT.

Agents for Lowe Brothers High Standard Paints. Extra copies of advertisement may be had by applying to our store.

Reproduction of newspaper advertisement and hand bill.
 The original measured 8 x 12 inches.

Beautiful Homes Require a High-Grade Paint

That is why Jamieson's Paint is a profitable line for you to handle. It has the quality that attracts the trade of those who want the best—and can afford the best. The High Standard of quality of Jamieson's Paints makes friends that are not easily turned away by the extravagant statements made for inferior brands.

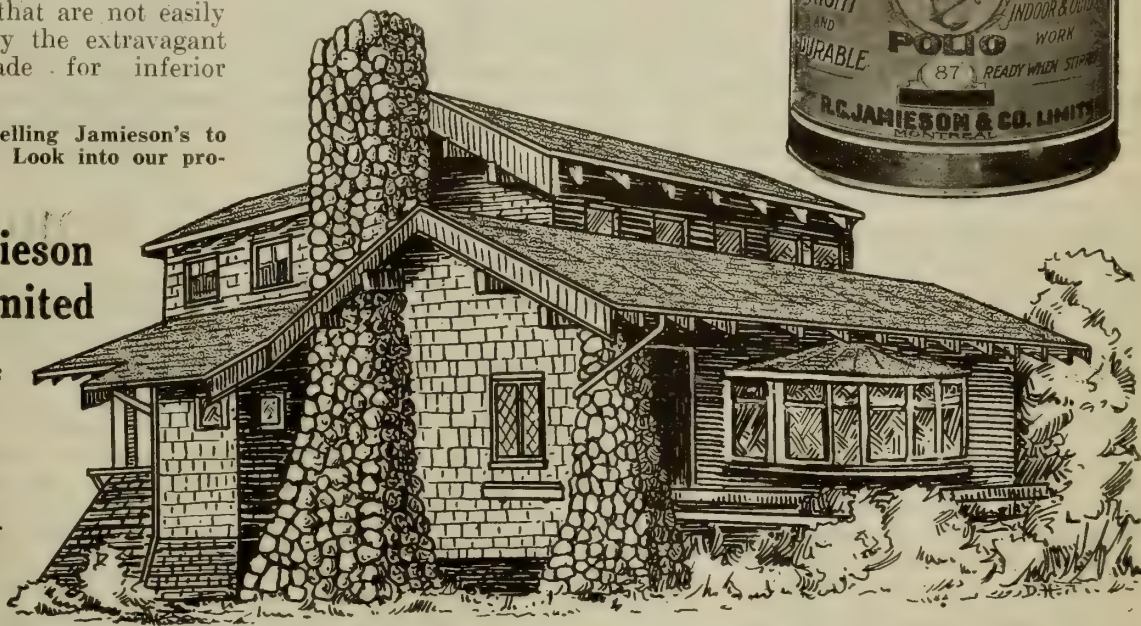
Build solid by selling Jamieson's to your customers. Look into our proposition.

**R. C. Jamieson
& Co., Limited**

Established 1858

**MONTREAL
CANADA**

Owning and operating
P. D. Dods
& Co., Ltd.



You Benefit from Both Ends

The extensive profit you obtain on a single order for Pedlar's Metal Ceilings and Walls is by no means their only big advantage. You benefit from both ends—from the cash register and the work-shop. For besides the profit on the product itself, it provides a job for your tinsmith that keeps him earning profits for you too.



PEDLAR'S PERFECT METAL CEILINGS AND WALLS

are going to be in big demand this summer and fall. Already renewed activity is being felt in the building and decorating lines. We, also, are directly co-operating to bring good-sized, numerous orders right to the Pedlar dealer. Persistent advertising of Pedlar's Ceilings and Walls is creating an unusual interest and desire to buy.

Are you ready to take hold of this double profit?

First of all get the Pedlar Dealer's Catalogue, containing many of the 2,000 styles and Period designs. It's free to dealers interested in bigger profits. Shall we send your copy?

THE PEDLAR PEOPLE Limited

Executive Offices
and Factories

OSHAWA, Ont.

Established
1861

BRANCHES: MONTREAL . OTTAWA TORONTO LONDON WINNIPEG VANCOUVER

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 20. — Easier markets for linseed oil and turpentine and steady conditions as to white lead in oil and putty are the features this week in the paint lines. Mixed paints are steady, and reported to be in not very strong demand for the time being, but likely to advance. Shellac is firm and scarce as ever. Paris green supplies are also short of demand. There is continued firmness in the varnishes, and the market for glass is still extremely firm and with advances anticipated.

Mixed Paints Are Steady And Firm

Montreal.

MIXED PAINTS.—Probably every manufacturer of paints in Montreal has since the advances in white lead in oil been concerned about the probabilities of advances in mixed paints. There is very little doubt but that mixed paint prices must advance rather than recede while the markets for the various raw materials are so high. It is the view of the manufacturers in general at present that the present offers good opportunities to anyone buying paints, yet the market is not very active from the purchasing side. Considerable stocks were laid in by the retailers for the present season's consumption, and while there has been plenty of paint used, especially in indoor and domestic lines, the poor weather conditions of spring have retarded consumption and sorting orders have not been as large as had been anticipated. With better weather conditions more paint will be going out now and before the fall. It is possible that prices may advance quite sharply, and without much warning beyond the indications found in the general markets for raw materials. These markets are well worth the attention of any retailer contemplating paint purchases, and incidentally the fact that ready-mixed paints are to-day cheaper in proportion than their ingredients at present prices is worth pointing out to consumers.

White Lead In Oil Steady At Advance

Montreal.

WHITE LEAD IN OIL.—Following the sharp advances of the market for white lead in oil last week, this product is this week steady, but with a firm tone. There might be further advances should the market for lead go to greater strength. There are no bookings ahead for supplies of white lead in oil now,

and will not be as far as a number of manufacturers of paints in Montreal are concerned until the market situation alters to easier tone. Quotations for 1 ton lots are now \$18.80 per 100 pounds, and for less than one ton lots \$19.10 per 100 pounds.

Linseed Oil Found An Easier Market

Montreal.

LINSEED OIL.—Owing to the easier tone in wheat, flaxseed has also been in easier market, and was quoted at \$2.79 at time of reporting. This has had the effect of making linseed oil quite noticeably easier in price in Montreal, several firms even quoting as low as \$1.20 for raw and \$1.22½ for boiled in one barrel lots and up to four barrels, while for from five to ten barrels the prices were 1c per Imperial gallon lower still. These low prices, it should be noted, however, were given as ruling only from day to day, according to market condition, and from all sources the impression is gathered that the market for linseed oil may be found firmer again before very long. Supplies of seed have been coming in more liberally, and there is good general demand at the present prices. Some firms are, however, quoting higher prices for linseed oil, and the higher quotations more nearly represent the average tone of the market in the opinion of men of experience. The range of quotations found this week is as follows:

		Per Imperial Gallon	
Linseed Oil—		Raw	Boiled
1-4 bbls.	..	\$1.20-\$1.24-\$1.30	\$1.22½-\$1.26½-\$1.33
5-9 bbls.	..	1.19- 1.23- 1.29	1.21½- 1.25½- 1.32

Turpentine Steady. But A Shade Easier

Montreal.

TURPENTINE.—There was a slightly easier tone in the market for turpentine this week in Montreal. The difference was only to the extent of cutting off the higher quotations listed last week, the highest figures found on the market being from 68 to 70 cents per Imperial gallon, and buyers of small lots would probably find these figures representative. Lower figures were quoted, however, 65c per Imperial gallon being the lowest for the 1 to 4 barrel lots. The market was in the main steady with this price range:

		Per Imp. Gallon
Turpentine—		
1-4 barrels	.....	\$0.65-\$0.68-\$0.70
5-9 barrels	.....	0.64- 0.67- 0.69

Putty Market Firm, But Unaltered

Montreal.

PUTTY.—While the market for putty

remains firm in tone, there have been no changes in price recently, and demand is normal at the present range of quotations. Standard putty bulk in barrels is quoted at \$3.60 per 100 pounds for less than 1 ton lots, and for 100-pound drums the price is \$4.05 per 100 pounds.

TORONTO

TORONTO, June 21.—There was a weaker tendency in linseed oil and turpentine during the week as indicated by declines recorded in these commodities. Mixed paint was in very firm position in view of the high price for lead. Some lines of varnishes have been advanced. Paris green is somewhat scarce in the local market, the only stocks remaining being comparatively light ones in the hands of some of the jobbers. Glass prices held steady and putty was unchanged. There has been a good business in sorting orders for mixed paints as reported by manufacturers.

Linseed Oil Was Weaker During Week

Toronto.

LINSEED OIL.—There was a tendency toward lower prices in linseed oil during the week, as indicated by the decline from the high level of 8c per gallon and a decline from the low level of 4c per gallon. The range of quotations is now from \$1.27 to \$1.32 per gallon in single barrel lots for raw oil. In one instance an even lower price was quoted but the market more generally is, at the prices given. There was an easier tendency in the flaxseed market during the week as indicated by a net decline of 4c per bushel in the price of the cash article. Deliveries of flaxseed at Western inspection points continue to be fairly heavy. Reports are current that the acreage is slightly greater in flax this year over last year and this is having a bearish effect on the market. Demand for linseed is reported fairly good. Oil cake continues in good demand from local stockmen.

		Raw. Per gal.	Boiled. Per gal.
1 to 2 bbls.	.....	\$1.27-\$1.32	\$1.30-\$1.35
3 to 5 bbls.	.....	1.26- 1.31	1.29- 1.34
6 to 9 bbls.	.....	1.25- 1.30	1.28- 1.33

Turpentine Prices Inclined Lower

Toronto.

TURPENTINE.—There was an inclination toward lower levels in turpentine during the week, a decline of 3c

The Paint That Pleases The Experts

A master painter who has used thousands of gallons of paint is an excellent judge of paint values, and his recommendation is valuable in confirming your own judgment. What pleases the expert will please the ordinary consumer.

B-H "ENGLISH" PAINT 70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

A pure paint, made according to a scientifically correct formula, which never varies, always gives maximum protection and durability when properly applied: It pleases the expert because it is reliable. It will please your average customer for the same reason.

If we are not represented in your town, we will be pleased to hear from you.



BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY

If interested, tear out this page and keep with letters to be answered.

per gallon from the higher quotations of last week being noted. There is a considerable range in the price on turpentine as indicated by the quotations. Jobbers quite generally were quoting at 66c, one concern however quoted at 62½c while others quoted at 65c per gallon in single barrel lots. In the primary market there was a weaker tendency during the week as indicated by a decline of 1¼c per gallon in that market. Demand for turpentine is fair. Production is now mounting up in the producing areas of the South.

	Per Imv. Gal.
1 barrel lots	\$0.62½ - \$0.66
2 to 4 barrels	0.61 - 0.65
5-gallon lots	0.80½ - 0.74

White Lead In Oil Steady At Advance

Toronto.

WHITE LEAD IN OIL.—There was a steadiness in the market for white lead in oil during the week following the advance announced in these columns last week. Pig lead shows no signs of any easier tendency and as long as high prices maintain in that market there is small possibility of lower prices in white lead in oil. Quotations on pure white lead in oil are now on the basis of \$19 per hundred pounds in ton lots and \$19.30 per hundred pounds in less than ton lots. Demand is reported to be light.

Mixed Paint Prices In Very Firm Position

Toronto.

MIXED PAINTS.—There is a very firm situation in the market for mixed paints and the disposition in some quarters was to look for higher prices. One concern is quoting on the present basis for immediate delivery only. The demand for mixed paints on sorting orders continues good, in this respect being quite gratifying to manufacturers. As one paint man put the situation: "As long as white lead in oil holds at its present level mixed paints are bound to be in very firm market."

Putty And Glass Hold Unchanged

Toronto.

PUTTY, GLASS.—There was a continued firmness in the market for putty during the week. Prices remained unchanged but jobbers were inclined to look for higher prices. Manufacturers however gave no intimation that higher prices are to be expected. Putty was quoted at \$3.90 per hundred pounds bulk in casks and at \$4.35 in 100-lb. drums. Glass held in a steady market during the week, with prices unchanged. Dealers are of the opinion that higher prices will prevail before the fall.

Varnish Prices Higher By 10 Per Cent.

Toronto.

VARNISHES.—Higher prices were announced by some of the varnish manu-

facturers during the week which amounted to approximately 10 per cent. On one line, for instance, the list price was increased 50c per gallon which amounted to a net increase of 38c per gallon. Another manufacturing concern advanced their list prices from 25c to 40c per gallon. One wholesale house advanced the price of this particular line in conformity with the higher price by manufacturers.

SECURED NAMES OF 160 PROSPECTS

(Continued from page 48.)

4th Boys' Prize—Brass-lined Pocket Knife.

5th Boys' Prize—Leather Covered Baseball.

* * *

1st Girls' Prize \$2.00 in cash
2nd Girls' Prize 1.50 in cash
3rd Girls' Prize 1.00 in cash
4th Girls' Prize—One lb. of chocolates.
5th Girls' Prize—Girls' Soft Baseball.

One of the rules of the contest was that competitors were not to have passed their sixteenth birthday.

The contest created a great deal of local interest. The children were asked to color the house in the advertisement with crayons or water colors. School children talked about the contest both at school and at home. The Macpherson store was well advertised during the contest.

One of the conditions of the contest was that each contestant give certain information, for which blank spaces had been provided on the handbill, as follows:—

What is your name and age?
Address?
What is your parents' name?
What building known to you would look better if freshly painted?
Give name and address of owner

The Macpherson contest closed on May 24, and there was then the natural period of expectant waiting on the part of the school children and parents for the announcement of the prize winners. Following the selection of the prize winners, the colored advertisements were displayed in the store windows. There was naturally a great deal of interest displayed in the prize-winning forms. Parents and children from all parts of the town visited the store to see the coloring of the winning houses. The fact that the winners would be displayed in the store window had been previously made known in the newspaper advertisements and on the handbills.

Advantages of Competition

HARDWARE AND METAL of March 24, in suggesting the contest to retailers, stated in part as follows:—

"Let us see what this competition will do.

"It will get the idea of paint into many hundreds of homes — through the children. Parents will become interested. The competition will set parents thinking of paint, and planning color schemes

for their own homes. All this is just what you want.

"The competition will advertise you, your store, your brand of paint. It will give you the names of parents, and will supply you with names of buildings that are judged to be in need of painting. Thus will you get valuable information." Thus you are "tipped off"—given guidance as to where to canvass for orders.

That the idea was a practical one is clearly proven by the fact that Mr. Macpherson, located in a town of less than 3,000 population, secured the names of 160 prospects, in addition to a wide amount of publicity and the interest and good will of several hundred school children.

SPEEDING UP THE STORE

(Continued from page 40.)

in your entire stock that hasn't an interesting story behind it, and if that story is told to the average customer it is expression about making one's mouth water tells the whole thing. The moment you awaken your customer's interest in a certain food, you summon an ally in salesmanship in the form of a natural human appetite.

WEEKLY MARKET REPORTS

(Continued from page 46.)

still maintaining prices which have been in force for the past few weeks, but there has been a change in Alabastine during the week, new prices being issued on the following basis:

In 5 and 1-lb. packages, white and tints, \$7.75 per 100 lbs.; in 2½-lb. packages, white and tints, \$7.95 per 100 lbs.

Many Miscellaneous Lines Advanced

Winnipeg.

There are some miscellaneous lines on which advances have been made and same are noted below:

Safety Hasps—915x3 \$1.40 doz.; 4½, \$1.80; 6, \$2.90; 917x3, \$1.75; 4½, \$2.25; 6, \$3.50.
Picture Wire, Tinned—0, 50c doz.; 1, 70c doz.; 2, \$1; 3, \$1.30.
Whiffletree Hooks, Premium—2, \$3.75 dozen pairs; 3, \$4.30; 4, \$4.90.
Stebbins' Molasses Gates—1, \$3.85 dozen; 2, \$4.40; 3, \$4.95; 4, \$5.50; 5, \$6.60.
Pipe Vises—1, \$2.75 each; 2, \$4.

CANADIAN TRADE BOUNTIES

According to the latest report of the Department of Trade and Commerce at Ottawa, trade bounties amounting to \$21,669,965 are paid out annually. The following amounts were paid out in one year, according to the Government's statistician:—

	Amount, Tons.	Bounty, Dollars.
Pig Iron	5,431,547	7,097,041
Puddled Iron		
Bars	42,812	113,674
Steel ..	4,448,780	6,706,990
Manufacturers of		
Steel	499,312	2,868,122
Lead (pounds) 1,187,083,350		1,979,164
Manila Fibre		
(pounds) ...	108,048,641	367,962
Crude Petroleum		
(gals.)	169,134,123	2,537,012

Total bounties \$21,669,965

We offer for
**Prompt
 Delivery**
 In limited quantities

**WARRANTED PURE
 LINSEED
 OIL**

Write for prices to our nearest mills:
 MONTREAL and TORONTO



*Why it pays to push
 Berry Brothers'
 Varnishes*

FROM melting kettle to shipping room every Berry Brothers' product is given the expert skill and supervision that insures quality and uniformity.

It is this accuracy of production that has so firmly established the confidence of the buyer in all Berry Brothers' Finishes.

The fixed and unvarying quality of our varnishes, enamels, and stains has won the endorsement of architects and specification writers, and the preference of discriminating painters and other varnish buyers.

It pays to push Berry Brothers' brands because they not only attract customers, but retain them permanently.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS
INCORPORATED
 World's Largest Varnish Makers

Established 1858

WALKERVILLE

ONTARIO

(573)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle, smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, \$32.75 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½, \$3.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (230 in box), \$3.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80.

Shot, standard, 100 lbs., Toronto, \$17.35; Montreal, \$18; net extras, as follows, subject to cash discount only: Chilled \$1.50; buck and seal, \$0c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16.....	\$ 6.00	18/16.....	\$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:
Common, 60%.

Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 50 and 5%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 32½ to 33 1-3/4 off old list.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz.....	10 00	12 00
Double Bit	13 00	15 00
Boys' Axes	7 50	8 50
Hunters' Axes	6 25	7 25
Bench—No. 2, doz.....	9 40	
No. 3, doz.....	10 20	
No. 4, doz.....	10 90	

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb....\$1.35-\$1.60

Cut Lace Leather, lb....\$1.50-\$1.85

F.O.B. Montreal, Toronto.

BELLS (FARM)

C x 40 lb. 3 00

B x 50 lb. 3 60

A x 75 lb. 4 75

F.O.B. Montreal, Toronto.

BOILERS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts (\$1 list), ¾ in. dia.

and smaller, 10%.

Carriage Bolts (\$1 list), 7-16 dia.

and larger, net list.

Machine Bolts, ¾ in. dia. and

smaller, 10%.

Machine Bolts, 7-16 in. dia. and

larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts (\$3 list), net list.

Step Bolts, large head (\$3 list), net

list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list

\$1.50.

Nuts, square, tapped, add to list

\$1.75.

Nuts, hexagon, blank, add to list

\$1.75.

Nuts, hexagon, tapped, add to list

\$2.

Stove bolts, 55%.

Tire bolts, 40%.

Terms: 2% off 30 days from date

of shipment.

F.O.B. Montreal, Toronto, Hamilton,

London, Ont.

BORAX

Lump Crystal Borax, lb..... 0 15

F.O.B. Montreal, London, Toronto.

BRASS

Per lb.

Spring sheets, 8 in. wide, up

to 20 gauge

0 60

Rods, base ½ to 1 in. round... 0 55

Tubing, seamless base

0 57

Tubing, iron pipe size, 1 in.

base

0 54

Copper I.P.S. 0 58

F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz..... 5 00

3 sections, 5 ft., doz..... 6 60

3 sections, 6 ft., doz..... 7 50

F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy

\$17 00

30-gal. Standard

13 00

F.O.B. Montreal and Toronto.

BOARDS

Per doz.

18 in. x 24 in. 7 00

No. 2—18 in. x 28 in. 7 65

No. 3—20 in. x 30 in. 8 00

Ironing Boards.

Size 12 x 60 ins., doz..... 8 00

Size 14 x 60 ins., doz..... 9 00

Folding, 14 x 58 ins., doz..... 21 00

Sleeve Boards.

Basswood, stationary, doz.... 2 25

Folding, per doz. 3 60

Boards, Stove.

See list under Wares.

Tin

Boards (Wash) Plate Zinc

PonyDozen..... \$2 00

Crown 4 05

Dandy 4 25

Improved Globe	3 15	4 35
Standard Globe	3 25	4 45
Original Globe	3 50	4 75
Newmarket King	4 75	
Diamond King (Glass)	5 00	
Western King (Enamel).....	5 25	
Wood, double faced	2 20	

Subject to small discounts for quantities.
f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	17½%
No. 800	15 %
No. 838	17½%
No. 808	17½%
No. 804	20 and 10%
No. 802, 842, 844	25 %
Nos. 810 and 814	12½%
Nos. 820 and 910	25 %

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3/4%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, \$20.50; ¼, \$15; 5-16, \$12.50; ¾, \$10.75; 7-16, \$10.50; ½, \$10.35; 9-16, \$10.35; ¾, \$10.20; ¾, \$10; ¾, \$9.90; 1 inch, \$9.75.

Fire Welded B.B.B. Chain—¼, \$18.50; 5-16, \$16; ¾, \$12.90; 7-16, \$12.70; ½ in., \$12.50; ¾, \$12.30; ¾, \$12.20; ¾, \$12; 1 inch, \$11.90.

Electric Welded B.B.B. Chain—¼, \$15; 3-16, \$10.75; ¼, \$8.40; 5-16, \$7.85; ¾-¾ inch, \$7.25.

F.O.B. Montreal.

Canadian oil chain, 50% off list.

Cow ties, 12½%; trace chains,

12½%; dog chains, 32½%; halter

chains, 32½%; tie-out chains, 60%;

stall fixtures, net list; breast chains,

2½%. F.O.B. Montreal, Toronto,

Hamilton, London.

CEMENT

Cement, per bbl., \$2.40.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

List prices power churns:—No. 0, \$11; No. 1, \$11; No. 2, \$12; No. 3, \$13; No. 4, \$17; No. 5, \$20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25% out of stock.

CHOPPERS, FOOD

Universal (doz.)— Montreal Toronto

No. 0

1

2

3

CLOTHES LINE (Galvanized)

No. Per 1000 ft.
17—7-strand, 100 ft. lengths...\$6 80
17—7-strand, 50 ft. lengths... 7 00
18—6-strand, 100 ft. lengths... 5 20
18—6-strand, 50 ft. lengths... 5 45
19—6-strand, 100 ft. lengths... 4 60
19—6-strand, 50 ft. lengths... 4 85

F.O.B. Montreal, Toronto, London.

COPPER

Montreal Toronto

Castings ingot, see weekly report.

Bars, ½ to 2 in.\$55 00 \$52 00

Plain sheets, 14 oz.,

14x28 in., 14x60 in. 50 00 54 00

Copper sheet, tinned,

14x60 in., 14 oz. 52 00 56 00

Copper sheet, plan-

ished, 14x60 base. 58 00 60 00

Braziers' in sheets,

6x4 base 52 00 - 55 00

COMBE

Curry combs, list, plus 25%.

F.O.B. Montreal, Toronto, Hamilton,

London.

CORD (SASH)

No. 6, lb. 0 48½

No. 7, lb. 0 47½

Nos. 8, 9, 10, 12. 0 47

F.O.B. Montreal, Toronto, Hamilton,

London.

CANADA PLATES

Prices nominal.

Montreal Toronto

Ordinary, 52 sheets \$10 00 9 50

Galvanized

Apollo Crown Gorbals

18x24x52 .. 9 75 9 75 9 75

60 .. 10 00 10 00 10 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box

IC, 20x28 base

24 00

IX, 20x28 base

28 00

IXX, 20x28 base

32 00

IXXX, 20x28 base

36 00

</

RAMSAY'S SHINGLE STAINS



Known for Their Wonderful Penetrating Properties and Richness of Color.
The Right Shingle Stain to Shingle Stain Right.

A. RAMSAY & SON CO.

Toronto

MONTREAL

Vancouver



**The Best
Wall Finish**

**Leads All
Other Finishes**

Best Value in Wall Finishes Manufacturing

"MURESCO" possesses a host of selling merits. Costs less than other wall finishes and is highly efficient. Whitening of factory plants to the plainest tinting of a small cottage, and the most elaborate colors schemes

for residence and public building are well within the scope of "MURESCO" efficiency. Churches, school-buildings, opera houses, apartment houses are all big buyers of "Muresco."

"MURESCO" will not peel, crack or rub off. A little goes a long way—very economical. Made in 16 tints and colors.

Sales are big—so are the profits. Write for agency proposition.

Benjamin Moore & Company, Limited

West Toronto, Ontario



If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, net list; class B and C, net list. Cast iron fittings, 25% off list. Malleable and cast bushings, 35%; unions, 30 to 42½%; plugs, 35% off list. F.o.b. Toronto.

GRINDSTONES

Per 100 lbs.

Over 40 lbs. and 2 in. thick.. 1 80
Under 40 lbs. 1 90
Mounted No. 115, each. 4 50
Bi-Treadle, each. 5 00
F.o.b. Toronto.

HALTERS (SNAP AND RING)

Doz.

Russet rope shank, 1 in. \$ 9 15
Russet rope shank, 1½ in. 10 30
Black rope shank, 1 in. 10 55
Black rope shank, 1½ in. 12 00
Hand sewn, no shank, 1 in. 14 40
Hand sewn, no shank, 1½ in. 17 40
Hand sewn, with shank, 1 in. 17 40
Hand sewn, with shank, 1½ in. 19 30

Halters (Sisal).

7-16 in. gross, \$21.60; 9-16 in., \$32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt. 14 40
Masons, 5 lbs. and over, per cwt. 16 55
Masons, 5 lbs. and under. 18 75
Napping, up to 2 lbs. 20 65
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles, 35%; all ash axe handles, 30%; all maple and oak axe handles, 57%; all other hickory handles, 37%; hickory cant hook and peavie handles, 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees, 25%; ash carriage neckyokes, 25%; ash and hickory carriage, buggy and democrat whiffletrees, 35%; twin neckyokes, 40%; chisel and file handles, 40%; chisel and file handles, 40%; Pearson horse pokes, 35%; dictator, Champion and Climax horse pokes, 30%; wood bow rake, 25%; wire bow rake, 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

Atlas, No. 0 8 45
Atlas, No. 1 9 25
Steelall, No. 50 7 30
Steelall, No. 51 7 80
Atlas, No. 2 10 75
Stearns, 4 in. 7 65
Stearns, 5 in. 10 65
Perfect, No. 1 10 45
Perfect, No. 1½ 12 00
Perfect, No. 2 10 00
Storm King and safety hangers, doz. 9 30
Steel track, 1½ in. 9 00
F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs \$3 00	\$ 2 55	
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch		14 40

Subject to discount of 20 and 10% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—
Under 12 in., per 100 lbs. 7 25
Over 14 in., per 100 lbs. 6 75
Extra hooks for above ½ in., per lb. 7¼
Extra hooks for above, ¾ in., per lb. 7
F.o.b. Toronto, London, Hamilton and Montreal.

HOOKS, GRASS.

English

	Canadian	Fox
No. 2, per doz.	\$2 65	\$3 45
No. 3, per doz.	2 75	4 00
No. 4, per doz.	2 85	4 60
Little Giant	4 65	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

	No. 2	No. 1
Light iron	0-7	\$5 25
Long heel light iron	3-7	5 25
Medium iron ..	1-8	5 25
Heavy iron ...	6-8	5 25
Snow	1-6	5 50
New light "XL" steel	1-6	5 70
Featherweight "XL" steel..	0-4	7 10*
Special counter-sunk	0-4	7 60*
Toe weight (front only)	1-4	8 10*

*All sizes.
Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

HOSE, LAWN

Toronto

Corrugated, ½ in., ft. 0 14
Corrugated, ¾ in., ft. 0 19
Corrugated, 1 in., ft. 0 28
Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 90c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots 19 50
72x30, 26 gauge, case lots... 20 00
Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set 1 70
Mrs. Potts, No. 50, nickel-plated, set 1 80
Mrs. Potts, handles, japaned, doz. 1 15
Sad irons, common, plain, 3, 4 and 5 lbs. 10 50
Sad irons, plain, 6 lbs. up. 8 00
Sad irons, common, plated... 5 50
Princess Electric, each 3 20
Canadian Beauty Electric Irons, each 3 38
Gasoline Sad Irons, each... 3 15-3 85
F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.

Per ft.

Shelf-lock	15c ft.
Ontario	20c ft.
Faultless	23c ft.
Mechanic	29c ft.
Hercules	26c ft.
Perfect	25c ft.
Faultless, extra heavy	28c ft.
Hercules, extra heavy	31c ft.
Mechanic, extra heavy	34c ft.
B.T. Standard	19c ft.
B.T. Economy	15c ft.
B.T. Iron Bound, 4-8 ft.	27c ft.
B.T. Iron Bound, 16 ft.	42c ft.
B.T. Iron Bound, 18 and 20 ft.	52c ft.
Crescent	18c ft.
Household	14c ft.
Standard, 4-12 ft.	20c ft.
Electrician	26c ft.
Heavy duty	47c ft.
Extension	25c ft.

Common and Roped Extension.

Up to 32 ft.	18c ft.
34 to 44 ft.	20c ft.
46 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	14c ft.
18 ft. to 22 ft.	15c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

Per doz.

Short Globe, doz.	8 50
Jumbo, doz.	11 00
Jap'd Dash, doz.	11 00
Search Dash, doz. X-ray	12 60
Little Bobs	1 75
Copper, well japanned, doz.	14 25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	0 90
Cold blast	1 00
Cold blast, short ruby	3 25
Cold blast, common ruby	3 25

Less 5c a doz. in 6 doz. lots.
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

List Each

Canadian	9 00
Dowsell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafom, electric	102 00
Seafom, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excel-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00

Connor ball-bearing, with rack 18 50
I X L 18 50
Gem 16 50
Winner, plain 13 50
Connor Improved 9 00
Jubilee 8 50
Canada First 19 00

Discount, 45, 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	13 50
B.T. Ideal Power	15 00
B.T. Ideal Water Motor	25 40
B.T. Cyclone	12 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	92 00

Discount on B.T. Goods 45%. F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

Per doz.

Tinsmiths, 2½ x 5½ in. 1.75-2.00
Carpenters, rd. hickory 2.00-2.50
F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net. \$12 00
S. W Mops, doz. 4 35
Mop Sticks, doz., No. 8 1 55
Cast head mops, doz. 1 80
Crescent, doz. 1 65
Crank wringing, doz. 6 25
F.o.b. Montreal, Toronto, Hamilton, London.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

	2½ inch	15c
1 inch	\$1	3 inch
1½ inch	\$1	3½ inch
1¾ inch	.65c	3¾ inch
1½ inch	.40c	4 inch
1¾ inch	.40c	4½ inch
2 inch	.30c	5 inch base
2¼ inch	.30c	5½ inch base
2½ inch	.15c	6 inch base

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, \$5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, \$5.50 base.

Freight equalized on above points.

Windsor, Walkerville, f.o.b. factory points, carload freight allowed, \$5.02½.

Sault Ste. Marie, Port Arthur, Fort William, \$4.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slatting, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, \$5 base; Toronto, \$5.35 base; London, \$5.30; Hamilton, \$5.35. No equalization of freights.

Roofing Nails — American, large head, keg, \$8.20.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

C Brand Per box of

Size	25 lbs.
No. 3	\$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00



Boat Owners Use S-W Finishes

The wide range—the durability—the variety of colors—recommend them. The dealer who is prepared to meet the demand for these Yacht, Power Boat and Canoe Finishes, is the dealer who gets the big business and increased profits.

S-W Deck and Canvas Paint, S-W Anti-Fouling Composition for steel bottoms, Marine Engine Enamels, Canoe Colors, S-W Copper Paint, Cabin and Locker Varnish, Spar Varnish, Furniture and Cabin Enamels and others for every purpose around a boat provide a range so complete that the boat owner always finds his wants filled satisfactorily and economically.

This field should be cultivated by every paint dealer. Start at once to get your share of the business for the boat owners in your territory want S-W Finishes. Stock the full range and meet the demand.

S-W Agents are backed by the best advertised, best known, guaranteed finishes in the world. Write for our proposition.



THE SHERWIN-WILLIAMS Co.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.



If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton, London
"M.K.M." BRAND

Net Price List

No.	Lengths	of 25 lbs.
3	1 1/2"	\$18 75
4	1 1/2"	8 75
5	1 15-16"	3 75
6	2 1/2"	3 50
7	2 5-16"	3 25
8	2 1/2"	3 25
9	2 11-16"	3 00
10	2 7/8"	3 00
11	3 1-16"	3 00
12	3 1/4"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.	
12 inch...	\$1 80
18 inch...	2 65
24 inch...	3 40
30 inch...	4 00
36 inch...	4 75
42 inch...	5 50

1 1/2 inch mesh and 19 ga. wire.	
12 inch...	\$3 50
18 inch...	5 00
24 inch...	6 30
30 inch...	7 75
36 inch...	9 00

1 inch mesh and 20 ga. wire	
12 inch...	\$4 00
18 inch...	5 50
24 inch...	7 00
30 inch...	8 50

3/4-inch mesh and 20 ga. wire)	
24 inch...	\$10 50
30 inch...	12 75
1/2-inch mesh and 22 ga. wire)	
24 inch...	\$16 50
30 inch...	20 10

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30% off list.

Montreal, 30% off list.

American netting, 25% off list.

	Per rod
Invincible—1640	\$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American).....	\$20 75
U.S. Navy (American).....	20 00
Clipper U.S. (spun).....	21 00
U.S. Navy (Eng.).....	18 50
Plumbers	\$8 50 9 00

F.o.b. Montreal, Toronto

OIL

Montreal Toronto	
Can. prime white	
petrol	\$0 17 \$0 16
Royalite	0 17 0 16
Palacine	0 20 0 19
Lampoline	0 17 0 16
Electroline	0 20 0 19
Castor oil, per lb.	0 30 27-30
Black oil (Summer) ..	0 14 0 13
Black oil (Winter) ..	0 14 1/2 0 13 1/2
Cylinder Green	0 38 \$ 37 1/2
Paraffine	0 21 1/2 0 20 1/2
XXX Machine	0 24 0 23
Fuel oil, bbls.	0 12 0 11
Fuel oil, tank cars. ..	0 10 1/2 0 09 1/2

OLD MATERIALS

See weekly report.

PACKING	
	Per lb.
Fine jute	\$0 12
Coarse jute	0 09 1/2
Square braided hemp ..	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

Per 400-ft. roll

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 66
Tarred fibre, No. 1 roll	1 25
Tarred fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred felt, per cwt.	3 35
Asbestos sheeting, (per 100 lbs.)	\$9 00 \$12 00
Carpet Felt, 16 oz., per 100 lbs.	\$4 50 \$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS (CLAY) ....Rock Clay	
5 to 6 lbs. doz.	\$8 15
6 to 7 lbs. doz.	8 45
7 to 8 lbs.	8 75
8 lbs. only	9 00
7 lbs.	9 25
8 lbs.	9 50

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)....	\$0.80-\$0.90
4 gross (cartons) 4 1/2 in.	0.85-0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective May 14, 1917:

Black Galvanized	
Per 100 feet	
Standard Butt weld	
1/2 in.	\$ 4 50 \$6 00
3/4 in.	4 50 \$6 00
1 in.	4 96 7 00
1 1/4 in.	6 29 7 86
1 1/2 in.	7 94 10 06
1 3/4 in.	11 73 14 88
2 in.	15 87 20 13
2 1/2 in.	18 98 24 06
3 in.	25 53 32 38
3 1/2 in.	40 95 51 77
4 in.	53 55 67 70
4 1/2 in.	66 24 83 26
5 in.	78 48 98 65

Standard Lap weld	
2 in.	28 40 34 97
2 1/2 in.	42 71 52 94
3 in.	55 85 69 23
3 1/2 in.	68 08 86 02
4 in.	80 66 101 90
4 1/2 in.	93 98 118 70
5 in.	109 50 138 40
6 in.	142 10 179 50
7 in.	185 60 232 05
8 L in.	195 00 243 75
8 in.	224 60 280 80
9 in.	269 10 336 38
10 L in.	249 60 312 00
10 in.	321 40 401 70

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 50%.
4 1/2" and larger, 45%.
4" and under, running thread 30%.

Standard couplings, 4" and under, 40%.

4 1/2" and larger, 20%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	
	List
2 in., in 10-ft. lengths, list	\$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Montreal Toronto	
	%
Medium and extra heavy, 6" and under	47 1/2 45
8" soil pipe	40 35
Medium and extra heavy fittings, 6" and under	52 1/2 50

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	\$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
1/2-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00
Discount, 33 1-3 per cent.	
Liquid Veneer—	
4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17 1/2%; Iron Burrs, 17 1/2%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, 1/2-lb. pkgs., 1c per lb.; 3/4-lb. pkgs., 2c per lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Persquare	
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 55
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 05

Liquid roofing cement, per gal. in barrels

5 and 10 gal. lots, per gal.

Coal Tar, bbl.

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE

Pure Manila basis

British Manila basis

New Zealand hemp basis

Sisal basis

Above quotations are basis prices

5% and larger diameter. The following advances over basis are

made for smaller sizes:—Smaller than 5% and down to 7/16 dia.—1/2c

above basis; 3/8 dia., 1c above basis;

1/2 and 5/16 dia. 1 1/2c above basis;

3/16 dia., 2c above basis.

Single lath yarn basis

Double lath yarn

Yacht marine, tarred

White polished halyards

Hemp, deep sea line basis

Hemp, tarred ratline basis

Hemp, tarred bolt rope basis

Marline and Houseline

Jute rope basis

Italian rope basis

Cotton, 1/8 in.

5-32 in.

3-16 in.

1/4 in. and up.

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Scale	Stamping
Champion—	
4 lb.	\$ 4 60 \$0 20
10 lb.	6 00 0 30
240 lb.	10 00 0 50
600 lb.	25 00 1 00
1200 lb.	30 00 1 00
2000 lb.	39 00 1 00
2000 lb. Drop lever	46 00 1 00
10 lb. Household.	4 00 0 10
25 lb. Household.	5 20 0 30

Above list prices subject to a discount of 10%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright

Wood, R. H., bright	67 1/2
Wood, O. H., bright	67 1/2
Wood, F. H., brass	37 1/2
Wood, R. H., brass	32 1/2
Wood, O. H., brass	32 1/2
Wood, F. H., bronze	27 1/2
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Each

SETTEES

Settees, 4 passenger

Awning, each

Table, each

F.o.b. Stratford.

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10 1/2 oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs.

10 1/2 oz.

U.S. 28

U.S. 26

22 and 24

18 and 20

14 and 16

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge,

\$11.55; 22-24 gauge, \$11.75; 26

gauge, \$12; 28 gauge, \$12.25. Less

25c in cash lots. F.o.b. Montreal.

Apollo Brand Montreal Toronto

14 gauge

16 gauge

18-20 gauge

22-24 gauge

26 gauge

28 gauge

10 1/2 ozs.

Add 20c for less than ton lots.

B.W. Queen's Fleur-de-Lis

gauge Head de-Lis "best-best



Campers Are Buying Their Supplies Now

Be prepared to meet the big demand for

Camp Cots, Camp Chairs and Lawn Chairs

Stock with a line of goods that will give your customers the utmost satisfaction and create a highly favorable reputation for the best in camper's supplies. Our line creates a demand.

They are strongly made, comfortable, and the acme of perfection in convenience.

We are manufacturers of the famous "All-wooden" folding chairs.

Get in touch with us—you will be well rewarded.

Stratford Mfg. Co.

LIMITED
STRATFORD, CANADA



Still's Handles

Superior Canadian Products

Made in Canada from celebrated Canadian hickory by experienced Canadian workmen.

No Better Handles Made Anywhere in the World

Largest Canadian makers of Axe, Pick, Sledge, Fork and other handles.

If your jobber can't supply you write to us.

J. H. STILL MFG. CO.

St. Thomas, Ont.

Simonds aws

Sell Saws that will Build Business

Simonds Crescent Ground Cross-Cut Saws cut easier and quicker than other brands, and therefore they sell more easily than other brands. They are worth more and their selling price is higher than other brands, but the woodsman willingly pays the additional cost because he knows he is getting a saw that satisfies. Your profit is greater on the higher priced saw. Your customers have a better opinion of your store when you sell the higher priced saw.

We also manufacture a complete line of Hand Saws, Hack Saws, and Files.

Simonds Canada Saw Co., Limited

95 St. Remi St.
MONTREAL, Que.
Vancouver, B.C.
St. John, N. B.

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Ontario, Quebec and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35%	20 and 10%	12½%
Draining Tools	35%	35%	
Hollow Back Scoops	15%		7½%
Hollow Backs, Sand Shovels and Coal Shovels	33 1-3%		2½%
Riveted Back Scoops	12½%	12½%	12½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43....	12½%		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	1st Grade	2nd Grade	4th Grade
No. 2, black	\$19.00	\$16.50	\$12.00
Draining Tools, No. 2, black....	19.00	18.00	
Hollow Back Scoops, No. 2, black....	16.80		13.80
Sand Shovels, No. 3, black....	18.50		11.50
Hollow Back Shovels, No. 2, black....	18.00		10.50
Coal Shovels, No. 2, black....	21.50		14.00
Riveted Scoops, No. 2, black....	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished\$1.00 per dozen net

Half polished50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananogue, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SWEEPERS, CARPET

Boudoir	Doz. \$31 00
Champion Nic	25 00
Champion Jap	23 00
Univ. Jap., cyco bearing....	26 00
Univ. N.P., cyco bearing....	29 00
Grand Rapid, Jap., ball-bearing	23 00
Grand Rapid, N.P., ball-bearing	31 00
Princess, N.P., ball-bearing....	32 00
Elite, ball-bearing	36 00
Am. Queen, N.P., ball-bearing	34 00
Parlor Queen	37 00

F.o.b. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac., ....doz	\$77 00
Household Vac.	63 00
Superba Vac.	92 00

F.o.b. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, each....	\$7 20
Ontario, 2-passenger, each....	5 50
Baby, each	3 50

F.o.b. Stratford

"Quebec," 4-passenger, each....6 50

"Quebec," 2-passenger, each....5 50

F.o.b. Montreal

TACKS

Wire Tacks	65 and 5%
Revised Hardware Tack	
List adopted Jan. 1, 1916	65 and 12½%
Double pointed tacks....	60 10%
Shoe findings list adopted	
April 23, 1917—Net list	

List of Capped Goods

adopted Jan. 1, 1916....65 12½%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOO'S, HARVEST

Ordinary brands, 33 1-3%.

Samson, 25 and 5%.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth Per 100 ft. |

8 in. \$6 90 |

10 in. 7 70 |

12 in. 9 10 |

15 in. 12 50 |

18 in. 16 00 |

Discount, 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

Victor No. 1 Doz. \$1 65 |

Jump, No. 1 2 15 |

Hawley & Norton, No. 1.... 2 50 |

Newhouse, No. 1 3 45 |

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder)

500 ft. Per lb. \$0 19½ |

500 ft., 1916.... 0 20 |

600 ft. 0 20½ |

650 ft. 0 21½ |

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.....39½-50c

4-ply wrapping, lb.....42 -53c

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.\$13 75

No. 1, per doz.11 85

No. 2, per doz.10 00

No. 3, per doz.8 75

F.o.b. Newmarket

VALVES

Ground work % 35-53 |

Compression work, standard.... 55 |

High grade 48 |

Cushion work 49 |

Fuller work, standard.... 54 |

High grade 47 |

Basin cocks, No. 0 standard.... 53 |

High grade 49 |

Nos. 1 and 2, standard 49-53 |

Bath cocks 55 |

Flatway stop and waste cocks, standard 53 |

High grade 50 |

Roundway Stop and Waste Cocks, standard 53 |

High grade 50 |

Brass Steam Cocks, standard 10 |

Radiator valves, standard.... 15 |

High grade 7½ |

Globe, angle and check valves, standard 15 |

Do., high grade 7½ |

Patent quick opening valves.... 55 |

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 60%.

Colonial, 30, 20%.

Imperial Ware, 30 and 20%.

Premier, 25%.

Canada Ware, 25%.

White Ware, 50, 17½%.

Japanned Ware, list.

Japanned Ware, White, list, plus 10%.

Plain and Jap Sprinklers, list plus 5%.

Stamped Ware, plain, 50, 15%.

Stamped Ware, retinned, 50, 10%.

Copper Bottoms, list, plus 10%.

Tinnings' Trimmings, plain, 50, 15%.

Tinnings' Trimmings, retinned, 50 and 10%.

Tinnings' Trimmings, general, 5%.

Milk Can Trimmings, list, plus 30%.

Cream Cans, Railroad, 5%.

Factory Milk Cans, list, plus 10%.

Railroad Delivery Milk Cans, 12½%.

Pieced Ware, C.B., list, plus 30%.

Sheet Iron Ware, 7½%.

Pieced Ware, ordinary, list, plus 12½%.

Fry Pans, 50 and 10%.

Spiders, 30 and 10%.

Fire Shovels, 10%.

Steel Sinks, painted, 10%.

Steel Sinks, galvanized, 5%.

Light Galv. Pails and Tubs, list plus 10%.

Heavy Galv. Pails & Tubs, list.

Garbage Pails, list.

Balance Galv. Goods, list, plus 10%.

Jap. Coal Hods, list, plus 7½%.

Galv. Coal Hods, list, plus.

Paper Lined Boards, 50, 5%.

Wood Lined Boards, 40, 12½%.

Elboks, 2½%.

Elbows, Galv., list, plus 12½%.

Elbows, Light, 5" and 6", \$1.70.

Elbows, Light, 7", \$1.85.

Stove and other Pipes, list, plus 10%.

Stove Pipe Thimbles, 50, 10%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list.

F.o.b. Montreal, Toronto, London

WASHERS, IRON

Full box, net list. Per 100 lbs.:

¼ in., \$20; 5-16 in., \$17; ¾ in., \$15; 7-16 in., \$12.50; 1½ in., \$12;

9-16 in., \$11.20; 5½ in., \$11.10;

11-16 in., \$11; 13-16 in., \$10.80;

15-16, \$10.80; 17-16 in., \$10.80; 50 lbs. of one size, \$2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

Tor'to Lond'n Mont'l

Sectional, 1 lb.,

per 100 lbs., \$4 25 \$4 25 \$4 35

Sectional, ½ lb.,

per 100 lbs., 4 25 4 50 4 35

Solid, 3 to 30

lbs., per cwt. 2 55 3 50 2 80

WHEELBARROWS

Navy, steel wheel, doz..... 45 40

Garden steel wheel, doz..... 47.40-60

Light garden, doz..... 33.00-41

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

Per 100 lbs.

No. 9 \$6 00 |

No. 10 6 05 |

No. 11 6 15 |

No. 12 6 25 |

No. 13 6 35 |

No. 13½ 6 35 |

No. 14 6 50 |

No. 15 6 75 |

Stovepipe Wire

No. 18 7 20 |

No. 19 7 70 |

Hay Wire in Coils

No. 13 6 10 |

No. 14 6 15 |

No. 15 6 25 |

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50 |

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c;

No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire,

10c; spring wire, \$2.50; bright, soft

drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases,

15c; bagging and paperings, 10c;

50 and 100-lb. coils, in 25-lb. coils,

15c; in 5 and 10-lb. coils, 25c; in

1-lb. coils, 50c; in ½-lb. coils, 75c;

in ¼-lb. coils, \$1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17.....\$5 00 No. 26.....\$ 9 50

No. 18.....5 50 No. 27.....10 00

No. 19.....6 00 No. 28.....11 00

No. 20.....6 65 No. 29.....12 00

No. 21.....7 00 No. 30.....13 00

No. 22.....7 30 No. 31.....14 00

No. 23.....7 65 No. 32.....15 00

No. 24.....8 00 No. 33.....16 00

No. 25.....9 00 No. 34.....17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25 \$3 00 |

Nos. 26-31 5 00 |

Nos. 32-34 7 00 |

Coppered 0 75 |

Oiling 0 10 |

In 25-lb. bundles 0 15 |

In 5 and 10-lb. bundles.... 0 25 |

In 1-lb. hanks 0 25 |

In ½-lb. hanks 0 28 |

In ¼-lb. hanks 0 50 |

Packed in casks or cases.... 0 15 |

Bagging or papering..... 0 16 |

Oiled and Annealed Wire

No. 10 \$6 41 |

No. 11 6 47 |

No. 12 6 53 |

Wire Bale Ties

No. 12 \$6 75 |

No. 13 6 85 |

No. 13½ 6 90 |

No. 14 7 00 |

No. 15 7 20 |

No. 16 7 45 |

Fence Wire. Toronto

Barb \$6 95 |

No. 9 pl. galv. 6 55 |

No. 12 pl. galv. 6 70 |

No. 13 pl. galv. 6 85 |

No. 9 coil sp. 6 80 |

No. 12 coil sp. 6 60 |

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright \$5 75 |

Fence staples, galvanized 6 75 |

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list \$12 00 |

Less discount of 12½%.

Bright poultry netting staples are \$1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%

Brass wire, 3 to 24 gauge, add 40%

25 to 36 gauge, add25%

Wire Cloth

Black Fly Screen Cloth, per

100 sq. ft. in 100-ft. rolls..\$3 00



DU PONT

SPORTING POWDERS

SELL AT SIGHT

For over a century, Du Pont Sporting Powders have been the sportsmen's reliance in every emergency.

The Black and Smokeless Sporting Powders made in our mills are recognized as the standards of quality. Widely advertised in sporting magazines and by the achievements of sportsmen at the traps and afield, Du Pont Sporting Powders sell at sight.

Make your specifications for black and smokeless powder read "DU PONT." Cash in on the popular and insistent demand for Du Pont Sporting Powders.

For booklet, hangers and other advertising helps, write to Sporting Powder Division.

E. I. du Pont de Nemours & Co.
WILMINGTON - DELAWARE - U.S.A.

Powder Makers Since 1802

WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things

**FENCE and POULTRY
NETTING STAPLES**

WIRE

Bright, annealed, coppered stove pipe,
Liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.
H. E. O. BULL, Montreal, Que.
HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

To the Wholesale Trade RAZORS

We have in stock at Montreal

600 DOZEN

high-grade guaranteed razors manufactured by The Geneva Cutlery Co., Geneva, N.Y. Sizes $\frac{1}{2}$ ", $\frac{5}{8}$ ", $\frac{3}{4}$ ". Assorted handles, square, round and swedged points.

Every Razor Guaranteed.

LOW PRICES

Seize this opportunity while they last.

Write or wire

SAUNDERS & COMPANY

St. Nicholas Bldg., Montreal

MORE important than the fact that intelligent advertising means economy to the trade and the final purchaser, is the fact that good advertising protects both the merchant and his customers.

The man who has put a name on his product and advertised it cannot afford to sacrifice reputation for temporary economies. That is why advertised products are usually the best in their line.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, \$8 for 100 lbs.; 5-lb. packages, \$7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESEWAX

Per lb.

Small quantities\$0 40 \$0 45
Larger quantities0 38 0 40

F.o.b. Toronto.

BLUE STONE

Montreal Toronto

Per lb. 14-16 14-16
London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1. \$1.50-\$2.00
Banana oil, gal. 3.50-4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., doz.\$1.35-\$2.00
Weighted, 20 lbs., doz. 1.60-2.25

F.o.b. Montreal, Toronto, London.

COATING

Cement Coating\$2 25 \$3 38
F.o.b. Montreal, Toronto.

COLORS (DRY)

Per lb.

Raw Umber, 100 lb. keg. 7-12c
Burnt Umber, 100 lbs. 7-12c
Raw Sienna, 100 lb. kegs. 7-12c
Burnt Sienna, 100 lb. kegs. 7-12c
Imp. green, 100 lb. kegs. 0 23
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs. 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Source ochre, 100-lb. kegs. 4-5c
Canadian red oxide, bbls. 0 01½
Super magnetic red. 2¼-2½c
Canadian red oxide, lb. 0 01¾

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure 0 15
Indian red 20-26
Chrome yellow, pure 36-45
Golden ochre, pure 20-22
French spruce ochre, pure. 16-18
Chrome green, pure 18-26
French permanent green, pure 0 26
Signwriters' black, pure. 27-36
Marine black, 5 lb. irons. 0 17
Lampblack 0 25

F.o.b. Montreal, Toronto.

FILLER

Gal.

Luxeberry Enamel\$6 00
Screen Enamel, BB. 1 70

GLUE

Per lb.

French medal (prices withdrawn)
English common sheet 30-35
English prima 0 38
White pigfoot 0 40
Cake bone, 112-lb. bags 0 35
Hide, 112-lb. bags 35-38
Gelatin, 112-lb. bags 45-60
Ground glues, 112-lb. bags,
No. 1 30-32

GLASS

Single Double

Montreal Prices. Thick Thick
Under 25\$ 7 80 \$11 90
26 to 34 8 15 12 85
35 to 40 8 50 13 60
41 to 50 11 75 15 59
51 to 60 12 25 15 85
61 to 70 13 10 16 89
71 to 80 14 75 18 35
81 to 84 22 75

85 to 90 24 35
91 to 94 25 00
95 to 100 29 00
101 to 105 32 00
106 to 110 37 00

Montreal—Single or Double Thick,
10%; 35 cases and over, open.
Ontario Prices.

B.S. B.D.

Up to 25\$17 00 \$24 00
26 to 34 18 00 26 00
35 to 40 18 60 26 40
41 to 50 24 30 31 20
51 to 60 25 60 32 00
61 to 70 27 50 34 00
71 to 80 31 00 37 00
81 to 84 49 00
85 to 90 53 00
91 to 94 54 00
95 to 100 65 00
101 to 105 68 50
106 to 110 79 00

Discount 50 and 10%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate
glass list.

Montreal city price 25 and 5
per cent. off list; country, 20 and
5%.

Toronto, Hamilton and London,
net list to 20% discount, according
to specifications.

F.o.b. warehouse on orders up to
\$75 gross list value. Orders over
\$75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots.
Less than ton lots are 30c per
100 lbs. higher than quoted be-
low.

Montreal Toronto

C.P. Lily Pure\$18 80 \$19 00
Anchor Pure 18 80 19 00
Crown Diamond 18 80 19 00
Green Seal 18 80 19 00
Tiger Pure 18 80 19 00
Ramsay's Pure 18 80 19 00
Moore's Pure 18 80 19 00
O.P.W. Dec. Pure. 18 80 19 00
Red Seal 18 80 19 00
Decorator's Pure 18 80 19 00
O.P.W. English 19 00 19 20
Elephant Genuine 19 40 19 50

B.B. Genuine Lead, less than
tons \$21.25 Toronto; \$21.05 Mont-
real. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound
casks, per cwt.\$14 50 \$14 70
Genuine, 100-pound
kegs, per cwt. 15 25 15 45
Less quantity 16 50

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs Dry Paste
1-lb. tins\$32 50 \$23 75
2-lb. tins 22 75
5-lb. tins 30 50 18 50
10-lb. tins 29 50
25-lb. casks 29 00 17 25
50-lb. casks 28 50 16 75
100-lb. casks 28 00 16 25
300-lb. casks 16 00
600-lb. casks 15 75

F.o.b. Toronto, Montreal and
Hamilton

MURFSCO

White and tins—5-lb. packages,
per 100 lbs., \$7.20.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon in quarts

Elephant White\$3 20

Elephant Colors 2 80
B.H. English white 3 30
B.H. English, colors 3 05
Minerva White 3 10
Minerva Colors 2 90
Crown Diamond, white 3 05
Crown Diamond, colors 2 80
Fresco Tone, white 2 95
Fresco Tone, colors 2 75
Moore's House Colors 2 75
Moore's Floor Paint 2 45
Moore's Egyptian Paint 2 20
Moore's Sani-Flat 2 35
C.P.C. Pure, white 3 30
C.P.C. Pure, colors 3 05
O.P.W. Can. Brand, white. 3 05
O.P.W. Can. Brand, colors. 2 85
O.P.W. Can. Brand, floor. 2 45
O.P.W. Flat Wall, white. 2 95
O.P.W. Flat Wall, colors. 2 75
Ramsay's Pure, White 3 15
Ramsay's Pure, colors 2 55
Martin-Senour, 100% white. 3 30
Martin-Senour, 100% colors. 3 05
Martin-Senour Porch Paint. 3 05
Martin-Senour New-Tone, wht. 2 85
Martin-Senour New-Tone, col. 2 65
Senour's Floor Paint 2 65
Sherwin-Williams, white. 3 30
Sherwin-Williams, colors 3 05
Flat Tone, white 2 80
Flat Tone, colors 2 65
Lowe Bros. H.S., white. 3 30
Lowe Bros. H.S., colors 3 05
Mellotone, white 2 95
Mellotone, colors 2 75
Sanitone, white 2 65

F.o.b. Montreal, Toronto.

Per 100 lbs.
PARIS Mun- C.P. Ber-
GREEN ro's Co. gers
600-lb. bbls.\$53 75 \$54 50
250-lb. kegs. 53 75 54 00 54 75
100-lb. drums. 54 75 55 00 55 75
50-lb. drums. 54 75 55 00 55 75
25-lb. drums. 55 00 55 25 55 00
1-lb. 100s. pks. 57 00 57 25 58 00
1-lb. 100s. tins 59 00 59 25 59 00
1-lb. 100s. tins 59 00 59 25 60 00

Prices f.o.b. Toronto, Hamilton,
London.

PARIS. PLASTER

Toronto London

Per barrel\$2.45-\$3.40 \$2.37

PASTE WOOD FILLER

Pound

1 lb. cans 0 14
2 lb. cans 0 14
5 lb. cans 0 14
12½ lb. cans 0 10
25 lb. cans 0 09

F.o.b. Montreal, Toronto.

Standard
Less than tons
MONTREAL TORONTO

PUTTY

Bulk, in casks 3 60 3 90
Bulk, 100-lb. drums 4 05 4 35
Bulk, 25-lb. drums. 4 15 4 45
Bulk, 12½-lb. irons. 4 30 4 70
B'adders, in bbls. 4 40 4 60

Ton lots standard are 20c per
hundred pounds less.

Pure Putty, \$1 cwt. advance.
London and Hamilton prices same
as Toronto.

SHELLAC

Pure White, gal.\$4.25-\$4.50.
Pure Orange, gal.\$4-\$4.25.
Gum Shellac, TN, 67-80c lb.;
finest orange, 72-79c; finest white,
79-80c.

PAINT AND VARNISH

REMOVER

Taxite, 1 gal. cans\$2 40
Cumoff 2 40
O.P.W. Presto 2 50
Lingerwett 2 90

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in
this issue for prices.

SLATING

Gal.

Liquid Slating, B.B.\$2 20

VARNISHES

Per gal. cans

No. 1 Furniture, extra, bar-
rels, \$1.10 gal.; gal. tins.\$ 1 35
Gold Medal 2 05
Maritime Spar 4 25
B.-H. tSovepipe Varnish, ½
pints, per gross 10 20
Sun Varnish 2 40
Sun Spar 4 18
Sun Waterproof Floor. 2 75
Jas-perite Interior and Ex-
terior 2 25
Jasperite Pale Hard Oil 1 49
Jasperite Floor Finish 2 25
M-S Marble-ite Floor 2 77
M-S Wood-Var 2 77
M-S Durable Spar 3 90
M-S. Finest Interior 3 25
Elastic Interior 2 40
Quick Action House 2 25
Max-nod 3 20
Rexspar 4 20
Scar-Not 3 03
Kyanize Spar 4 50
Kyanize Cabinet Rubbing. 3 50
Kyanize Interior 3 50
Luxeberry light 3 00
Luxeberry granite 3 15
Luxeberry spar 4 50
Ramsay's Universal 2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls. 0 13½
Opalite, 100 lb. kegs. 0 14
1 gal. packages, per keg. 0 75
½ gal. package, per pkg. 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06
B.H. Frescote, 5 lbs. white,
\$5.50; colors 6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX.\$0 18½
XX Quality\$0 16 ½
XA Quality 0 15
X Quality 0 14

F.o.b. Toronto

WHITE WIPING

XXX Extra 0 20
X Grand 0 19
XLCR 0 18
X Empire 0 17
X Press 0 16

WASTE, COLORING WIPING

Quality I 0 14
Quality II. 0 10
Quality III. 0 09
Quality IV. 0 08½

WIPERS WASHED COTTON

Select White 12
Mixed Colored 10
Dark Colored 9
This line subject to trade discount
for quantity.

WAX

Per lb.

C. P. Floor Wax\$0 35
B.H. Wax 0 40
Ronuk Floor Wax lb. 0 38
Berry Bros. 0 34
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 44-46
Johnsons 44-46
Gold Medal 0 30
Ramsay's 0 30

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.\$2.25-\$2.50
Gilders, bolted, in bbls. 2.50-2.75
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

Per gal.

In gallons\$2 10 \$2 15
Barrels 1 90 2 00
\$4 extra for barrels
F.o.b. Montreal, Toronto, London.

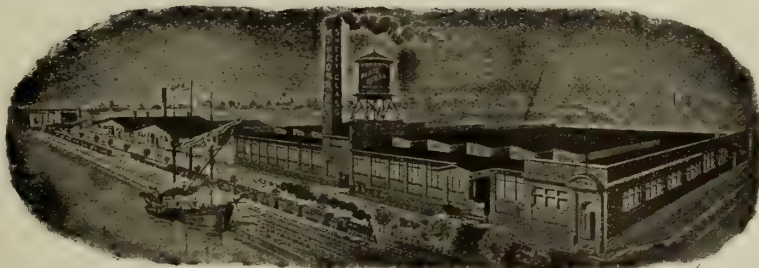
DOUGALL'S Nogloss Interior Varnish

The most satisfactory varnish for interior work. Dries without lustre, bringing out all the natural beauty of the grain. It may be used as an ordinary varnish or as a final coat over other interior varnishes, removing the necessity for rubbing where a dull finish is desired.

ONE OF THE COMPLETE DOUGALL LINE OF QUALITY VARNISHES.

The Dougall Varnish Co., Limited, Montreal

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$19; chilled, \$20.50; buckshot, \$19.80; ball, \$20.20.

ANVILS

Peter Wright, 80 lbs. and up, 20c per lb.; clip horn, 21c lb.
Norris, 80 lbs., and over, 15c.

AXES

Single Bit\$ 9 00 \$14 00
Double Bit 14 50 16 50
Broad axes 28 00 31 00

BARS, CROW. \$6.25 per 100 lbs.

BAR IRON

Bar iron, 3-16, 1/4, 5-16 in., \$7.75 base; other sizes, \$4.75 base; Swedish iron, \$5.25; sleigh shoe steel, \$5.50; spring steel, \$6.50; machinery steel, \$6.50; tool steel, octagon, 100 lbs., \$15.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.
Agricultural or No. 1 leather belting, 47 1/2% off list.
Standard, 30, 10 and 5% off list.
The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, \$1.30 per lb.; cut, \$1.45 per lb.; rawhide, sides, \$1.25; cut, \$1.40.
Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, 3/8 and smaller, 5%; 7-16 and larger, 5% on list; machine, 3/8 and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%, plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 30%; sleigh shoe bolts to 3/8, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, \$1.10 to \$1.75 per roll, according to quality; plain, 80c to \$1.60.

CHAIN

Coil, 3-16 in., \$12.50; 1/4, \$9.75; 5-16, \$8.85; 3/8, \$8; 7-16, \$7.75; 1/2, \$7.50; 9-16, \$7.50; 5/8, \$7.40; 3/4, \$7.25; Logging, 5-16, 9 3/4c; 3/8, 8 3/4c; tie-out, 57 1/2c.

CHURNS

Barrel, No. 0, \$6.75; No. 1, \$6.75; No. 2, \$7.50; No. 3, \$8.25; No. 4, \$9.75 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, 1/2 in. round shank, 30%.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., \$6.10; 10 in., \$6.80; 12 in., \$8.
Conductor pipe, 2 in., per 100 ft., ft., \$7.15; 3 in., \$8.60; 4 in., \$11.40.

ENAMELWARE

Canada, 20; Imperial, 30, 12 1/2; Premier, 20; Colonial, 30, 12 1/2; white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, \$2.15 each; 24-oz. bottles, \$4.35 doz.; 12-oz. bottles, \$2.25 doz.

GALVANIZED WARE

17 1/2% advance on net list, except heavy tubs and heavy pails, which are 7 1/2% advance on list.

GLASS, WINDOW Single Double
Up to 25 in.\$ 8 75 \$12 75
26 to 40 9 75 14 75
41 to 50 12 50 16 50
51 to 60 13 00 17 25
61 to 70 14 00 18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., \$2.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 15%.

Corrugated Strap Hinges—4, \$1.35 5, \$1.90; 6, \$2.65; 8, \$4.30; 10, \$6.35; 12, \$9.70.

Corrugated Tee Hinges—4, \$1.70; 5, \$2.60; 6, \$3.15; 8, \$5.50; 10, \$7.85; 12, \$11.10.

HORSESHOES

Iron, No. 0 to 1, \$6.25; No. 2 and larger, \$6.00; snowshoes, No. 0 to No. 1, \$6.50; No. 2 and larger, \$6.25; steel, No. 0 to 1, \$6.70; No. 2 and larger, \$6.45; featherweight, \$7.85.

JACKSCREWS

20 per cent. off list.

IRON BAND

1 1/2 in., \$6.30; 1 1/4 in., \$6.30; 1 in., \$6.40.

IRON GALVANIZED Apollo and "Fleur Premier de Lis"

10 3/4 oz. or 28 Eng.	12 00	12 00
28 Am. or 26 Eng.	11 70	11 70
26 Am. or 26 spec.	11 40	11 40
24	11 25	11 25
22	11 25	11 25
18 and 20	11 10	11 10
16 Am.	10 95	10 95

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.
Mrs. Pott's No. 55, set..... \$1 20
Mrs. Pott's No. 50, set..... 1 25
Mrs. Pott's common sad iron handles, \$1.15 dozen. Mrs. Pott's improved, \$1.50 a dozen.

LAMP CHIMNEYS

A. per case 8 doz., \$5.50; per doz., 75c; B. per case 6 doz., \$4.85; per doz., 90c.

LANTERNS

No. 2. plain	\$8 75
No. 20. X-ray	12 50
No. 22. Dash-board	11 25
Short Globe, doz.	8 75

LEAD PIPE, \$17.40

LEAD WASTE, \$18.40

LINSEED OIL

See weekly report.

MATTOCKS

Picks, \$7.75; cutter, \$7.75.

NAILS

Wire, f.o.b. Fort William, \$5.45 base; Winnipeg, \$5.45 base. Cut f.o.b., Winnipeg, \$6.

NETTING. Poultry, 37 1/2%.

Banner Netting, 24 in., \$3.50; 36 in., \$4.50; 48 in., \$5.25; 60 in., \$6.25; 72 in., \$7.

NUTS

Square, small lots, blank, 4 1/2c; tapped, 4 3/4c advance on list; Hexagon, small lots, blank, 4 1/2c; Tapped, 4 5/8c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 20c; Ideal Thresher, 37c; "B" Castor machine oil, 24 1/2c; Buffalo engine gasoline, 35c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 20c; "Engoline" engine coal oil, 16c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 10 1/2c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, \$3.35; Stephens' House, \$3.10; Stephens' Floor, \$2.70; Silkstone, \$2.65.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, \$2.50; less than barrels, \$3.50; American vermilion, 20c; English vermilion, \$3 per lb.; Canadian metallic oxides, barrel lots, 3 1/2c; English purple oxide, in casks, 3 1/2c; less quantities, 4c per lb. Red lead, kegs, \$14; less quantities, 16c.

PICKS, Clay, 6-7, \$7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
1/4 inch	\$ 5 63	\$ 7 97
3/8 inch	5 72	8 06
1/2 inch	7 34	9 14
3/4 inch	9 27	11 70
1 inch	13 73	17 28
1 1/4 inch	18 57	23 40
1 1/2 inch	22 19	27 95
2 inch	29 84	37 62
2 1/2 inch	47 84	60 12
3 inch	62 55	78 66
3 1/2 inch	77 40	.....
4 inch	91 70	.....
4 1/2 inch	108 00	.....
5 inch	126 00	.....
6 inch	163 80	.....

PLASTER, Paris, per bbl., \$3.75.

PLATES, CANADA

18x21 per box, half polish, \$10; full polished, \$11; 18x24, half polished, \$10; full polished, \$11; 20x28, half polished, \$10; full polished \$11.

FLOW SHARES, 10c per lb.

POINTS

Landslide plow, 1 1/2 x 14 in., \$1.75 per dozen.

PUTTY

100-lb. irons 5 00
25-lb. irons, per cwt. 5 30
1 1/2-lb. tins 0 09

RIVETS AND BURRS

Iron rivets, 10 per cent. copper
No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.
Five-lb. assorted boxes, No. 8 74c; No. 10, 79c lb.
Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 24 1/2c base; pure Manila, 36 1/2c base; British Manila, 30c; base; lath yarn, 24 1/2c base; African hemp, 30c base; cotton rope, 1/4 and over, 46c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell).
Net list.

SAWS, BUCK

Happy Medium, \$7.50; Watch Spring, \$7.75; Lance Tooth or Lightning Blades, \$8.25; New Century, \$9.75.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	\$10 25
12 gauge	10 25
14 gauge	10 00

16 gauge	10 00
18-20 gauge	9 80
22-24 gauge	9 85
26 gauge	9 90
28 gauge	10 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., \$11.50 per doz.; D.H. Rd. Pt., \$11.50 per doz.; L.H., Sqr. Pt., \$11.50; L.H. Sqr. Pt., \$11.50; D.H., Rd. Pt., \$11.50; Bulldog and Jones, D.H., Rd. Pt., \$12.35; D.H. Sqr. Pt., \$12.35; L.H., Rd. Pt., \$12.35; L.H., Sqr. Pt., \$12.35; Black Cat and Crescent Scoops—No. 4, \$13.70 doz.; No. 6, \$14.60; No. 8, \$15.55; No. 10, \$16.50; Moose and Jones Scoops, No. 4, \$15.15; No. 6, \$16; No. 8, \$16.85; No. 10, \$17.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, 1/4 in., \$7.05; 5-16, \$6.70; 3/8, \$6.50; 1/2, \$6.30.

STAPLES

Bright wire, per cwt., \$5.30 at Fort William, \$5.70 Winnipeg; galvanized staples, \$6.10 Fort William, \$6.50 Winnipeg.

STEEL

Sleighshoe, \$5.50 base per cwt.; plow, common, \$6.50; crucible plow, \$7.50; angle, \$5.35; harrow, \$5.50 base; cast, octagon tool steel, 15c base; square tool, 15c base; spring, \$6.50; machine, \$6.50 base; tire, \$5.60. Mild, 3-16, 1/4, 5-16, \$7.75 base; other sizes, \$5.50 base.

STEEL HOOPS

1/2 in., \$7.75; 3/8 in., \$7.50; 1/4 in., \$6.75; 1/8 in., \$6.50; 1 in., \$6.50; 1 1/4 in., \$6.50; 1 1/2 in., \$7.

STEEL SQUARES

25 per cent. off list.
TACKS. Carpet, 65% list.
TIES. Cow, 5%.

TIN AND TIN PLATE

20 x 28 I.C.	\$24 50
20 x 28 I.X.	26 50
20 x 33 I.C.	29 00
20 x 33 I.X.	31 35
Terne plates	22 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal..... \$2 20
Stephens Exalite, gal..... 3 00

WASHERS

Iron, small lots, 5%+75c; full boxes, iron, 10%+75c.

WHITE LEAD

Decorators' pure, ton lots, \$19.55; less than ton lots, \$19.90.

WIRE, BARB

Lyman, 4-point, \$4.20 f.o.b. Ft. William, \$4.50 Winnipeg; Glidden Cattle, 2-pt., \$4.05 Ft. William, \$4.35 Winnipeg; Baker 2-pt., \$4 Ft. William, \$4.30 Winnipeg; plain twist, cwt., Ft. William, \$4.35; Winnipeg, \$4.75; plain galvanized, Ft. William, No. 9, \$4.85; No. 12, \$5.10; Winnipeg, No. 9, \$5.25; No. 12, \$5.50; coil spring, Ft. William, No. 9, \$5; No. 12, \$5.25; Winnipeg, No. 9, \$5.30; No. 12, \$5.55.
Patented screen in 100-ft. rolls, \$3 per hundred sq. ft.; in 50-ft. rolls, \$3.10 per 100 sq. ft.

WIRE, PLAIN

Rale ties, 14 gauge, single loop, \$7.20 Winnipeg; \$6.80 Fort William.
Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, \$6.95; 10, \$7; 12, \$7.15; 14, \$7.35; 15, \$7.50; 16, \$7.65 per 100 lbs.

WRINGERS

Royal Canadian, \$47.65 per doz.; Eze, \$51.50 per doz.; Bicycle, \$57.80 per doz.; Ajax, \$115.40 doz.



House Paints, Floor Paints, Barn
Roof and Elevator Paints, Struc-
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Wa-ko-ver Stains, Carriage Paints

The Dependable Line for Big Paint Selling

Use the Stephen's Line of Paints as your leader for 1917 selling.

These paints can be absolutely relied upon to give entire satisfac-
tion and win trade.

Stephens' Paint Brings the Repeat Orders

Its great covering capacity and enduring qualities bring ready
recognition and appreciation — this recognition of quality and
appreciation of service have built an enviable
reputation for Stephens' Paint in the West.

Look into our agency proposition.

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L. C. Starrett Co., Athol, Mass.

Calipers, Vernier

L. S. Starrett Co., Athol, Mass.

Calks

D. Ackland & Son, Winnipeg.

Calks, Boot

Lufkin Rule Co., Windsor, Ont.

Camp Cots and Chairs

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Cans

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Montreal.

Canada Plate

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Hamilton.
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Winnipeg.

Cant Hooks

Lachute Shuttle Co., Ltd., La-
chute Mills, Que.

Carborundum Paper and Cloth

The Carborundum Co., Niagara
Falls, N.Y.

Camp Stools and Cots

Stratford Mfg. Co., Ltd., Strat-
ford.

Car Movers

Dillon Mfg. Co., Oshawa, Ont.

Carpenters' Tools

Goodell-Pratt Co., Greenfield,
Mass.

Carriers, Cash and Parcel

Gipe-Hazard Store Service Co.,
Toronto.

Cartridges

Dominion Cartridge Co., Ltd.,
Montreal.
Caverhill, Learmont & Co., Mont-
real.

Remington Arms-Union Metallic
Cartridge Co., Windsor.

Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Glad-
stone, Mich.

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Bissell Carpet Sweeper Co.,
Niagara Falls, Ont.

Caverhill, Learmont & Co., Mont-
real.

Walter Woods & Co., Hamilton.

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D. Ackland & Son, Winnipeg.

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D. Ackland & Son, Winnipeg.

Carriage Tires

Gutta Percha & Rubber, Limited,
Toronto.

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Dominion Cartridge Co., Ltd.,
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Remington Arms-Union Metallic
Cartridge Co., Windsor.

Cartridges, .22 Calibre, Big

Game, Sporting
Dominion Cartridge Co., Ltd.,
Montreal.

Remington Arms-Union Metallic
Cartridge Co., Windsor.

Cartridges, Pistol

Dominion Cartridge Co., Ltd.,
Montreal.

Remington Arms-Union Metallic
Cartridge Co., Windsor.

Carving Sets

Landers, Frary & Clark, New
Britain, Conn.

Cash Carriers

Gipe-Hazard Store Service Co.,
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Casseroles, Ramequins, Etc.

Landers, Frary & Clark, New
Britain, Conn.

Casters

Faultless Caster Co., Evansville,
Ind.

Ceilings, Metallic

Metallic Roofing Co., Toronto
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Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Cellar Drainers

Jas. Morrison Brass Mfg. Co.,
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Centre Reamers

Wells Bros. of Canada, Galt.

Chafing Dishes

Landers, Frary & Clark, New
Britain, Conn.

Chains

B. J. Coghlin & Co., Montreal.
Andrew B. Hendryx Co., New
Haven, Conn.

Chain Drills

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Mass.

Chairs

Beauchamp, J. E., Montreal.
Walter Woods & Co., Hamilton.

Chamois Skins

Evans & Co., Montreal.

Chasers

Pratt & Whitney Co., Ltd., Dun-
das.

Cheese Cutters

Walter Woods & Co., Hamilton.

Chisels, Cape, Cold, etc.

Brown-Boggs Co., Ltd., Hamil-
ton.

Caverhill, Learmont & Co., Mont-
real.

Goodell-Pratt Co., Greenfield,
Mass.

Buck Bros., Milbury, Mass.

Stanley Rule & Level Co., New
Britain, Conn.

National Machinery & Supply
Co., Hamilton.

Chucks, Tap

Wells Bros. of Canada, Galt.

Churns, Hand and Power

Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Mont-
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Cummer-Dowswell, Ltd., Hamil-
ton.

Landers, Frary & Clark, New
Britain, Conn.

Walter Woods & Co., Hamilton.

Clamps, Steel

Goodell-Pratt Co., Greenfield,
Mass.

Clamp, Steel Bar

National Machinery & Supply
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American Shearer Mfg. Co.,
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American Shearer Mfg. Co.,
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ton.

Stratford Mfg. Co., Ltd., Strat-
ford.

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don.

Clothes Pins

Wm. Cane & Sons Co., New-
market, Ont.

Megantic Broom Co., Lake
Megantic, Que.

Walter Woods & Co., Hamilton.

Clothes Reels

Cummer-Dowswell, Ltd., Ham-
ilton.

Clothes Racks

Walter Woods & Co., Hamilton.

Coal Chutes

Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Coal Hods

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Coal Tar and Pitch

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Imperial Oil Co., Toronto.
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Jas. Morrison Brass Mfg. Co.,
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Cocks, Bath

Jas. Morrison Brass Mfg. Co.,
Toronto.

Cocks, Brass and Iron

Jas. Morrison Brass Mfg. Co.,
Toronto.

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Landers, Frary & Clark, New
Britain, Conn.

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Thos. Davidson Mfg. Co., Mont-
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Landers, Frary & Clark, New
Britain, Conn.

Coffee Urns

Wrought Iron Range Co., To-
ronto.

Coils, Brass, Iron and Copper

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Pedlar People, Limited, Oshawa.

Commulator Stones

Cleveland Stone Co., Cleveland,
Ohio.

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stone, Mich.

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Metallic Roofing Co., Toronto
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Wheeler & Bain, Toronto.

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Wheeler & Bain, Toronto.
Metallic Roofing Co., Toronto
and Winnipeg.

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Metallic Roofing Co., Toronto
and Winnipeg.

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Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Wheeler & Bain, Toronto.

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Bridgeport Hdwe. Mfg. Corp.,
Bridgeport, Conn.

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Hamilton.

Copper Sheets

Tallman Brass & Metal Co.,
Hamilton.

Corner Bead, Metallic

Metallic Roofing Co., Toronto
and Winnipeg.

Cornices, Metallic

Metallic Roofing Co., Toronto
and Winnipeg.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co.,
Winnipeg.

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ilton.

The Stanley Works, New Bri-
tain, Conn.

Cold Rolled Strip Steel

The Stanley Works, New Bri-
tain, Conn.

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T. S. Simms & Co., St. John,
N.B.

Corn Planters

Eureka Planter Co., Woodstock.

Cotton Waste

Prairie City Oil Co., Winnipeg.

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and Winnipeg.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co.,
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Countersinks

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Montreal.

Cultivators, Garden, Hand and Wheel

Eureka Planter Co., Woodstock.

C. S. Norcross & Sons, Bushnell,
Ill.

Pull Easy Mfg. Co., Waukesha,
Wis.

Cuspidors

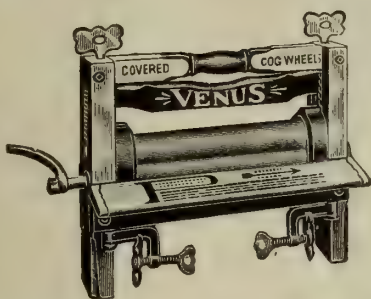
Thos. Davidson Mfg., Co., Ltd.,
Montreal.

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James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
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Jonathan Crooks & Son, Ltd., Sheffield, Eng.
McGlashan-Clarke Co., Niagara Falls, Ont.
Lewis Bros., Ltd., Montreal.
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Landers, Frary & Clark, New Britain, Conn.
- Cutlery, Non-stain**
Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
- Cutlery, Pearl Handle and Silver**
Landers, Frary & Clark, New Britain, Conn.
- Cutter Pins**
Wilkinson & Kompass, Hamilton
- Culverts, Corrugated Metal**
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Crimped Iron Sheets**
Wheeler & Bain, Toronto.
- Cut Nippers**
L. S. Starrett & Co., Athol.
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Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
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Goodell-Pratt Co., Greenfield, Mass.
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Butterfield & Co., Rock Island, Que.
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The Stanley Works, New Britain, Conn.
- Door Checks**
Canadian Yale & Towne, St. Catharines.
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Metallic Roofing Co., Toronto and Winnipeg.
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- Door Pulls**
The Stanley Wks., New Britain, Conn.
- Door Springs**
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Wm. Newman & Sons., Birmingham, Eng.
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Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
- A. Ramsay & Son, Co., Montreal.**
G. F. Stephens & Co., Ltd., Winnipeg
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Stanley Rule & Level Co., New Britain.
Wilkinson & Kompass, Hamilton
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Wakye Mfg. Co., Winnipeg.
- Disinfectant, Powder**
Wakye Mfg. Co., Winnipeg.
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Wells Bros. Co. of Canada, Galt.
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Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.
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Goodell-Pratt Co., Greenfield, Mass.
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Maytag Co., Ltd., Winnipeg.
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Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
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Northern Electric Co., Ltd., Montreal.
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Canadian Carbon Co., Toronto.
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Northern Electric Co., Ltd., Montreal.
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Northern Electric Co., Ltd., Montreal.
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- Emery Glass and Papers**
John Oakey & Sons, London, Eng.
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Carborundum Co., Niagara Falls, N.Y.
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Banwell-Hoxie Wire Co., Ltd., Hamilton.
Caverhill, Leamont & Co., Montreal.
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- Lewis Bros., Ltd., Montreal.**
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McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
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Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Port Hope File Mfg. Co., Port Hope, Ont.
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Canadian Carbon Co., Toronto.
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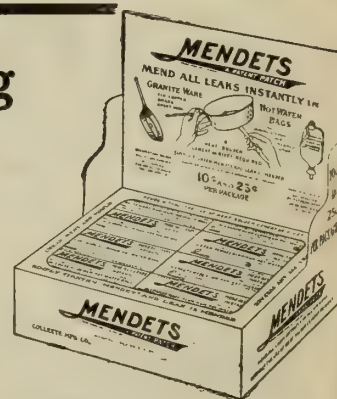
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- Harness Oil**
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- Hinges**
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Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Son, Birmingham, Eng.
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- The Stanley Works, New Britain, Conn.**
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- Hollow Handled Tools**
Stanley Rule & Level Co., New Britain, Conn.
- Horse Singers**
Collins Mfg. Co., Toronto.
- Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.
- Hose, Mill Fire**
Gutta Percha & Rubber Co. Ltd., Toronto.
- Hoes, Five-Prong and Three-Prong**
C. S. Norcross & Sons, Bushnell, Ill.
- Hose, Garden and Lawn**
Gutta Percha & Rubber Co., Toronto.
- Hooks, All Steel, Conductor**
Metallic Roofing Co., Toronto and Winnipeg.
- Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
- Horse Shoes**
D. Ackland & Son, Winnipeg.
Steel Co., of Canada, Ltd., Hamilton.
Wilkinson & Kompers, Hamilton.
- Horse Nails**
D. Ackland & Son, Winnipeg.
- Hotel and Restaurant Kitchen Equipment**
Wrought Iron Range Co., Toronto.
- Hoops, Wire**
Laidlaw Bale Tie Co., Ltd., Hamilton.
- Hose, Fittings and Supplies**
Canadian Consolidated Rubber Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Limited, Toronto.
Goodyear Tire & Rubber Co., Toronto.
- Ice Cream Freezers**
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
- Ice Scrapers**
James Bros. Co., Perth.
- Ignition Accessories**
Northern Elec. Co., Montreal.
- Incubators**
Collins Mfg. Co., Toronto.
- Indicators, Speed**
L. S. Starrett Co., Athol, Mass.
- Injector, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto.
- Instruments of Precision**
L. S. Starrett Co., Athol, Mass.
- Iron Sheets, Black and Galvanized**
Dominion Sheet Metal Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
- Iron Bars**
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.
- Iron and Steel Bars**
Caverhill, Learmont & Co., Montreal.
Steel of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
- Irons, Gas**
National Stamping & Electric Works, Chicago, Ill.
- Jack Planes**
National Machinery & Supply Co., Hamilton.
- Japans, Colors**
Benjamin Moore, Co., Ltd., Toronto.
- Joint Planes**
National Machinery & Supply Co., Hamilton.
- Kalsomine Brushes**
T. S. Simms & Co., St. John, N.B.
- Knives, Butcher, Skinning**
John Chatillon & Sons, New York, N.Y.
- Knives, Cook**
John Chatillon & Sons, New York, N.Y.
- Kettles**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Kitchen Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Kitchen Ware, Transparent**
Corning Glass Works, Corning, N.Y.

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Write your message legibly and state the number of times you wish it to appear.

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"Wanted" ads get results.

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One of the things we all do well is to forget.

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

Tough, Uniform



THIS IS THE BEST LINE OF BAR IRON THAT YOU CAN BUY OR SELL.
Its uniformity of texture, toughness, and easy workability MEANS HIGHLY PLEASSED CUSTOMERS AND RE-ORDERS.
The grade is equal to the best and the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Limited, LONDON, CANADA

Sales Agents: Manitoba—Bissett & Webb, Limited, Winnipeg. British Columbia—McPherson & Teetzel, Vancouver.

Corrosion-resisting



NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

**MONEL
METAL**

We are **SOLE PRODUCERS** of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

43 EXCHANGE PLACE, NEW YORK

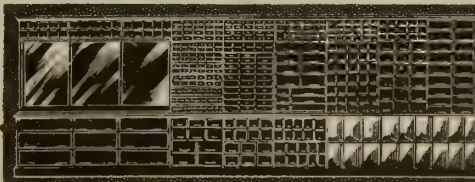
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GLAZIERS' DIAMONDS are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

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Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is up to scratch. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

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Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
- Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Knives, Table, Oyster, Carving, Bread, Slicers**
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
- Ladders, Shelf**
Beatty Bros., Fergus, Ont.
McFarlane Ladder Works, Toronto.
- Ladders, Fruit-Picking**
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford.
- Ladders, Extension**
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford.
- Ladders, Step**
Beatty Bros., Fergus, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford.
- Lath, Metallic**
Metallic Roofing Co., Toronto and Winnipeg.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
- Lamps, Hand**
Interstate Electric Novelty Co., Toronto.
- Lamps, Gasoline, Table & Hall**
National Stamping & Electric Works, Chicago, Ill.
- Lamp Black**
L. Martin Co., New York, N.Y.
Wilkes, Martin, Wilkes Co., New York.
- Lamp Chimneys**
Walter Woods & Co., Hamilton.
- Lanterns**
Thos. Davidson Mfg. Co., Ltd., Montreal.
National Stamping & Electric Works, Chicago, Ill.
- Lanterns, Electric**
Canada Dry Cells Ltd., Winnipeg.
- Latches**
The Stanley Works, New Britain, Conn.
- Lead, Black**
John Oakley & Sons, London, Eng.
- Lead, Sheet**
Hoyt Metal Co., Toronto.
- Latches, Sliding Door**
National Machinery & Supply Co., Hamilton.
- Lawn Swings**
J. E. Beauchamp & Co., Montreal.
Winnipeg.
Stratford Mfg. Co., Ltd., Stratford.
- Lawn Seats**
Beauchamp, J. E., Montreal.
Stratford Mfg. Co., Ltd., Stratford.
- Lawn Gates**
McGregor Banwell Fence Co., Ltd., Walkerville.
- Lawn Settees**
Beauchamp, J. E., Montreal.
McFarlane Ladder Works, Toronto.
- Lead Traps and Bends**
Hoyt Metal Co., Toronto.
- Levels**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
- Level Glasses**
Stanley Rule & Level Co., New Britain, Conn.
- Lines, Clothes**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.
- Lighting Outfits, Automobile**
Northern Electric Co., Montreal.
- Linseed Oil**
Brandram-Henderson, Ltd., Halifax, N.S.
Dominion Linseed Oil Co., Montreal.
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Prairie City Oil Co., Winnipeg.
Sherwin-Williams Co., Ltd., Montreal.
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- Locks**
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- Machinery and Supplies**
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.
- Mantels and Grates**
Barton Netting Co., Windsor.
- Mats and Matting, Rubber**
Gutta Percha & Rubber Co., Ltd., Toronto.
- Mayonnaise Mixers**
Landers, Frary & Clark, New Britain, Conn.
- Measuring Machines, Lumber**
Jas. Morrison Brass Mfg. Co., Toronto.
- Machine Dies**
Wells Bros. Co. of Canada, Galt.
- Machine Oil**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
- Machinists' Vises**
National Machinery & Supply Co., Hamilton.
- Meat Choppers**
Landers, Frary & Clark, New Britain, Conn.
- Metal Shingles, Siding, etc.**
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Metal Stampings**
Hamilton Stamp & Stencil Co., Hamilton.
- Metals**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
H. S. Howland Son & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggett, Ltd., Birmingham, Eng.
- Metal Polish**
Prairie City Oil Co., Winnipeg.
- Metallic Ceilings and Walls**
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Mendets**
Collette Mfg. Co., Collingwood.
- Metallic Corner Bead**
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Meters, Electric Frequency, Speed**
Northern Electric Co., Montreal.
- Metallic Lath**
Metallic Roofing Co., Toronto and Winnipeg.
- Metallic Roofing**
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Metallic Skylights**
Metallic Roofing Co., Toronto and Winnipeg.
- Metal Window Hardware**
The Stanley Works, New Britain, Conn.
- Metal Doors**
Pedlar People, Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Metal Windows**
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Micrometers**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
- Milling Cutters**
Pratt & Whitney Co., Ltd., Dundas.
- Milk Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Mirrors**
Toronto Plate Glass Imp. Co., Toronto.
- Mitre Boxes**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
- Mops, Twine**
T. S. Simms & Co., Ltd., St. John.
- Mops**
Channel Chemical Co., Toronto.
- Monel Metal**
International Nickel Co., New York.
- Motor Accessories**
Evinrude Motor Co., Milwaukee, Wis.
Canada Dry Cells, Ltd., Winnipeg.
- Motor Cars**
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal.
Line, Hansen & Kimball, Moose Jaw, Sask.
- Motors, Detachable**
Evinrude Motor Co., Milwaukee, Wis.
- Motors, Canoes**
Evinrude Motor Co., Milwaukee, Wis.
- Motors, Electric**
Northern Electric Co., Montreal.
- Motor Generators**
Northern Electric Co., Montreal.
- Motor Cars**
Hyslop Bros., Ltd., Toronto.
- Mouldings**
Williams Bros. & Piggett, Ltd., Birmingham, Eng.
- Nail Pullers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
- Nails, Horse Shoe**
Steel Co. of Canada, Ltd., Hamilton.
- Nails, Wire**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.
Western Wire & Nail Co., London.
- Napkin Rings**
Canadian Wm. A. Rogers, Ltd., Toronto.
- Nail Sets**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
- Neatsfoot Oil**
Prairie City Oil Co., Winnipeg, Man.
- Nickelware**
Landers, Frary & Clark, New Britain, Conn.
- Nickel**
International Nickel Co., New York.
- Nipples**
Canadian Tube & Iron Co., Ltd., Montreal.
- Nitrogen Lamps**
Canadian Laco-Phillips Co., Toronto.
- Nuts and Bolts**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt & Screw Co., Owen Sound.
Steel Co. of Canada, Ltd., Hamilton.
Stanley Works, New Britain, Conn.
- Oils**
Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
- Oil Cake**
Dominion Linseed Oil Co., Montreal.
- Oil Cans**
R. E. Bloomer, Keithsburg, Ill.
- Oils, Cylinder**
Prairie City Oil Co., Winnipeg.
- Oils, Motor**
Hyslop Bros., Ltd., Toronto.
Prairie City Oil Co., Winnipeg.
- Oil, Furniture**
Prairie City Oil Co., Winnipeg.
- Oil, Road**
Prairie City Oil Co., Winnipeg.
- Oilers**
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
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Canadian Winkley Co., Windsor.
- Oil Hole Covers**
Canadian Winkley Co., Windsor.
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- Oil Tanks and Pumps**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Oil Stones**
Cleveland Stone Co., Cleveland, Ohio.
- Oil Colors**
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McArthur Irwin, Montreal.
- Oil Stones**
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Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.
- Ornamental Gates**
McGregor, Banwell Fence Co., Ltd., Walkerville.
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Gutta Percha & Rubber Co., Ltd., Toronto.
- Pads**
D. Ackland & Son, Winnipeg.
- Pails**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Pails, Wooden**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
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Ottawa Paint Co., Ottawa.



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Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

TARRED FELT

**SPECIFY
DOMINION BRAND**

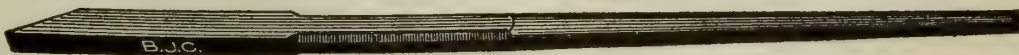
J. H. McCOMB, LIMITED

Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar

MONTREAL

CROWBARS

No. 102-A—CHISEL POINT



We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGLIN CO., LIMITED, Office and Factory : Ontario St. East, MONTREAL

Keeping the Taylor-Forbes Standard

Scarcity of skilled labor and the difficulties put in the way of securing raw materials by demands of war, make manufacturing of **QUALITY** hardware supplies an extraordinary task. However, we wish to announce to the trade that the extensive resources at our command enable us to keep the *Taylor-Forbes* standard of quality right up to the mark that has made them famous.

We also wish to bring to the notice of the Trade that we are exerting every effort to make deliveries on time and if any delay occurs it is due to conditions over which we have no control.

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The Financial Post of Canada, 143-153 University Ave., Toronto

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real.
R. C. Jamieson & Co., Mont-
real.
Martin-Senour Co., Ltd., Mont-
real.
Benj. Moore & Co., Toronto.
The Ottawa Paint Wks., Tor-
onto.
A. Ramsay & Son Co., Mont-
real.
Sherwin-Williams Co., Ltd.,
Montreal.
G. F. Stephens & Co., Winni-
peg.

Paint, Bridge

Brandram - Henderson, Ltd.,
Halifax, N.S.
Ottawa Paint Co., Ottawa.
Benjamin Moore & Co., Ltd.,
Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winni-
peg.
Martin-Senour Co., Ltd., Mont-
real.

Paint Brushes

Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John,
N.B.

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Benjamin Moore & Co., Ltd.,
Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winni-
peg.
McArthur Irwin, Montreal.

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Toronto.
Martin-Senour Co., Ltd., Mont-
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G. F. Stephens & Co., Winni-
peg.

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Montreal.
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A. Ramsay & Son Co., Montreal.
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Martin-Senour Co., Ltd., Mont-
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Brandram - Henderson, Ltd.,
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G. F. Stephens & Co., Winni-
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Toronto.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winni-
peg.

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Benjamin Moore & Co., Ltd.,
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Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winni-
peg.
Martin-Senour Co., Ltd., Mont-
real.

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A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winni-
peg.

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Canada Paint Co., Ltd., Mont-
real.
R. C. Jamieson & Co., Mont-
real.
McArthur Irwin, Montreal.
The Lowe Bros. Co., Toronto.
Martin-Senour Co., Ltd., Mont-
real.
Benjamin Moore & Co., Ltd.,
Toronto.
The Ottawa Paint Works, Tor-
onto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd.,
Montreal.
G. F. Stephens & Co., Winni-
peg.

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Toronto.

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Benjamin Moore & Co., Ltd.,
Toronto.

Paint, Oil Colors

Benjamin Moore & Co., Ltd.,
Toronto.

Paint, Structural

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Toronto.

Paint, Red Lead

R. C. Jamieson & Co., Ltd.,
Montreal.

Paints, White Lead

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R. C. Jamieson & Co., Ltd.,
Montreal.
Benjamin Moore & Co., Ltd.,
Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winni-
peg.

Paint, White Zinc

Benjamin Moore & Co., Ltd.,
Toronto.

Paints, Wall Finish, Muresco

Benjamin Moore & Co., Ltd.,
Toronto.

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Spielmann Agencies, Montreal.

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Paris Green

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ford.

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Paper, Wrapping

Walter Woods & Co., Hamilton.

Pens, Ball and Calf

Dillon Mfg. Co., Oshawa, Ont.

Percolators, Coffee

Landers, Frary & Clark, New
Britain, Conn.

Northern Electric Co., Ltd.,
Montreal.

Percussion Caps

Remington Arms—Union Metal-
lic Cartridge Co., Windsor.

Pick Handles

J. H. Still Mfg. Co., St. Thomas,
Ont.

St. Marys Wood Specialty Co.,
St. Marys, Ont.

Pig Iron

Nova Scotia Steel Co., New
Glasgow, N.S.

Steel Co. of Canada, Ltd.,
Hamilton.

Pins, Cotton

Steel Co. of Canada, Ltd.,
Hamilton.

Pins, Escutcheon

Parmenter & Bulloch, Ganan-
oque.

Pipe Thread Gages

Wells Bros Co. of Canada, Ltd.,
Galt.

Pipe Stocks and Dies

Wells Bros Co. of Canada, Ltd.,
Galt.

Pipe, Wrought, Black and Galvanized

Canadian Tube & Iron Co.,
Ltd., Montreal.
Caverhill, Learmont & Co.,
Montreal.
Steel Co. of Canada, Ltd.,
Hamilton.
Thos. Davidson Mfg. Co., Ltd.,
Montreal.
Wheeler & Bain, Toronto.
Lewis Bros., Ltd., Montreal.
Trimont Mfg. Co., Roxbury,
Mass.

Pipe, Galv'd, Conductor

Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd.,
Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Pipe, Lead

Hoyt Metal Co., Toronto.

Pipe, Stove

Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor

Metallic Roofing Co., Toronto
and Winnipeg.

Pipe Vises

National Machinery & Supply
Co., Hamilton.

Planes

Caverhill, Learmont & Co.,
Montreal.
National Machinery & Supply
Co., Hamilton.
Stanley Rule & Level Co., New
Britain, Conn.

Planes, Adjustable Wood and Iron

Northern Machinery Supply Co.,
Hamilton.

Plasterer's Corner Bead

Metallic Roofing Co., Toronto
and Winnipeg.

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Milwaukee, Wis.

Planters

Eureka Planter Co., Woodstock,

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Bridgeport Hdwe. Mfg. Corp.,
Bridgeport, Conn.

Pliers, Combination

Goodell-Pratt Co., Greenfield,
Mass.

Plowshares

D. Ackland & Son, Winnipeg.

Plugs, Rubber

Canadian Consolidated Rubber
Co., Montreal.

Plumb Bob

Goodell-Pratt Co., Greenfield,
Mass.

Stanley Rule & Level Co., New
Britain, Conn.

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Gutta Percha & Rubber, Ltd.,
Toronto.

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graph and Telephone
Northern Electric Co., Montreal.

Pole Line Material

Northern Electric Co., Montreal.

Pedlar People, Ltd., Oshawa.
Metallic Roofing Co., Toronto
and Winnipeg.

Poultry Specifics

W. A. Jenkins Mfg. Co., London.

Power Apparatus

Northern Electric Co., Montreal.

Primers

Remington Arms—Union Metal-
lic Cartridge Co., Windsor.

Protractors

L. S. Starratt Co., Athol, Mass.

Polish, Floor

Channel Chemical Co., Toronto.

Polish, Furniture

Channel Chemical Co., Toronto.
Buffalo Specialty Co., Bridge-
burg.

Wakye Mfg. Co., Winnipeg.

Poultry Netting

Whites, Limited, Collingwood.
Rice, Lewis & Sons, Ltd., Tor-
onto.

Powder

Dominion Cartridge Co., Ltd.,
Montreal.

Polishing Heads

Goodell-Pratt Co., Greenfield,
Mass.

Precision Tools

Goodell-Pratt Co., Greenfield,
Mass.

Pumps

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mer, Ont.
Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon,
Man.
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mer, Ont.
Beatty Bros., Ltd., Fergus.
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Pump Jacks

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Manitoba Engines, Brandon,
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Mass.
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Britain, Conn.
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Razor Hones

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James Hutton & Co., Montreal.
Landers, Frary & Clark, New
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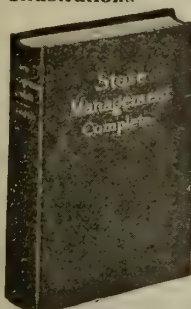
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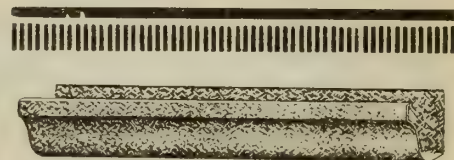
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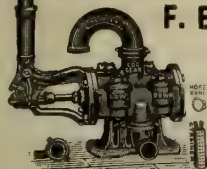
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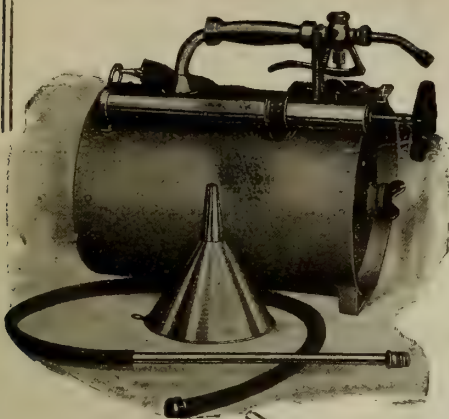
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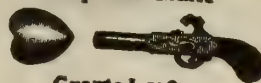
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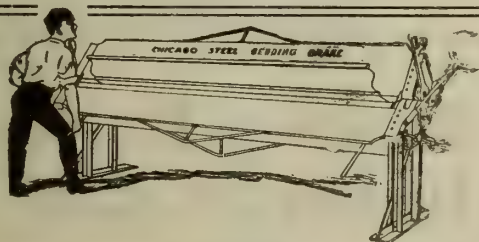
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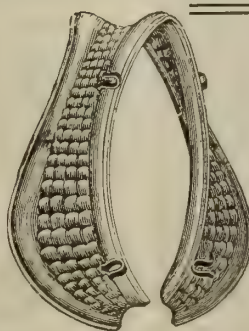
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Wrenches, Bit, Brace, Nut

Wells Bros. Co. of Canada, Galt.

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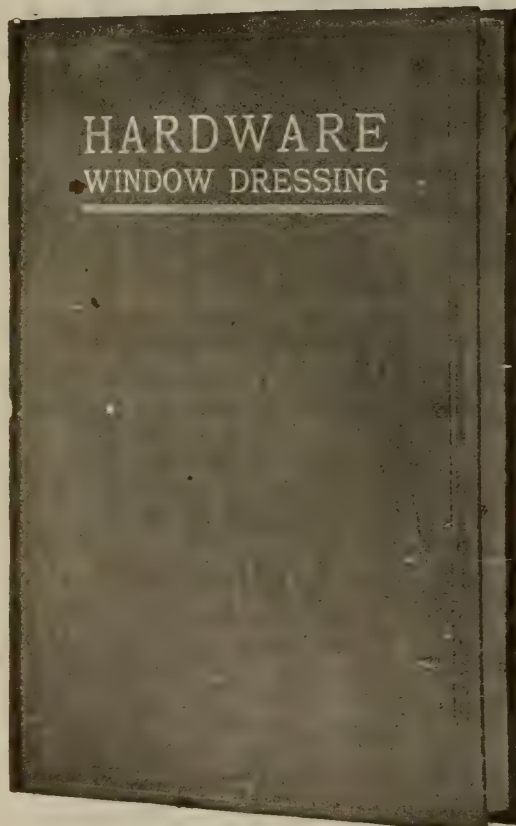
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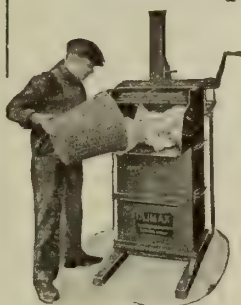
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We are makers of several kinds of Sprayers—Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

THE COLLINS MFG. CO.
415 Symington Ave., Toronto



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

BATH ROOM FITTINGS



KINZINGER, BRUCE
& CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLUGH & CO.
Unity Bldg., Montreal

The PARMENTER BULLOCH CO., Ltd GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Over-shoe Buckles, Felloe Plates.



BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN WILCKES CO.
135 WILLIAM ST. NEWYORK



Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

This space \$1.00
per insertion on
yearly order.

Trulite

The Original
Short Globe
Lantern.

Made only by

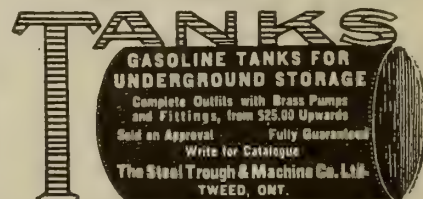
Ontario Lantern & Lamp Co.,
HAMILTON, CANADA Limited

TRADE **SAWYER** MARK
Registered

STITCHED CANVAS BELTS

"THE QUALITY BELT"

PLEWES LIMITED, Distributors,
WINNIPEG



TANKS
GASOLINE TANKS FOR
UNDERGROUND STORAGE
Complete Outfits with Brass Pumps
and Fittings, from \$25.00 Upwards
Sold on Approval Fully Guaranteed
Write for Catalogue
The Steel Trough & Machine Co. Ltd.
TWEED, ONT.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite



Quick
Service

Northern Bolt, Screw & Wire
Co., Ltd., Owen Sound, Ont.

Tell the Advertiser where you
saw his Advertisement.

Ask Us For
**Wrapping
Papers**

10,000 Rolls and Reams

and

Twines

Very large assortment.

Walter Woods & Co.

Hamilton and Winnipeg

**TOOL STEEL
AND STEEL WIRE**

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire
Needle Wire
Spring Wire
Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, for Busks
Steel Wire for Metal Fret Saws
Galvanized Wire for Hawsers and
Submarine Cables

J. SHIPMAN & CO., LTD.

ATTERCLIFFE STEEL WORKS & WIRE MILLS,

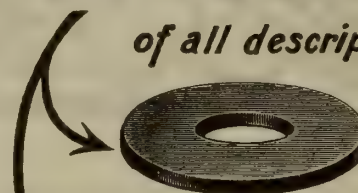
SHEFFIELD, Eng. Telegrams: "Shipman Sheffield." Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave,
Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

**Wrought and Steel Plate
WASHERS**

of all descriptions



Annealed
Rivet Burrs.

Felloe Plates.

Sheared and
Punched Plates.



Malleable Washers
and Cast Iron Washers.

Round & Square

Plain or
Galvanized

Prompt Shipments

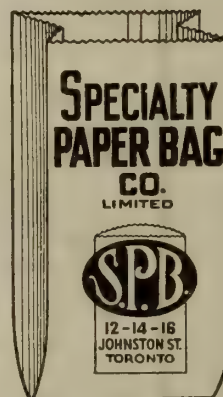
**Wrought Washer Mfg.
Company**
Milwaukee, Wis.

Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES



Bags for Heavy Hard-
ware and Fittings,
Broom Covers and
Broom Handles

also

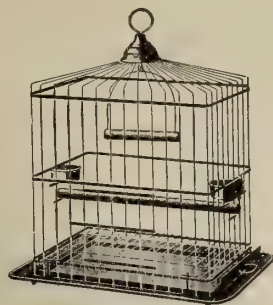
Bags for Forks and
Hoe Handles

Specialty Paper Bag Co., Ltd.

Department M.

12-14-16 Johnston Street, Toronto, Canada

If interested, tear out this page and keep with letters to be answered.



"HENDRYX" Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter — profits

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

THE ANDREW B. HENDRYX CO.

New Haven, Conn.



"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

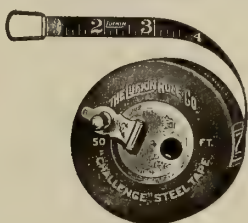
GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

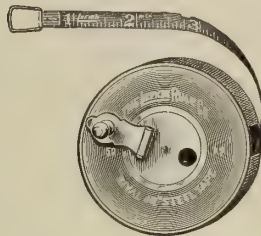
"RELIABLE"



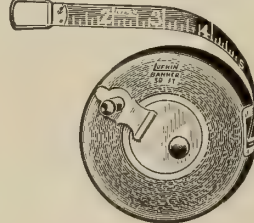
"CHALLENGE"



"RIVAL"



"BANNER"



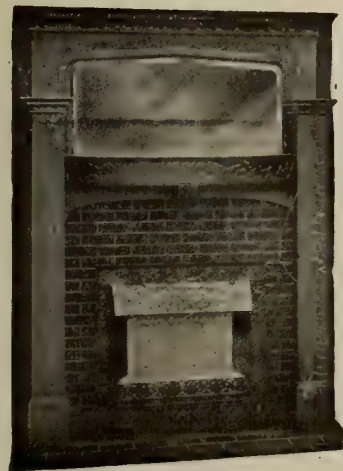
Everybody Knows These **LUFKIN** Tapes

They have been pioneers in connection with the noteworthy improvements made in tapes. They are distinctive in quality. Each style the very best of its kind.

Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Stocked by all jobbers.



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



Our Thanks to Hardware Dealers

YOU have proved that a service for your benefit will win your confidence. Many of you at once saw the profit and customer-satisfaction to be gained by a liberal use of our *Warehouse Department*. To you we extend our thanks for making this department a huge success.

To those of you who are not using this *Hardware-dealer-service*, and thereby losing a share of profitable trade, let us explain what it means to you.

Nearly two years ago we placed a big stock of Bars, Sheets, Bolts, etc., at your disposal, so you could have your order shipped within 24 hours of its arrival in our office.

This Stock Consists of :

Bars.	Sheets.	Tubes.
Rounds, Squares and Flats.	Blue Annealed.	Lap Welded and Cold Drawn. Seamless.
Mild Steel.	Black Sheets.	Plates.
Reinforcing, Cast Steel.	Galvanized.	Boiler and Tank.
Machinery Steel.	Angles and Tees.	Chequered.
Sleigh Shoe Steel.	Black, $\frac{3}{4}$ in. up.	Rails.
Rivets.	Bolts, Nuts and Spikes.	8 to 80 lbs. per yard.
Boiler, Structural and Plate. All sizes.	Machine, Carriage, Patch and Stay Bolts.	New and relaying.
	Ship and Shimming Spike.	Turnbuckles.
		All sizes with stubs.

We offer you the advantage of securing your material in the exact size required. This saves you paying freight on waste, also time, and labor otherwise required for alterations. We try, whenever possible, to include your order with carload lots, thus giving you advantage of lower freight rates.

Your order is followed through our tracing department, ensuring delivery of goods as quickly as possible.

There is no question as to our offering you equal—or even better—service and price than can be obtained elsewhere.

Write us now for our monthly
stock list.

Manitoba Bridge & Iron Works, Limited, Winnipeg

HARDWARE AND METAL

Vol. XXIX

PUBLISHED EVERY SATURDAY SINCE 1888

June 30

No. 26

THE MACLEAN PUBLISHING COMPANY, LIMITED

1917

PUBLICATION OFFICE: TORONTO, CANADA



SPHINX

Short
Reach
Types
\$1.00



Long
Reach
Types
\$1.25



—England's Most Durable Plug

BRITISH GOODS

are known to be of good and lasting quality. When they are specially manufactured to meet the requirements of the country wherein they are sold they, of course, have

ADDITIONAL VALUE

DESIGNED AND MANUFACTURED BY

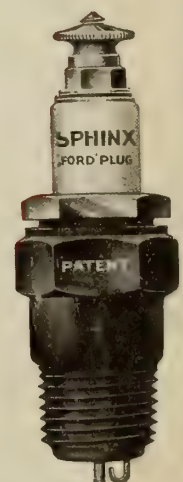
The SPHINX MANUFACTURING COMPANY

BIRMINGHAM - ENGLAND

CANADIAN REPRESENTATIVE:

W. T. EVANS - MONTREAL

1684 ST. URBAIN STREET





This Stanley Display in your Window brings Garage Owners and Builders into your Store

THIS is the time of year, as you know, when people are buying new cars and are overhauling the old ones. Business in auto accessories is brisk and many new garages are being planned and built.

Here is a handsome display that makes a splendid center-piece for your window. This cut-out is made of heavy cardboard and is lithographed in nine colors. It is 28" high by 40" wide. An easel holds it firm.

It clearly shows how the doors are prevented from slamming (Stanley Garage Door Holder 1774), why the doors swing easily and smoothly and shut firmly (Stanley Garage Hinges 1457, Latch 1264, Pull 1266) and how such conveniences as the 10-inch Stanley chain and Foot Bolts 1055 and 1066 look and operate. This display will bring buyers in, and will increase your sales of garage hardware and accessories.

These cut-outs, being unusually elaborate and effective,

are costly to make. The supply is limited. You can get one without cost (while the supply lasts) by ordering it on a blank which we furnish on request. Just fill out the coupon and by return mail we'll send the blank and a useful booklet, "Selling More Stanley Garage Hardware," which describes the many other sales helps we have to offer to help you build up your sales in this profitable line.

Mail the coupon to-day.

The Stanley Works

New Britain

Conn., U.S.A.

Canadian Representatives: A. MacFarlane & Company
Coristine Bldg., Montreal

THE STANLEY WORKS, New Britain, Conn. Attention Service Dept. 6-30

Send me a copy of "Selling Stanley Garage Hardware"

Name
Firm
Address
Jobber

If you do not yet stock Stanley Garage Hardware, mark a cross in the square below

Stanley Tools

The above TRADE-MARK stands for Tools that are
Right in Material.

Right in Workmanship.

**Right in their Perfect Adaptation to the
particular work for which they are
intended.**

STANLEY TOOLS

are everywhere recognized as STANDARD. They
are the EASIEST TO SELL and BEST TO BUY.
Every Carpenter and Woodworker knows their worth,
frequently calls for them by name or number, and will
take no SUBSTITUTE.

Many of our tools are now made in our CANADIAN
WORKS. We will be glad to furnish full details
regarding same.

ADDRESS ALL COMMUNICATIONS TO

**STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.**

If interested, tear out this page and keep with letters to be answered.



No. 310 — Black Enamel Case
Pint Vacuum Bottle

THE BEST WORK

is always done by well-nourished men and women. A cold lunch to be carried from home must have a hot or cool drink to lend it the proper zest and enjoyment.

Universal Lunch Kits keep the food sweet and appetizing, and have always a refreshing drink in the Vacuum Bottle contained within the cover.

UNIVERSAL LUNCH KIT



The sale of Universal Lunch Kits greatly exceeds that of all other like equipment. The neatness of their attractively enameled cases make customers where others fail. Advantages in wear and sanitation over paper or cardboard boxes are obvious.

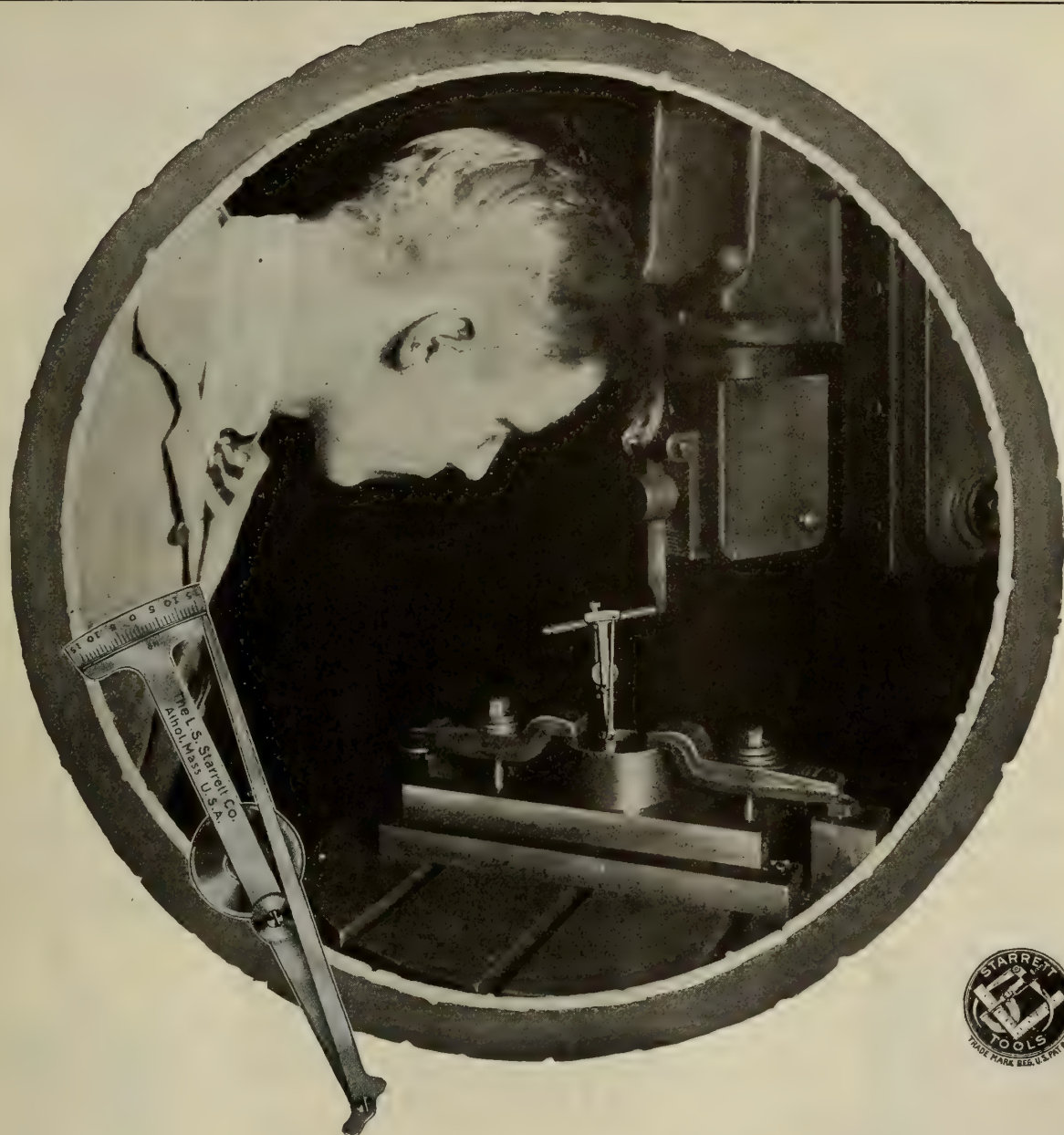
A finished, snappy appearance is borne out in every detail of construction from genuine leather handles to patent snap fastenings.

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN., U.S.A.

A. Macfarlane & Co., Montreal, *Canadian Representatives*

If interested, tear out this page and keep with letters to be answered.



TRADE MARK
Starrett Tools
REG. U.S. PAT. OFF.

Tell the Truth

After all, the principle of micrometers and other fine measuring tools is quite simple. The only requirement is that they tell the truth.

This test indicator for example has done its full duty when it has registered its story in thousandths.

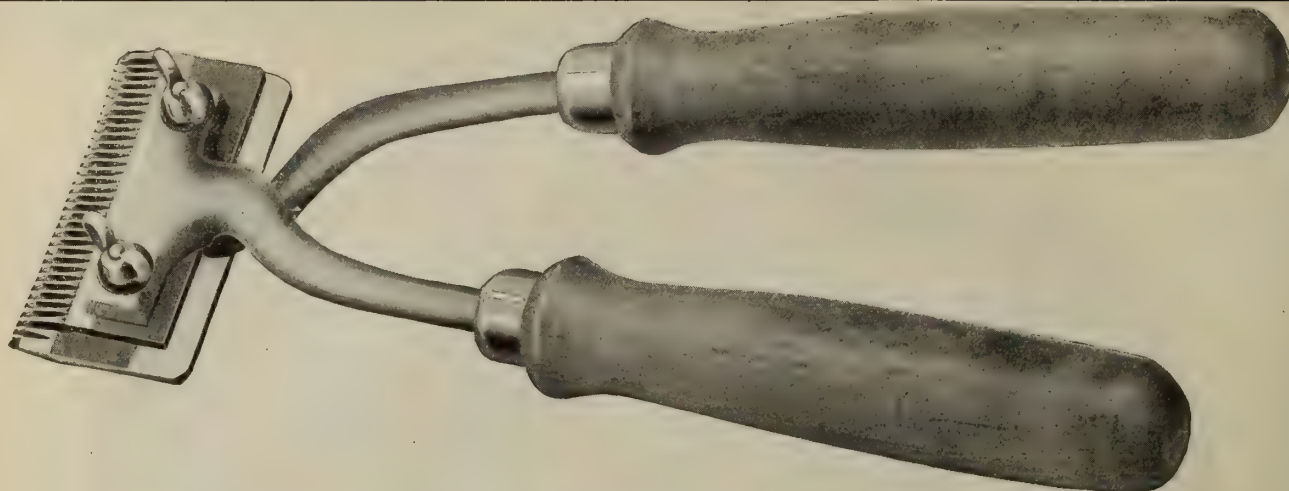
Starrett Tools have a reputation for truth telling. Their character is well established. That's why it pays to carry the line of 2,100 styles and sizes of micrometers, calipers, gages, squares, height and depth gages, and other precision tools described in Catalog No. 21MA.

The L. S. Starrett Co. Athol, Mass.
World's Greatest Toolmakers



42-682

If interested, tear out this page and keep with letters to be answered.



Priest's Horse Clippers

Long experience and a careful and close study of this line has enabled us to build up an assortment of styles and models that will surely interest you.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

STOCK POT



With or Without Tap
Imp. Qts.—14, 22, 40

STEAMERS AND BOILERS



Dimensions of Boiler, 10" x 6½"
Dimensions of Steamer, 10" x 6½"
Quarts, 10

DAVIDSON'S

Manufacturers of the Celebrated
**COLONIAL and PREMIER
ENAMELWARE**

BUTTER BOWL



Sizes—15, 17, 19 inches

We show here a few of our lines, chiefly used in hotels and large establishments. Write for full particulars.

**The Thos. Davidson Mfg.
Company, Limited**

Toronto

Montreal

Winnipeg

COFFEE BOILER



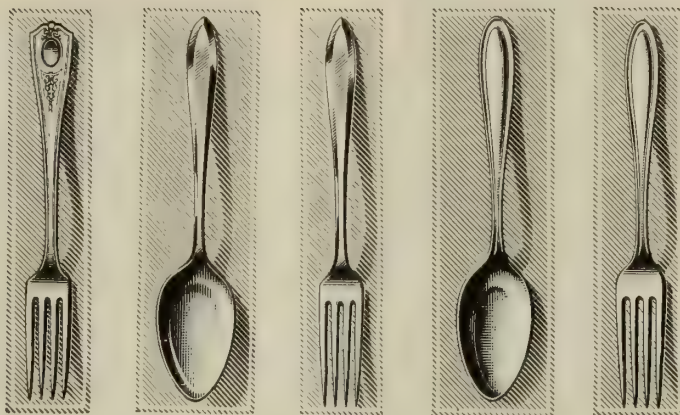
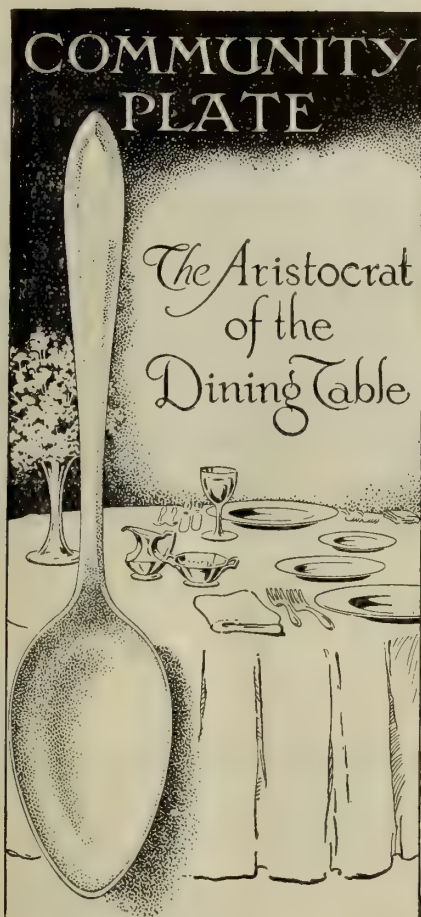
Qts.—4½, 6, 8½, 11½

TEA BOILER



Qts.—4½, 6, 8½, 11½

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Community *Silver Plated* Ware

is the most popular high-grade table ware made

Plated with the heaviest of heavy plate, with the wearing surface of every Spoon and Fork extra protected by the celebrated overlay disc of pure silver.

Beautiful designs. Neat, attractive packages.

Gifts of Community Silver Plated Ware are always appreciated.



Reliance Plated Ware

A Silver Plated Ware of excellent quality, with the additional protection of a pure silver disc overlay at the wearing surface of the principal Spoons and Forks.



Write for booklet showing full range of designs to

CAVERHILL, LEARMONT & COMPANY
MONTREAL

If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges Pair in a Box SC 900

Light Tee Hinges " " " SC 904

Heavy Strap Hinges " " " SC 209

Heavy Tee Hinges " " " SC 609

Corrugated Strap Hinges " " " SC 935

Corrugated Tee Hinges.. " " " SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

UNIFORMITY

USED THE WORLD OVER

SATISFACTION



AMACOL

TENAXAS

Atlas Babbitts

MADE IN CANADA



ATLAS

TIN-TOUGHENED MASCOT W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY
STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED

Large Stocks

THEY MAKE GOOD EVERYWHERE

Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal

Works: Riverside Street, Montreal

If interested, tear out this page and keep with letters to be answered.



A Trade Builder

"We are mailing under separate cover a picture of our Rope Window, being our first display of this kind.

"We wish to state that we are well pleased with the results; also, we wish to say that Plymouth Rope is well worth displaying. We emphasized in our display the high grade Manila fibre used in Plymouth Rope, and the most important part is, that this exhibit gave the people an idea of the kind of Rope we sell."

Wholesale and retail distributors of Plymouth Rope recognize their possession of a strong leader in sales and display possibilities. Retailers, strengthen your local sales by frequent Plymouth window displays—permanent customers for rope and other goods as well will be your reward.

Jobbers, a Plymouth Rope account will give you additional prestige with the trade. You can capitalize the good will which has carefully been built up by quality goods and educational advertising. Your travelers will delight in the sale of Plymouth Rope and will be enabled thereby to develop many new and profitable accounts.

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS.

WELLAND, CANADA

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA

CANADIAN SALES AGENTS



If interested, tear out this page and keep with letters to be answered.



SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.

St. Catharines, Ontario



NAILS

"From Ore to Finished Product"

WIRE NAILS

All Standard and Special Gauges.

**Dominion Iron & Steel
Company, Ltd.**

Sydney, N.S.

Montreal, Que.

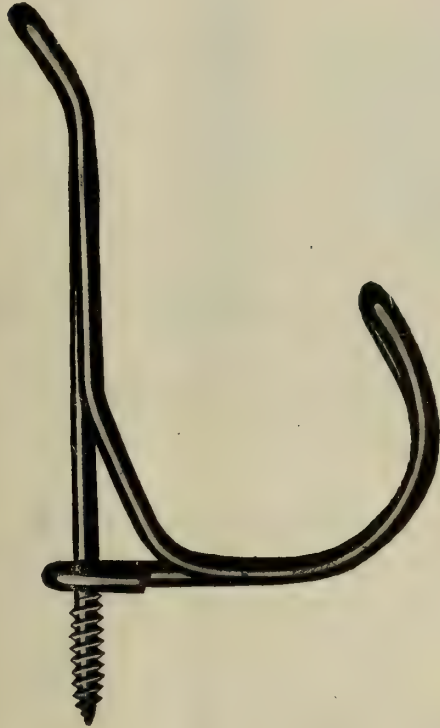
Nail Wire, Rivet Wire, Oiled and
Annealed Wire, Galvanized Wires,
Plain, Barbed and Coiled Spring.

QUICK SHIPMENT—a complete stock
available at MONTREAL and SYDNEY.

WIRE

If interested, tear out this page and keep with letters to be answered.

Wire Hat and Coat Hooks



Other Products
Supplied the
Hardware Trade

These are in constant demand, and you should keep your stock well assorted. We supply them in 3 inch coppered (always in stock), also in 2½ and 3½ inch; tinned, nicked or brass.

Wire Door Pulls

Coppered or japanned
—5 inch size.

Bolts, Nuts, Wire Nails,
Rivets, Tacks, Wood
Screws, Washers, Stap-
les, Wire Hooks, Wire
Fencing, Putty, White
Lead, Wire and Wire
Products of all kinds.

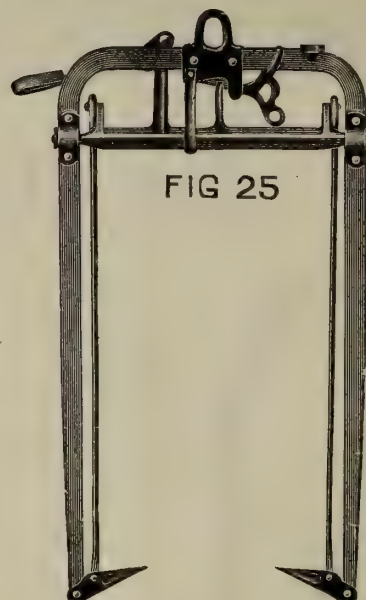
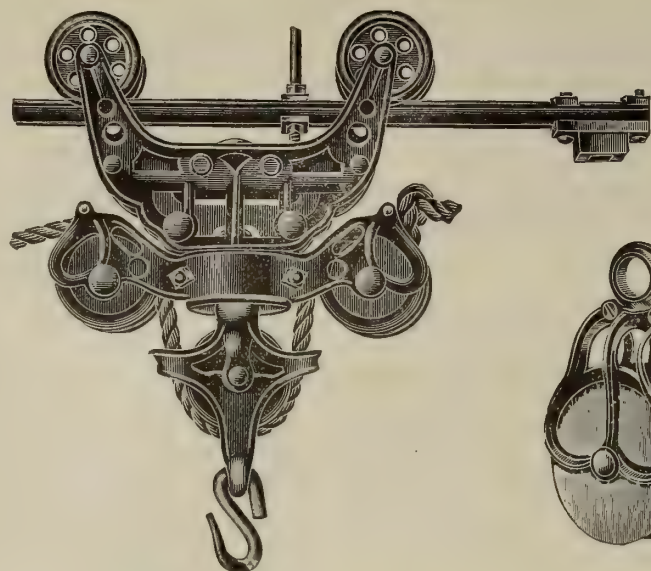


THE
STEEL COMPANY
OF
CANADA
LIMITED

Sales Offices at
Hamilton, Montreal,
Winnipeg, Vancouver,
St. John.

Sales Offices at
Hamilton, Montreal,
Winnipeg, Vancouver,
St. John.

If interested, tear out this page and keep with letters to be answered.



Is Your Stock of Hay Tools Complete?

Haying time and harvest are fast approaching. Farmers have now commenced to ask about Hay Carriers, Hay Forks, Pulleys, Rope Slings, Rafter Brackets, Track. Check over your stock and be sure it is complete.

We Have the Stock

We have the stock to fill Hay Tool orders promptly. Some firms cannot do so, because malleable iron parts for cars and pulleys and forks can scarcely be obtained from the foundries at all. We are able to get our castings because of the broadness of our lines and the large orders we are able to place. You can depend upon us for prompt delivery. But freights are often slow, so better order now and have your stock in plenty time. Dealers who put off the buying of their Hay Tools must often have them come by express, and the express charges eat up the profits. And they have to telephone and telegraph and worry. They lose business because farmers cannot wait long for Hay Carrier Outfit to arrive. They must go across the street and buy from the opposition dealer.

Make sure now that you have plenty of the following: Hay Cars, Track, Hangers, Rafter Brackets, Forks, Pulleys, Rope Slings, Floor Hooks, Return Pulleys.

BEATTY BROS., LIMITED

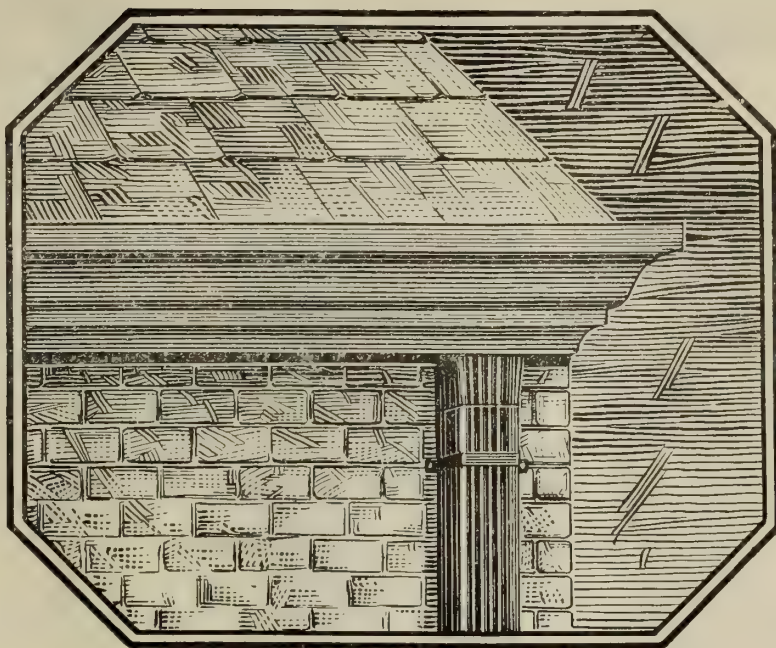
Head Office: Fergus, Ontario

Winnipeg, Man.
Edmonton, Alta.

BT

Montreal, Que.
St. John, N.B.

If interested, tear out this page and keep with letters to be answered.



Gutter and pipe that resists corrosion! There are many reasons why you should furnish it to your trade. Here's one:

Short-lived gutter and pipe has caused untold prejudice against sheet metal.

Often the only sheet metal on a building is gutter and pipe. And if the property owner should have trouble with it because of rapid corrosion, he judges all sheet metal products by his gutter and pipe.

The result is that the man becomes prejudiced against sheet metal and

will not use it in any form. When he needs roofing, for instance, he buys composition or paper. He does not need a sheet metal man to apply that class of material, consequently you, Mr. Sheet Metal Man, are deprived of business you ought to get. Boost your own business. Use Toncan Metal Gutter and Pipe. It resists corrosion and satisfies your trade. It builds business.

Write for a copy of "Corrosion—The Cause—The Effect—The Remedy."

The Pedlar People Limited, Oshawa, Ont.,

Canadian Distributors

The Stark Rolling Mill Company, Canton, Ohio,

Sole Makers

**TONCAN
METAL**

Resists Corrosion

If interested, tear out this page and keep with letters to be answered.

The Welland Vale Mfg. Co.

Limited

St. Catharines

Canada

Manufacturers of Axes, Adzes, Crow-
bars, Picks, Mattocks and Grub Hoes.

Forks, Hoes, Rakes, Scythes, Reaping
Hooks, Hay Knives.

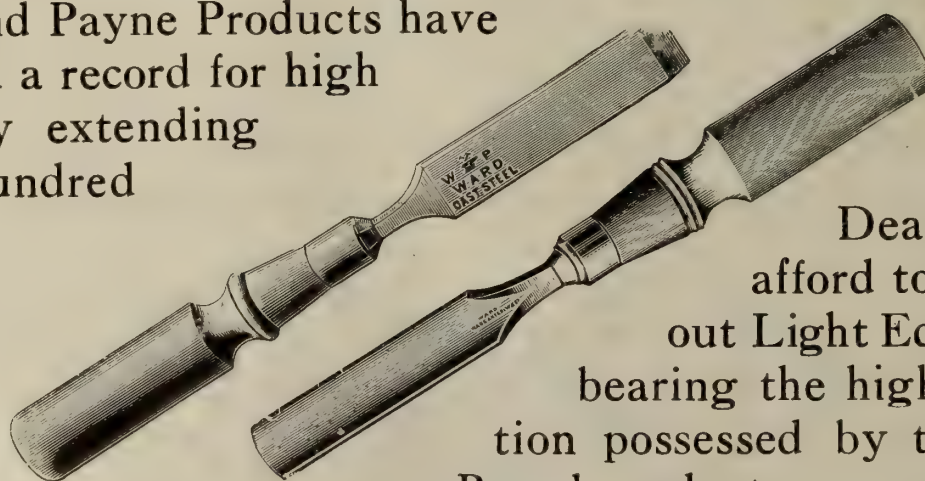
Established 1869

ANVIL BRAND LIGHT EDGE TOOLS

Have Stood a Time-Honored Test



Ward and Payne Products have
produced a record for high
efficiency extending
over a hundred
years.



Dealers can't
afford to be with-
out Light Edge Tools
bearing the high reputa-
tion possessed by the Anvil
Brand products.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

ALEXANDER GIBB, 3 St. Nicholas St., Montreal.
SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

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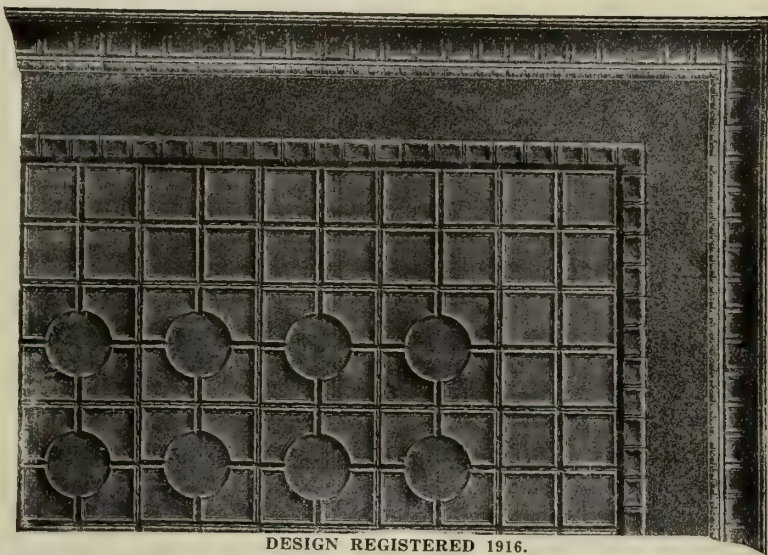
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

The Modern Interior Finish

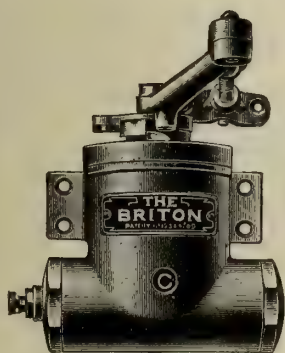
For the up-to-date store, home and public building use "M-R Co." Ceilings and Wall-plates. Our range is the handsomest and most varied in Canada and we help you get the business. Many beautiful combinations of plate and cornice can be worked out.

Send for illustrated selling helps—today.

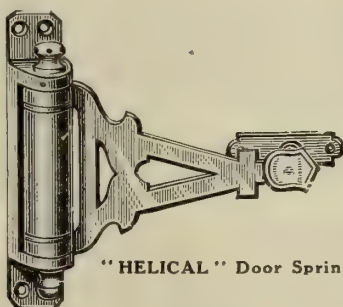


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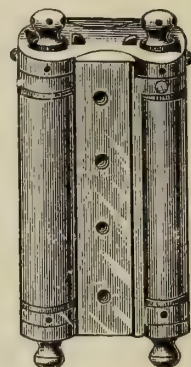
The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG



The "BRITON" Door Check and Spring



"HELICAL" Door Spring



Regulating Spring Hinge

There is an abundance of profit and satisfaction in selling

NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

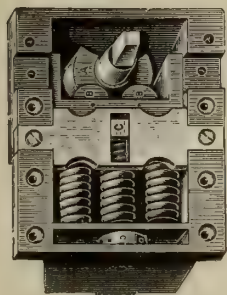
Be sure to get lists and full particulars now

WM. NEWMAN & SONS, Limited

BIRMINGHAM, ENGLAND

ENQUIRIES TO

FREDERIC SARA & COMPANY
 326 Ninth Ave. West, Calgary, Alta.



"Invincible" Floor Spring.



Rod Spring

If interested, tear out this page and keep with letters to be answered.

USING THEM FOR FIFTY YEARS

Many firms have been using the "Famous Five" Files for half a century.

Their efficiency has become a tradition.

They are made from high carbon steel, scientifically heat treated and ground accurately by machinery.

Their teeth are sharp—and hard and regular. They retain their edge for a long time.

Consequently they are economical to use.

In short—the qualities of "Famous Five" Files have been kept abreast of the demands of modern shop practice. They are now the Standard tools of their class.

That's why it pays to sell them.

Specify them when ordering



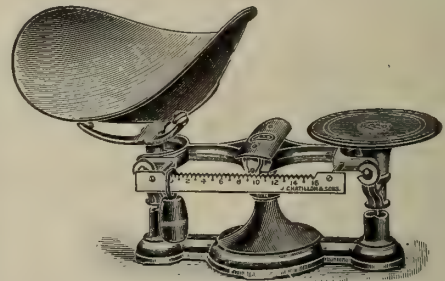
High Quality TOOLS

**that you'll find
very profitable**

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.



A Scale for Every Customer

With every sale a profit to you and satisfaction to the purchaser.

Since 1835 we have been making a complete line of scales second to none.

Scales for every purpose in every style and capacity—strong, durable and accurate.

They will bear the most critical government inspection.

It is profitable to handle a line which renders such satisfaction and, moreover, our prices are right.

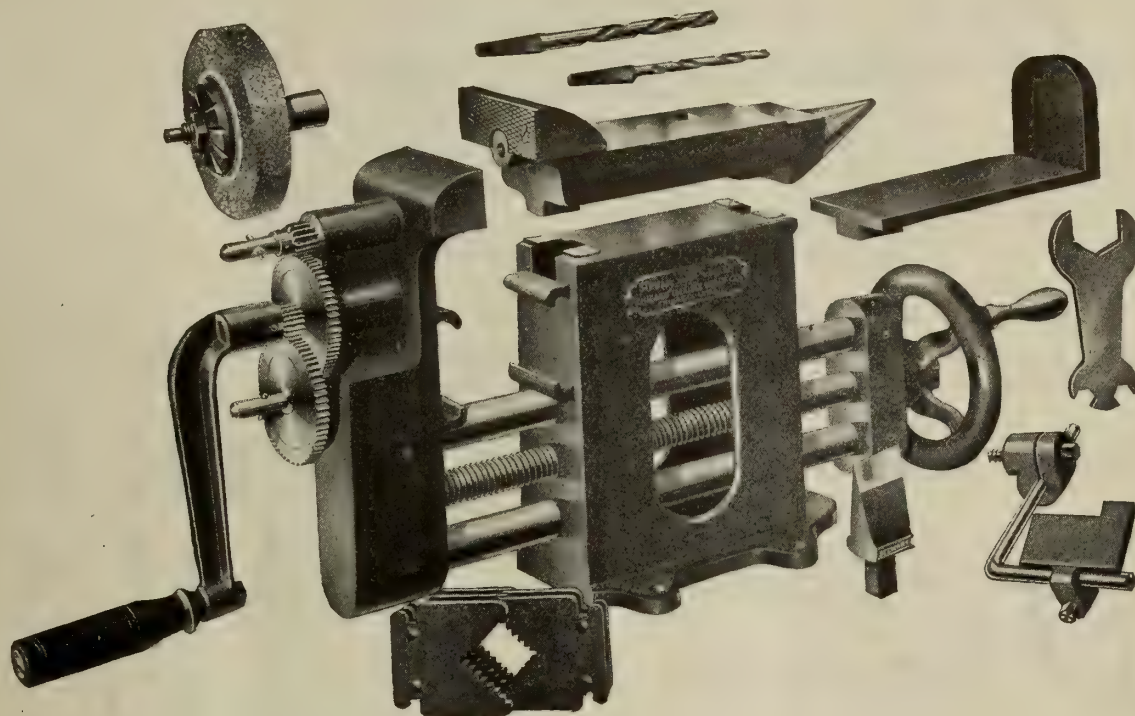
Ask your jobber about Chatillon Products or write for illustrated catalogue, prices and details.

JOHN CHATILLON & SONS

85 Cliff Street

New York City

If interested, tear out this page and keep with letters to be answered.



The Great Six-In-One Tool that pleases the user every time is the

Stewart Handy Worker

This uniquely practical combined tool machine comprises—

A good, sturdy anvil,
A steel-faced vise opening up to $4\frac{1}{2}$ inches,
A steel pipe vise up to $1\frac{1}{2}$ inches,
A substantial corundum grinding wheel,
A two-speed drill press,
A cutting hardie.

Complete outfit boxed weighs 90 pounds.

Canada list \$16.00.

From your jobber or direct.

CHICAGO FLEXIBLE SHAFT COMPANY

250 ONTARIO STREET, CHICAGO

If interested, tear out this page and keep with letters to be answered.

Sales are
Growing

MENDETS

A PATENT PATCH

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderland Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co. Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alberta; Wood, Vallance & Adams, Ltd., Calgary, Alta.

Collette Mfg. Company, Collingwood, Ont., Canada

Profit without Effort

Your wholesaler will send you a free Counter Display container of Mendets—the quickest, simplest, easiest repairing utility on the market. Mendets Graniteware, Hot Water Bags and all leaking cooking utensils. No heat, solder, cement or rivet required. Sales are growing all the time.

Write your wholesaler to-day.

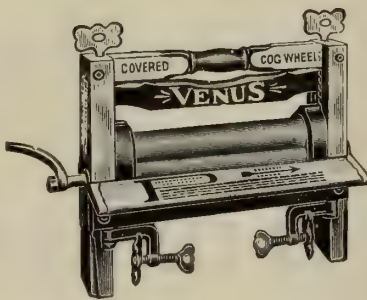
Have You Seen This Line
of



ARROW
BRAND

Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—

Complete trade information on request.

CUMMER-DOWSWELL

LIMITED

HAMILTON

CANADA

WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things.

FENCE and POULTRY
NETTING STAPLES

WIRE

Bright, annealed, coppered stove pipe, liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED

HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.
H. E. O. BULL, Montreal, Que.
HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



If interested, tear out this page and keep with letters to be answered.



Lubricates a Majority of Canadian Motors

Polarine has become the most used lubricant because it has always been the highest grade oil that could be manufactured *regardless of price.*

By handling Polarine you are brought into immediate contact with many motorists in your vicinity who know Polarine and use it. A Polarine customer is generally a permanent customer, and permanent customers are the backbone of any retail business.

The Imperial Oil Company, Limited, offers the hardware dealer an exceptionally good money-making opportunity. By handling Polarine you are enabled to make 33 1-3% or more profit, depending on the quantity you sell, and our distributing system will supply you with any quantity at any time.

Polarine is supplied in two grades, called Polarine and Polarine Heavy; also Polarine Greases and Transmission lubricants. It is being advertised more extensively this year than ever before in newspapers, motoring magazines and farm papers from coast to coast.

Write us at Room 704, 56 Church St., Toronto, for full information. We shall answer by return mail.

The IMPERIAL OIL COMPANY Limited
BRANCHES IN ALL CITIES

40 Million Ads to Help You Sell

Every week for twenty weeks the newspapers and magazines of Canada will publish 2,000,000 ads that will tell users of Spark Plugs from coast to coast, about the Guaranteed Dependability of



Champion Toledo Dependable Spark Plugs

which are factory equipment on sixty per cent. of all Canadian-made Cars. This widespread consumer advertising will help you sell more Champions, and every Champion customer means an opportunity to sell the other lines you carry.

You should capitalize this National advertising to your own personal benefit by linking up your store with our Free Dealer Electros in which most of the space is left for you to advertise your other lines.

Start now to get more accessory business and more Spark Plug profits by ordering from your Jobber a stock of the plugs shown below and mailing the Profit-Sharing Coupon.

Champion Spark Plug Company of Canada, Limited
14 Sandwich St. West, Windsor, Ont.



List price \$.75.
Champion X
for
Ford Cars



List price \$1.00.
Champion Regular
Long $\frac{3}{4}$ -18 for
McLaughlin Cars.



List price \$1.00.
Champion "O"
for
Overland Cars.



List price \$1.00.
Champion Regular
for
Maxwell Cars.



List price \$1.00.
Champion Conical
for
Studebaker Cars.

These Champion Plugs are especially adapted to the majority of Canadian Cars and we recommend that you carry a supply of each in stock to insure larger sales for yourself and satisfaction to your customers.

AUTO ACCESSORY AND SPORTING GOODS SECTION

MOTOR LAMPS

**Facts
Favor
Clasco
Lamps**

**Clasco
Lamps
In Big
Demand**

Ninety per cent. of the motor cars you see buzzing 'round the city and flying over the country roads at night, dodging accidents here, there and everywhere are equipped with CLASCO LAMPS.

This is an eloquent tribute to the superior merits of the CLASCO.

From every essential angle of commercial instinct CLASCO LAMPS appeal to the dealer as the only motor lamps to stock up with. They are sure builders of business and good profit makers.

No lamps can "touch" CLASCO Lamps.

Investigate
a Worthy
Proposition

The
Canadian Lamp &
Stamping Co., Ltd.
FORD, ONTARIO

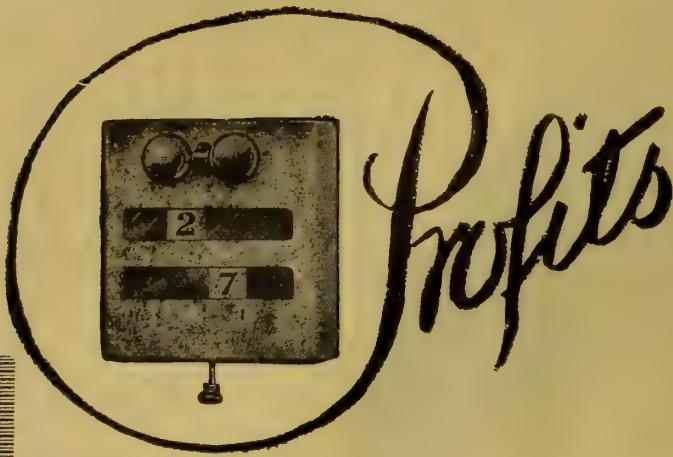
Sold by the following Jobbers. Please
order from your nearest Branch

Automobile Equipment Company, Ltd., Winnipeg; J. H. Ashdown Hardware Company, Ltd., Winnipeg; Canadian Fairbanks-Morse, Ltd., Montreal. Branches: Cutten & Foster, Limited, Toronto; F. S. Evans & Son, Limited, Montreal; Hyslop Bros., Limited, Toronto; John Millen & Son, Limited, Montreal; Motor Car Supply Company, Limited, Calgary; Northern Electric Company, Limited, Montreal. Branches: W. H. Petrie of Montreal, Ltd.; Wood-Vallance & Company, Winnipeg; James Walker Hardware Company, Montreal.

**Clasco
Lamps
Pay Big
Profits**

**Clasco
Lamps
Leading
Sellers**

AUTO ACCESSORY AND SPORTING GOOES SECTION



The more sales
the more profits

The great demand which latest improved features, plus lowest possible price creates for the

SAN-FER-ANN SANITARY STEEL ANNUNCIATOR

is sure to make it a big PROFIT-GETTER, for the hardware dealer who handles it.

The SAN-FER-ANN Annunciator has been produced in a metal case to meet the requirements of those who specialize on apartment house work, and to satisfy the growing demand for small metal annunciators of simple design and neat appearance.

Steel Case—Dazzling White Enamel—Improved Mechanism.

EDWARDS IRON BOX BELLS AND BUZZERS are now equipped with FAHNESTOCK SPRING CLIPS



THIS IS AN EXCLUSIVE FEATURE

FAHNESTOCK clips taking the place of the old, unsatisfactory thumbscrews can be secured only on Edwards' Bells. This added convenience together with the quality that has made the name of Edwards famous now proclaims

EDWARDS — The bell you wil finally sell.

Edwards' Bells with Fahnestock Clips do not cost one cent extra.

Write our nearest house for descriptive literature and full information as to attractive discounts.

Northern Electric Company

LIMITED

MONTREAL
HALIFAX
OTTAWA

TORONTO
LONDON
WINNIPEG

REGINA
CALGARY
VANCOUVER

AUTO ACCESSORY AND SPORTING GOODS SECTION

PREMIER

AUTOMATIC-ELECTRIC

Portable Vulcanizer

Get That

and you'll understand why it is such
a smashing success.

The Premier is made to do an expert vulcanizer's work. Heat is produced "electrically" without danger of conflagration. The only part you play is to prepare cut, clamp the Premier on tube or casing—connect socket with battery or lighting



IT'S IT

system, then press the little red button and forget it. The Premier vulcanizer does the rest—quickly—economically.

The automatic shut-off—a patented and exclusive Premier feature, acts the instant vulcanization is completed—shuts off current—stops when operation is done to perfection. Seals the small glass cuts and puncture holes in casings—preventing sand blisters and

blow-outs. List price \$5.00

With this little vulcanizer, perfect repairs can be made on tubes quickly and permanently by any motorist or novice at vulcanizing, for all that is necessary is to clear the repair, apply the patch, connect the vulcanizer to battery.

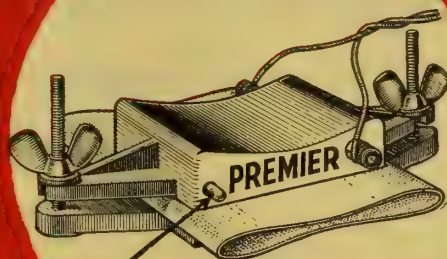
List price \$2.00

Northern Electric Company
LIMITED

MONTREAL
HALIFAX
OTTAWA

TORONTO
LONDON
WINNIPEG

REGINA
CALGARY
VANCOUVER



PUSH BUTTON

NORTHERN
ELECTRIC
COMPANY
LIMITED

(Nearest House)

Send discounts
and details of

Premier Automatic
Electric Portable
and IT'S IT Vulcanizers.

Name

Street Address

City Province

22
AUTO ACCESSORY AND SPORTING GOODS SECTION

FAIRBANKS-MORSE

PROFIT-PRODUCING

Automobile Accessories

Hundreds of dealers are making good profits handling Fairbanks-Morse Automobile Supplies. A fair stock of standard sellers can be carried at a very small investment.

Fairbanks-Morse Automobile Accessories are all good sellers. They sell readily and stay sold. They are the kind that give satisfied customers.

Now is the time to restock your shelves with

**Bethlehem Spark Plugs,
Eveready Batteries,
Sparton Horns,
Ignition Supplies,
Tire Repairs and Chains,
etc., etc.**

Every item selected after the most careful test.

Let us quote on your requirements.



St. John
Windsor



Quebec
Winnipeg

Montreal
Saskatoon

Ottawa
Calgary

Toronto
Vancouver



Hamilton
Victoria

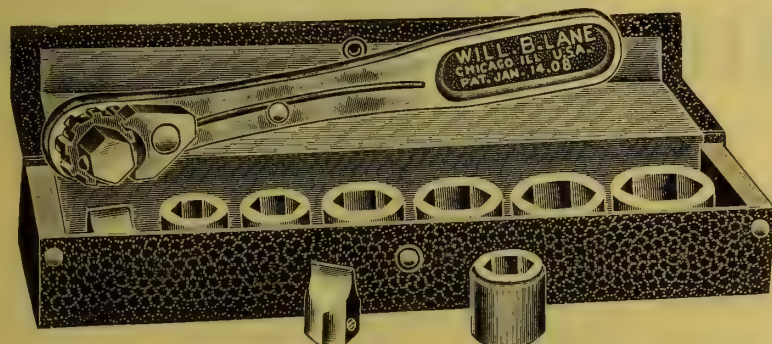
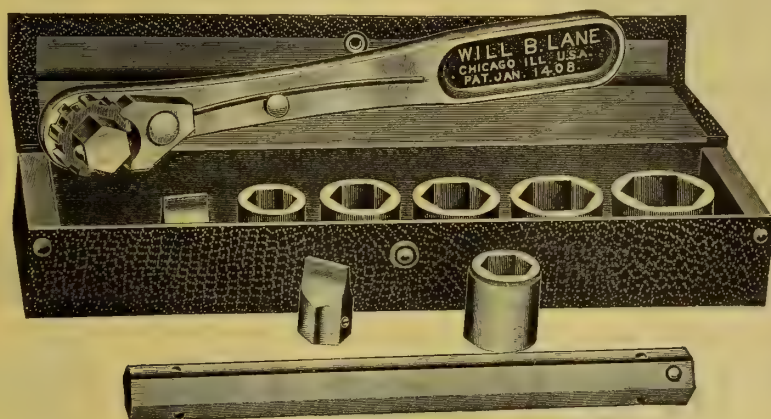
AUTO ACCESSORY AND SPORTING GOODS SECTION

Lane's Ratchet Wrench Sets in Demand by All Who Use Tools

Indispensable for close work. Entirely machine made. Sockets in both Standard and Ford sets are turned from Bessemer steel and case-hardened. Warranted not to break or spread.

FORD SET

The Ford set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. Nuts, as follows: U.S. Standard from $\frac{1}{4}$ to $\frac{1}{2}$ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to $\frac{7}{8}$ in.

CANADIAN DISTRIBUTORS:

BRITISH COLUMBIA

Millen & Son, Ltd. - - - - Vancouver
Wood-Vallance & Legatt, Ltd. - - - - Vancouver
Brown, Fraser & Co., Limited - - - - Vancouver

ALBERTA

Marshall-Wells Alberta Company - - - - Edmonton
Wood-Vallance & Adams - - - - - Calgary
Merchants Hardware Specialties, Ltd. - - - - Calgary

SASKATCHEWAN

J. H. Ashdown Hardware Co., Ltd. - - - - Saskatoon
W. W. Cooper Co. - - - - - Swift Current

MANITOBA

J. H. Ashdown Hardware Co., Ltd. - - - - Winnipeg
Marshall-Wells Hardware Co., Ltd. - - - - Winnipeg
Wood-Vallance & Co., Ltd. - - - - - Winnipeg
Millen & Sons, Ltd. - - - - - Winnipeg
Merrick-Anderson Co., Ltd. - - - - - Winnipeg
Miller-Morse Hardware Co., Ltd. - - - - - Winnipeg

ONTARIO

Hobbs Hardware Co. - - - - - London
D. H. Howden & Co., Ltd. - - - - - London
London Engine Supplies Co. - - - - - London
Wood-Vallance & Co. - - - - - Hamilton
Alexander Hardware Co. - - - - - Hamilton

Lyons & Marks - - - - - Toronto
Aikenhead Hardware, Limited - - - - - Toronto
Rice Lewis & Son, Ltd. - - - - - Toronto
Millen & Son, Ltd. - - - - - Toronto
A. Chown & Co. - - - - - Kingston
Edwin Chown & Son - - - - - Kingston
W. B. Dalton & Sons, Ltd. - - - - - Kingston
Thomas Birkett & Son Co., Ltd. - - - - - Ottawa

QUEBEC

Caverhill, Learmont & Co. - - - - - Montreal
Lewis Bros., Limited - - - - - Montreal
Millen & Son, Ltd. - - - - - Montreal
Mechanics Supply Co. - - - - - Quebec
J. S. Mitchell & Co. - - - - - Sherbrooke

W. B. LANE

180 North Dearborn St.

CHICAGO, ILL.



FAVORED IN FAR CORNERS

Mr. E. J. Hamacher, White Horse, Yukon Territory, in a letter received April 5th, said: "What are dry cells worth this year by the barrel. Kindly let me know by return mail. The North Star No. 6 gave good satisfaction last year."

His order was received and shipped on Thursday, May 17th. The North Star is surely **THE WESTERN BATTERY FOR THE WESTERN NEED.**

Have your jobber supply you.

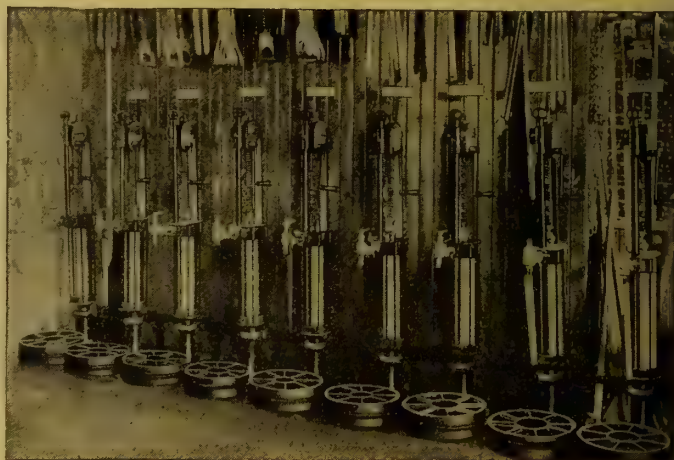
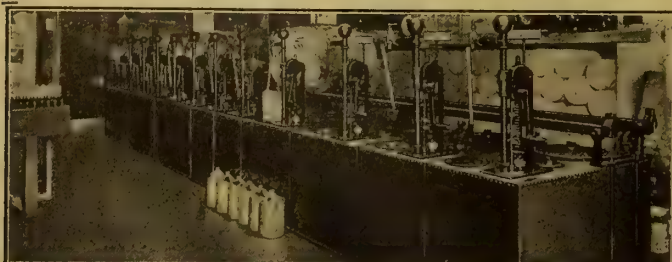
North Star Batteries are Powerful and Dependable

CANADA DRY CELLS, LIMITED. WINNIPEG, CANADA

When Paint Oil Pays A Profit

Every drop purchased must find its way to the customer's can, and the quantity sold must correspond with the price charged. Over-measure, waste, evaporation, deterioration and careless handling must be avoided. This is more important *now* than ever before. If paint oils are lost from any cause, your money loss due to high prices is proportionately greater, profits are impossible and oftentimes loss on the entire paint oil investment is the result.

All losses can be avoided and a dependable profit made possible regularly by installing the



BOWSER
ESTABLISHED 1885

Paint Oil Storage System

It delivers a gallon at a stroke, or may be set for lesser quantities, as desired.

Provides storage capacity for any amount, large or small.

Keeps an accurate record of all oil purchased and sold.

Barrel track, cradle and hoist facilitates draining barrels of all oil.

It is durable and a permanent, paying addition to your store.

LEARN MORE ABOUT IT—WRITE US TODAY.

S. F. BOWSER & COMPANY, INC.
TORONTO, ONTARIO

Sales Offices in All Centres. Representatives Everywhere.

AUTO ACCESSORY AND SPORTING GOODS SECTION



Your Profit is Guaranteed

Holder — triple silver-plated; simple; sanitary; perfect balance. Brings blade to face at correct angle, arm in natural position.

Blades—laboratory-made. Scientifically hardened, tempered and tested to split a hair before leaving laboratory.

Spring-hinged box, velvet lined, Spanish leather finish cover.

Complete, \$1.50.

Compete Successfully

Several factors enter into the ultimate outcome of competition between hardware merchants.

Carrying dependable merchandise—backing it with a guarantee of satisfaction or money back—build good-will, mean present profits, and future re-orders from good customers. This is an important factor in competition.

The Penn Razor, Blades and Stropping Outfit are guaranteed by us to give Shaving Satisfaction, or money back. You pay customer, we pay you full retail price—including your profit.

PENN SAFETY RAZOR

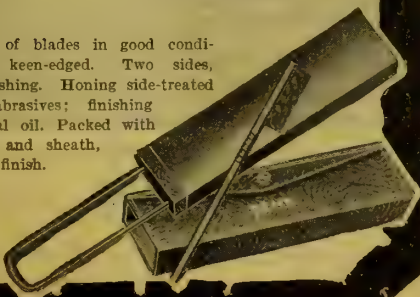
Canadian Distributors

MENZIES & CO., Limited, Toronto, Canada

A. C. PENN, Incorporated,
100 Lafayette Street, New York

Penn Honing Strop with Handle, \$1.50.

Keeps all kinds of blades in good condition—clean and keen-edged. Two sides, abrasive, and finishing. Honing side-treated with delicate abrasives; finishing side with mineral oil. Packed with stropping handle and sheath, Spanish leather finish.



Johns-Manville

NON-BURN ASBESTOS BRAKE LINING

Mined, made
and marketed
by Johns-Manville

FROM the time Johns-Manville Asbestos is torn from the earth as a nugget of fibres till it reaches you as NON-BURN, it is a Johns-Manville product. This means it must excel—just as for 25 years our industrial brake linings on heavy machinery have excelled in the severest service.

The same material that earned this industrial reputation goes into NON-BURN—the finest selection of special stock, taken from our own mines—and no better asbestos fibre exists.

You can't buy longer brake lining service, more safety, more satisfaction, than in this lining made at Asbestos Headquarters by Johns-Manville.

To The Trade—Johns-Manville NON-BURN is sold only through jobber-dealer trade channels. Discounts are uniform regardless of quantity. Write for details.

THE CANADIAN
H. W. JOHNS-MANVILLE CO., Ltd.

Montreal
Toronto
Vancouver
Winnipeg



When you think of Asbestos
you think of Johns-Manville

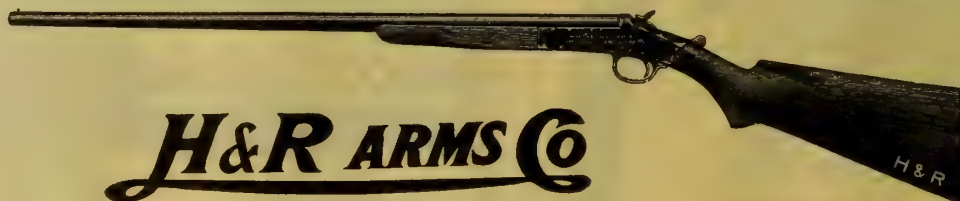
AUTO ACCESSORY AND SPORTING GOODS SECTION

EVEREADY
DAYLOS

We are the Leading Distributors
and make a specialty of efficient service and prompt deliveries from complete stock. Write for catalogs and discounts to
SPIELMANN AGENCIES REG'D.
READ BLDG. MONTREAL

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS CO

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply

Harrington & Richardson Arms Company
715 Park Avenue Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

GOLF CLUBS

For upwards of 60 years

FORGAN'S CLUBS

have been accepted as The Standard of Quality.

They are used in St. Andrews,
"THE HOME OF GOLF."

Why not stock them? They are quick sellers.

You can import them direct. Send to-day for
Catalogue.

R. FORGAN & SONS

Golf Club Makers to the late King Edward VII
ST. ANDREWS SCOTLAND

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

YOU'LL FIND WHAT YOU WANT

In the Classified Advertising Section of Hardware and Metal. Watch it each week for
all kinds of new and used machinery.

YOU MAY WANT WHAT YOU FIND.

AUTO ACCESSORY AND SPORTING GOODS SECTION

Ideas that sold the goods



A Series of Prize Stories by Men Behind the Counter

In the space of a few minutes Mr. August Sjoquist, an enterprising druggist, of Dwight, N. D., succeeds in convincing a rather skeptic customer of his need for an Eveready DAYLO. The story is interesting because it illustrates how even the most unpromising prospect will yield to the pressure of good salesmanship.

In itemizing a bill of goods bought by Mr. James, I purposely entered the item "Lantern \$1.00" last. Having footed the bill and received the payment, I called his attention to his need for an Eveready DAYLO which, from former conversations I knew he considered unnecessary. His objection was that the batteries were too expensive.

Having carried an Eveready DAYLO No. 6961 in my vest pocket for a period of two years and used it continually I was able to convince him of the inconsistency of his objection.

* * *

I showed him the convenience and ease with which Eveready DAYLO can be carried. I then showed him the different models we had in stock, explaining the value of such a powerful, portable light.

As it was now about time to turn on the store lights, I detained him a few minutes, for I had a plan in mind by which I knew I could hold his interest.

* * *

I brought a few spools of silk thread and asked him to tell the color of these, one at a time. Our store lights are excellent and Mr. James was confident that the first one he selected was brown. I then turned the white rays of an Eveready DAYLO on this spool and behold, the thread was not brown but purple! In this manner we examined every spool and we were unable

to tell the right shade until Eveready DAYLO proved our error.

* * *

I then reminded my customer of his neighbor, whose barn had recently been burned. The fire started from a spark caused by striking a match, so that he might see to untie his horse. I pointed out to him that if he had an Eveready DAYLO this accident could not have occurred. Then I reminded my customer of the fact that his own son had had a narrow escape one morning when he struck a match in order that he might see what time it was. A spark from the match set the bedclothes afire and a catastrophe might easily have resulted. Here again I showed him how an Eveready beside the bed would have avoided this.

* * *

I took out the battery, reflector, lamp, lens and all, explaining the superior make of switch which could be used to give either a flash or a steady light. I showed him the large, clear and perfectly ground lens; highly polished reflector with its large surface for diffusing light; the Mazda lamp made from selected material; the Tungsten battery which is always long-lived, dependable and economical, demonstrating how easily an Eveready DAYLO can be taken apart and reassembled, emphasizing its safety and laying stress on the economy of its long-lived battery and sturdy lamp.

* * *

Did I sell him an Eveready DAYLO? I sold him two! He told me that he would have owned them before if he had only known what he knew about them now. No sale gives greater personal satisfaction than the one which calls for the exercise of all your ingenuity, energy and enthusiasm and when you know the goods and are able to size up your customer, it is not so hard after all.

EVEREADY DAYLO

CANADIAN NATIONAL CARBON
Company, Limited
TORONTO ONTARIO

AUTO ACCESSORY AND SPOSTING GOODS SECTION



—“a wonder in the Automobile World”
ONCE TRIED—ALWAYS USED. 50% MORE POWER

Gives a big increase in mileage from gasoline and removes carbon troubles and the wear and tear in the operation of having carbon removed.

Vitagas has been endorsed by the most critical, so much so that one of Pitts-

burgh's automobile experts has pronounced it to be “a wonder in the automobile world.”
A Gasoline Tonic.

Just as a tonic will build up and strengthen the blood of man, so Vitagas purifies and strengthens the elements of gasoline, giving it 25% to 75% MORE EFFICIENCY.

Add this live seller to your auto accessory department. The profit is big, and satisfaction double-sure.

Drop us a card for full particulars.

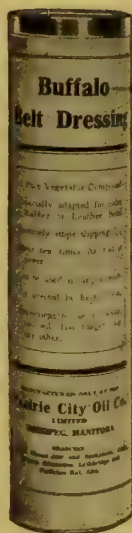
THE HOWARD-VAUGHAN CO., Niagara Falls, Ont.



MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited
WINNIPEG, MANITOBA

“SOOTLESS” SPARK PLUGS



If you want satisfied customers and repeat orders sell Sootless Spark Plugs. They have distinctive points of construction which make them give better service and a stronger spark. Every user is a booster and boosting makes more sales.

Special plugs for Ford, Buick, Overland, Winton, Packard and other leading cars.

Prices and discount on request.

The Oakes & Dow Company
15 Chardon St. Boston, Mass.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

111

Protection for the FORD OWNER Profits FOR YOU

BECAUSE of the important part the Presto Alweather Protector plays in the Ford owner's comfort and health, explains why it is an easy and quick seller. This Presto Protector keeps out of the driving compartment all engine heat and dust on hot days, mud and water in wet weather, and cold drafts in winter.

Presto

Alweather Protector

Closes the pedal slots, but in no way interferes with their easy operation. Easy to install. Every Ford owner will gladly buy—just show it and explain its purpose. Retail price—Model No. 1, \$2.25; Model

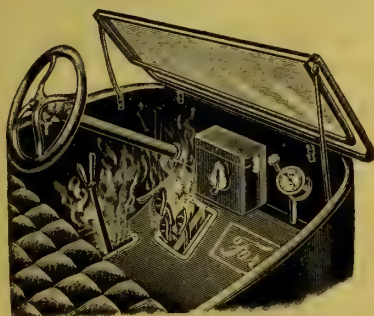
No. 2, \$3.00. Over 100 Presto Accessories at your disposal. Get your share of the profits. Write us now regarding open territory dealer terms. Catalog Free.

METAL SPECIALTIES MFG. COMPANY

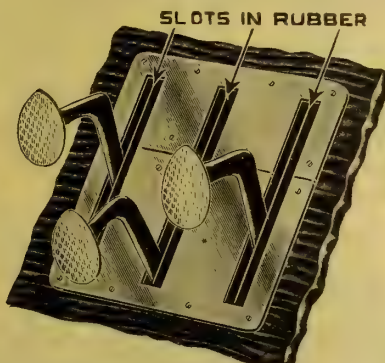
338-352 No. Kedzie Avenue, Chicago, Ill., U.S.A.

Western Branch:
149 New Montgomery St., San Francisco, Cal.

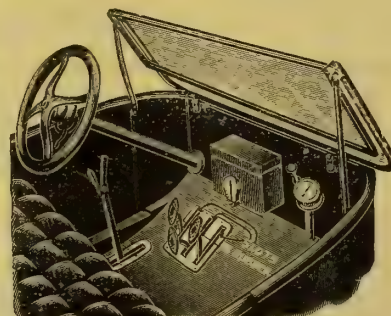
Eastern Branch:
16-24 W. 61st St., New York



Before using Alweather Protector.



Patented July 21, 1913.
Other patents pending.



After using Alweather Protector.



COLT

Firearms

*The
Proven Best
by Govern-
ment test.*

COLT'S REVOLVERS:—Made in all desirable calibers, weights and sizes. Used by the United States Government for more than half a century and are the choice of Military Organizations, Police Departments and Expert Shooters the world over. They hold world's records for Accuracy and are famed for their Safety and Durability.

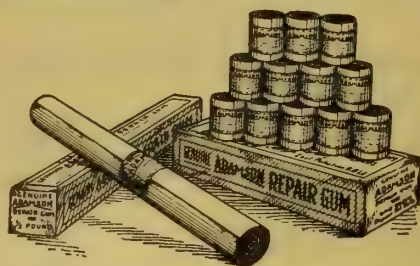
COLT'S AUTOMATIC PISTOLS:—Adopted by the United States Government for its Army and Navy after exhaustive competitive tests, because of their marked superiority to any other known pistol. Made in calibers .22 to .45. Known as "The Automatic Pistol You Can't Forget to Make Safe!"

COLT'S AUTOMATIC MACHINE GUNS:—Adapted for rifle ammunition of almost any caliber for Army and Navy use. Light in weight and compact in size; will fire 500 shots per minute. Heated barrel can be replaced with cool barrel in less than a minute. Can be fitted with a variety of mounts—tripod, gun carriage, automobile or motor-cycle; also on parapet mount for fortifications.

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U.S.A. or A. MacFarlane & Co., Coristine Bldg., Montreal

AUTO ACCESSORY AND SPORTING GOODS SECTION

ADAMSON Repair Gum



No Cement is Necessary

THIS Vulcanizing Rubber is especially prepared for use with Adamson Vulcanizers. A high grade repair stock for use in repairing both Tubes and Casings.

It has proven to have many advantages in general repair work.

Adamson Repair Gum is compounded so as to give a perfect adhesion without the use of cement.

There are many kinds of vulcanizing rubber on the market which differ in quality and price. In purchasing repair gum insist upon getting Genuine Adamson stock.

We guarantee satisfactory results when Adamson Repair Gum is used.

Repair Kit Rolls, - each, \$.25, per dozen, \$2.00
One-fourth Pound Rolls, - - - - each, .50
One-half Pound Rolls, - - - - each, 1.00

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

Timco Carbon Remover



For automobile, motor boat or gasoline engine. Will remove accumulated carbon in cylinder — heads, etc., in from one to eight hours and restore the engine to its full power. Used according to directions, it will maintain the engine at its

maximum, obviating the necessity of expensive repairs. Guaranteed to be perfectly harmless, no matter what quantity is used.

Retail's \$2 25 a Quart Tin.

Packed in half dozens. Carriage prepaid to all points east of the Rockies on orders for half dozens or more.

Dealers' profit 66 2-3%. Order at once and take advantage of our newspaper advertising.

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544 YONGE ST. TORONTO



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins



"Oil Cup"



"Ratchet"



"Plain"



"D"



"N"



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Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

**ELECTRICAL
SUPPLIES**

**MAZDA
LAMPS**

SEND FOR CATALOGUE

**FACTORY PRODUCTS
LIMITED**

TORONTO

CANADA

AUTO ACCESSORY AND SPORTING GOODS SECTION



Customer Confidence

Ask 100 hardware dealers what their greatest business asset is.

Ninety will answer—
"Customer confidence."

Back of Iver Johnson products stands a 46-year reputation for producing "Honest Goods at Honest Prices."

Millions of satisfied Iver Johnson users have learned from experience that the name "Iver Johnson" on Revolvers, Shotguns, Bicycles and

Motorcycles is a guarantee of originality and correctness of Design—of super-quality of Materials—of super-quality of Workmanship.

Iver Johnson products are easily sold. They stay sold. Why not win greater customer confidence for your store by selling Iver Johnson Revolvers, Shotguns and Bicycles? Iver Johnson goods will win out against honest competition, and are profitable to handle.

Indicate which books you want: A, "Arms"; B, "Bicycles"; C, "Motorcycles."

Iver Johnson's Arms & Cycle Works, 330 River Street, Fitchburg, Mass.

New York: 99 Chambers Street

San Francisco: 717 Market Street



DU PONT

SPORTING POWDERS

SELL AT SIGHT

For over a century, Du Pont Sporting Powders have been the sportsmen's reliance in every emergency.

The Black and Smokeless Sporting Powders made in our mills are recognized as the standards of quality. Widely advertised in sporting magazines and by the achievements of sportsmen at the traps and afield, Du Pont Sporting Powders sell at sight.

Make your specifications for black and smokeless powder read "DU PONT." Cash in on the popular and insistent demand for Du Pont Sporting Powders.

For booklet, hangers and other advertising helps, write to Sporting Powder Division.

E. I. du Pont de Nemours & Co.
WILMINGTON - DELAWARE - U.S.A.

Powder Makers Since 1802

MARBLE'S

The Trade Mark of Best in Outing Specialties

FOR over 20 years the trade-mark "MARBLE'S," as shown above, has stood for highest quality in Hunting Knives, Safety and Camp Axes, Rifle and Shotgun Sights and Cleaners, and more than 50 other sportsmen's specialties. Marble prestige has increased with the years—to-day "Marble" is a household word among outdoor fans, and means to them what it meant to their fathers before them—"best in outing specialties."

Marble prestige—Marble quality—Marble national advertising—these mean "sales" for dealers. To sell Marble's goods simply means filling a demand already created. Get our dealer's proposition if you are not already handling the Marble line. Write us to-day for proposition and Catalog No. 18. Trade supplied through Jobbers.

Marble Arms & Manufacturing Co.
5350 Delta Ave. GLADSTONE, MICH.



Marble's Famous Hunting Knives—15 styles. A knife for every outdoor purpose. Prices, \$1.50 to \$4.00.

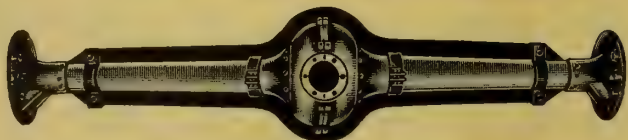
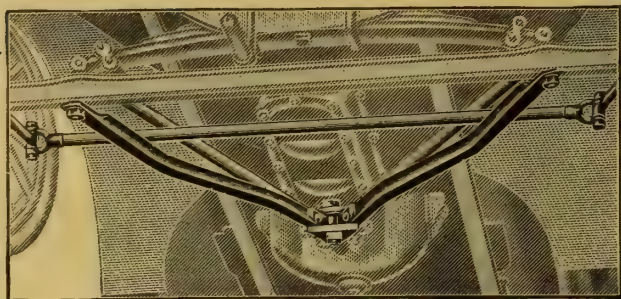


Marble's Famous Safety Axes—Several styles. The finest axes in the world. Prices, \$1.50 to \$3.00.



Marble's Famous Matchbox — Absolutely waterproof. Very popular. Used by U.S. and Allied armies. Price, 50 cents.

AUTO ACCESSORY AND SPORTING GOODS SECTION



Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

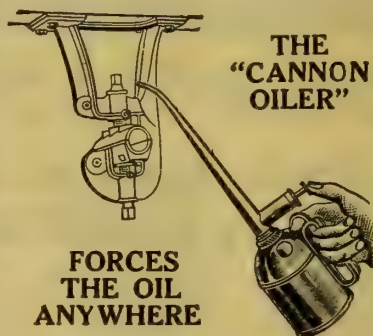
These accessories are money makers. Write direct or see your jobber.

Line, Hansen & Kimball Co.

Manufacturers of Auto Accessories

Moose Jaw

Saskatchewan



**FORCES
THE OIL
ANYWHERE**

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver.

Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.

A sure good sale and splendid profit. Order it now.

THE CANNON OILER CO.
KEITHSBURG, ILL.

IT MAY SAVE YOUR LIFE

If you are going hunting or fishing in the woods or on the water—the need of dry matches may save your life. "The Excelsior Sportsmen's Belt Safe" made of Brass, Nickel Plated, Gun Metal or Oxidized — Waterproof. Furnished complete with Belt and Buckle for \$1.00.



Hyfied Mfg. Co., 48 Franklin St., N.Y.

Elgin Wrenches



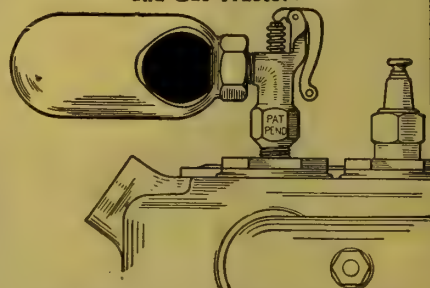
Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

EXPLOSION WHISTLE

New Type of Signal for Automobiles and Gas Tractors



Two styles—single tone and chimes. Fits any car; special spark plug for Fords. Screws in place of priming cup. Blown by explosion direct. Extremely powerful or moderate. For sale by all WINNIPEG JOBBERS, or write to C. C. CARTWRIGHT, 85 Water Street, Winnipeg.

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in **HARDWARE AND METAL** not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

AUTO ACCESSORY AND SPORTING GOODS SECTION

"Ideas have fashioned the world"

Administrative genius—ideas in government — have shaped the destinies of people as nations.

Inventive genius—ideas in production—have supplied the comforts and conveniences of people as individuals.

The name

Benjamin



is synonymous with many remarkable ideas wrought into useful electrical devices — ideas which have brought increased convenience and pleasure to millions of users of electricity — and the Service that the Benjamin Institution is able to render is of practical value to the electrical industry.

Benjamin Products

Wireless Clusters	Gas and Vapor Proof Fixtures
Plug Clusters	Industrial Lighting Units
Sockets	Show Case Lighting Panel Boards
Wiring Devices	Factory Signals
Attachment Plugs	Safety Devices for Punch Presses
Stand Lamp Clusters	Screw Drivers
Reflectors	Tool Sets
Street Lighting Units	
Store and Office Fixtures	

As every user of electricity wants the Benjamin Two-Way Plug, and other trouble saving members of the Benjamin family, the Benjamin lines afford you a very profitable source of revenue.

Buy BENJAMIN "Made in Canada" Goods

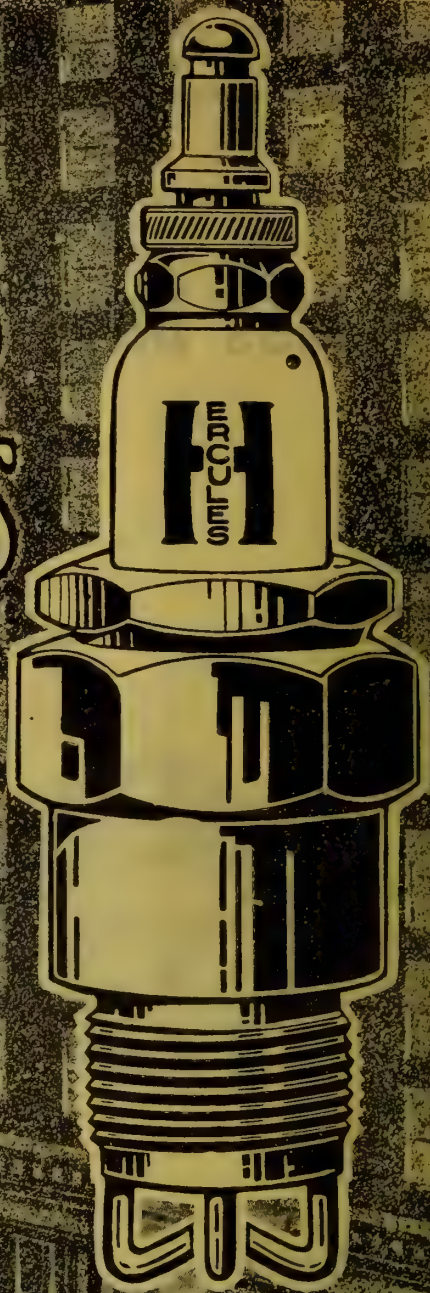
Benjamin Electric Mfg. Co. of Canada

11-17 CHARLOTTE STREET, TORONTO Limited

If interested, tear out this page and keep with letters to be answered.

HERCULES SPARK PLUGS

GUARANTEED
FIVE YEARS



ECLIPSE MFG. CO.
INDIANAPOLIS, U.S.A.





Build Your Sales on This

A brand name thoroughly impressed on the younger generation means sales continued through a lifetime. Stock a full line of

Dominion 22's

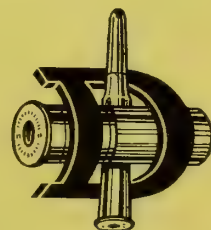
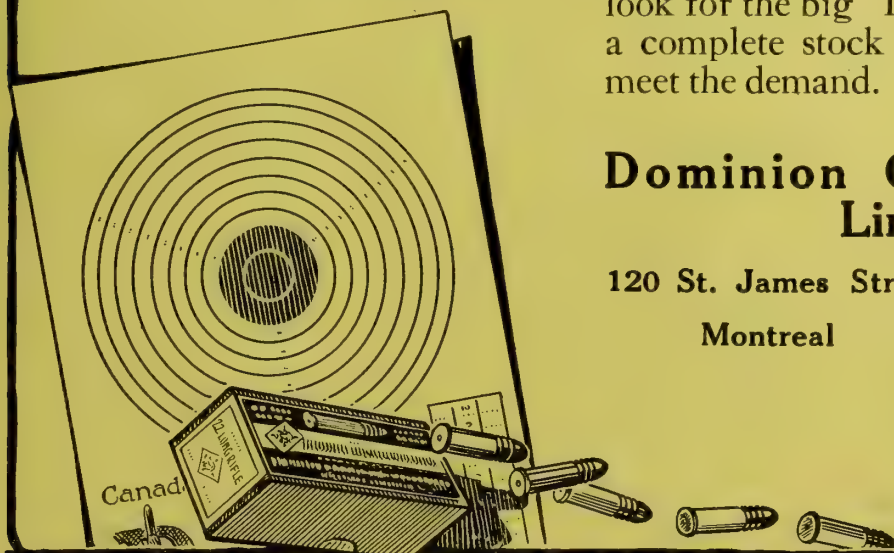
and tell the boys of its superiority, its accuracy and dependability.

These boys of to-day are the sportsmen of to-morrow. Theirs is the business that means future profits for you.

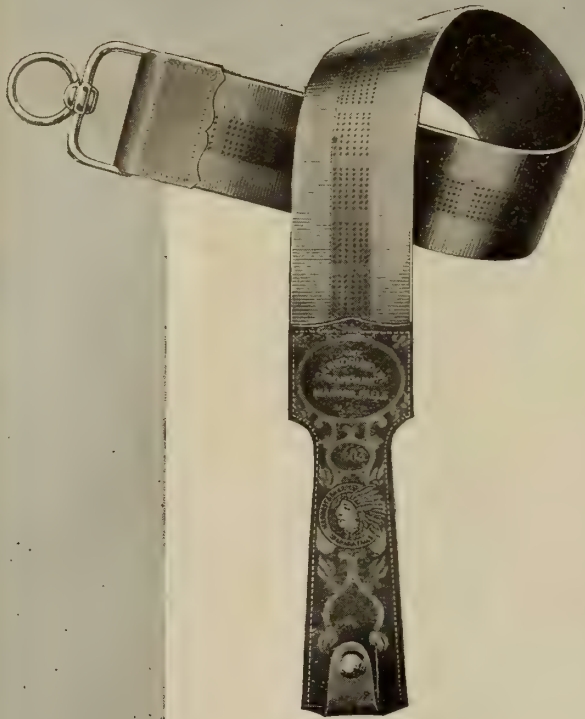
Tell them about the ammunition that is made in Canada—that has quality, that permits of no substitute. Get them to look for the big "D." Be sure you have a complete stock of Dominion 22's to meet the demand.

Dominion Cartridge Co. Limited

120 St. James Street
Montreal



Ding Goes the Cash Register

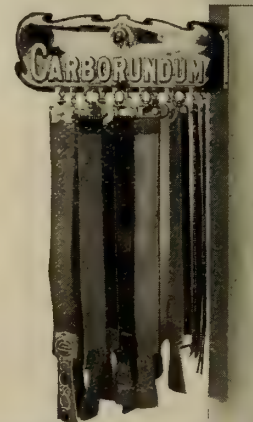


Carborundum Razor Strops

SET the profit bell jingling. All you need to do is to tell your customers about the Carborundum filled sharpening side that puts an edge on a razor in a twinkling—to

tell him about the splendid quality of the soft, pliable, uniform, leather stock—to call his attention to the finish, the general Carborundum quality of the strop and—

*Ding Goes the
Cash Register*



*Send for this
Display Hanger*

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.

*Quick
Service
Mail Order
Department*

**LEWIS
BROS.,
LIMITED,
MONTREAL**

**EVERYTHING
IN HARDWARE
RAILWAY
CONTRACTORS'
and
PLUMBERS'
SUPPLIES
SPORTING GOODS,
CUTLERY,
PREPARED ROOFING,
PAINTS and GLASS**

**WANTED
RIGHT NOW**

Mail Orders

*For all-round satisfaction to yourself
and your trade you ought to send*

**LEWIS BROS.
LIMITED
MONTREAL**

YOUR MAIL ORDERS

We offer the largest stocks and the biggest assortment of any house in Canada. There are numerous lines that we are out of, that are impossible to get, but we make the statement that we know our stock is in better shape, generally speaking, than any other jobber in the Dominion. Satisfy yourself by sending us a mail order. We will ship it promptly and charge you reasonable prices.

OUR MAIL ORDER SERVICE

REACHES TO ALL POINTS IN THE DOMINION

If interested, tear out this page and keep with letters to be answered.

New Address:
201 Inspector St.
MONTREAL



Telephone
No.
Main 5447

Canadian Consolidated Rubber Co., Limited

Announce the removal of their
Executive Offices and the *Sales Department* of their *Montreal Branch*
from Notre Dame Street East and
Papineau Square to

**THE RUBBER BUILDING
201 Inspector Street
MONTREAL**

This central location, being more
convenient, will increase the facilities
for a better and quicker service to the
trade when in need of anything in
rubber.

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX.

TORONTO, JUNE 30, 1917

No. 26

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JOHN BAYNE MACLEAN, *President.*H. T. HUNTER, *Vice-President.*H. V. TYRRELL, *General Manager.*

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J. G. LORRIMAN, Manager.
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C. W. BYERS, Western Representative.

GEO. D. DAVIS, Editor.
J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St. Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324. Winnipeg, 22 Royal Bank Building. Telephone Garry 2313.

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UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway. Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago. Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, \$3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4 a year; Single Copies, 10 cents. Invariably in advance.

Show the Farmer How He Can Have City Water Conveniences

A system of water service that will ensure perfect sanitation—a system that will throw a stream of water clear over the house or barn and give the best of fire protection—a system that will give the same toilet and kitchen water service that exists in the city homes is found in the



Above cut shows a residence outside the limits of Toronto—away from city water conveniences. But the convenience of city water supply is there just the same—due to the installation of a Peerless Water Service System.

PEERLESS WATER SERVICE SYSTEMS

If your farmer customers are using the dangerous and unsanitary overhead tank, explain the big advantages of the "Peerless" Water Service Systems. Sales quickly follow.

The Peerless service is not costly—within the reach of all farmers.

"Peerless" Systems are the only Water Service Systems built in Canada.

This fact is important for you. It means that when you handle a "Peerless" System, you have within easy reach, the firm who actually built it. The National Equipment Co. stand behind their goods, because they know the materials and workmanship that go into them.

Write for information and agency proposition.



National Equipment Co., Limited
1 Wabash Avenue, Toronto

Doing Our Level Best

A WORD TO THE WISE IS SUFFICIENT

Labor shortage and scarcity of raw material are apt to retard production at this time. But our customers can rely upon us to give their orders the same minute attention that has always characterized our efforts in the past. If there is any delay at any time it will occur only through conditions beyond our control.

While conditions may affect delivery it will not interfere with the quality of our products—Taylor-Forbes standard will always be maintained.

Largest Manufacturers of Hardware in Canada.

TAYLOR-FORBES COMPANY, LIMITED, GUELPH, CANADA

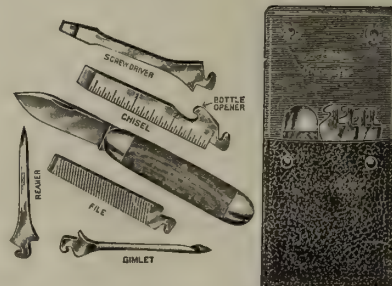
Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.

Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE \$1.50.

THE BRIDGEPORT HARDWARE MFG. CO.

BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

What Summer Resort Trade Means

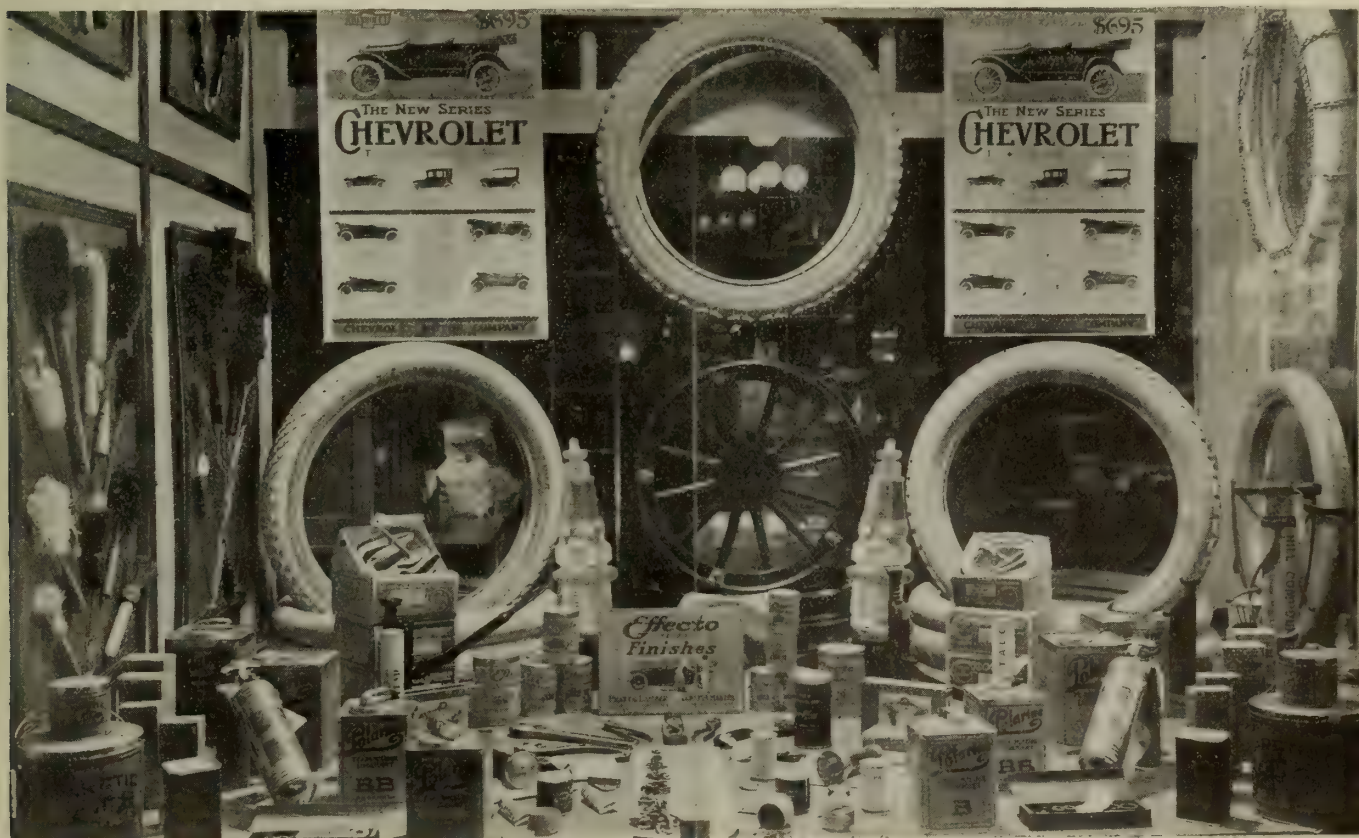
Ecclestone Hardware, Bracebridge, Ont., Has Developed Admirable Trade Among Muskoka Resorts—Seasonable Lines Strongly Featured—Auto Accessories and Phonographs Are Popular Lines.

THE featuring of specially seasonable lines, always a strong point in the selling plan of any retail store, has been an increasingly important feature of the Ecclestone Hardware of Bracebridge, Ont. Situated in the centre of Canada's summer garden—a district which during the warm months is thronged with thousands of pleasure-seekers, representative of all classes from the automobile tourist to the cottager—the opportunity for featuring special lines of goods in the hardware trade is of a unique character, and success has attended the efforts of the Ecclestone management to attractively demonstrate lines which carry a special appeal to this class of trade.

At first glance it may appear that such trade would be so limited in scope, and of such a short duration, that the advisability of stocking largely in such lines would be questionable, but the experience of the Ecclestone management has proved that the possibilities in such lines are unlimited, that there is a demand for many such lines during the period from May until the end of September, and most important of all, that the hardware store is looked upon as the logical place for carrying such lines as are demanded by the summer resort and which are not usually found among the stock of the average hardware store.

A visitor to the Ecclestone establish-

ment is first impressed with the spacious, airy and well lighted store, which has replaced the building destroyed by fire about two years ago. The up-to-date display equipment, combined with the large and attractively arranged stock, is the next predominating feature which arrests the eye. On a more minute survey of the lines being shown, considerable attention is drawn to the display of articles which make special appeal to the summer trade, and notably among such lines are phonographs, victrolas, small cottage oilheaters and cookers, an imposing stock of enamelware, and a large stock of automobile accessories. In addition to these and staple lines, many other articles, indis-



An effective window display of auto accessories by the Ecclestone Hardware, Bracebridge, Ont. A wide range of goods is shown, including oils and greases, paints, tires and chains, brushes, fire extinguishers, auto jacks, tools, spark plugs, etc. The display is a decidedly attractive one.



Interior view of Ecclestone's Hardware, Bracebridge, Ont., showing how goods are arranged. This photo was taken from the rear of the store.

pensable to the comfort of a summer holiday at the resort, are to be found.

A Live Auto Accessory Business

The attention devoted to the automobile accessory department is fully justified by the turn-over in this line, for large number of tourists visit the summer district during the warm months, in addition to the town business and an increasing number of automobiles have been noticeable throughout the district, both in connection with the tourist trade in the summer and in the regular town traffic. Some idea of the completeness of the automobile accessory stock carried by the Ecclestone store can be gathered from the accompanying illustration of an effective window display. The demands of tourists in the summer, who are rapidly increasing as better roads are being constructed through the north country, justify the carrying of a large stock, and despite the competition of local garages and accessory dealers, the Ecclestone store is extensively patronized by tourists. Among the lines which have proved most popular in recent seasons are light repair parts, small tools and tires. Of the latter, a stock valued at about \$1000 is carried, and a total stock of other accessories brings the value to about \$2000. It has been found that the summer tourist covers considerable ground to reach the district in the first place, and when he is there he indulges frequently in long tours, and for this reason

there is a considerable demand for tires and light repair parts. Some of the business in the auto accessory branch may be attributed to the fact that Ecclestone's also have the agency for two automobile concerns. The companies represent both the high-priced and the low-priced automobile, and their introduction has done much to boost the automobile and accessory business in the district. In the latter, a complete line of tubes, jacks, finishes, cleaning brushes, fire extinguishers, flashlights, spark plugs, tire carriers, pumps, demountable rims, chains and spare wheels, is carried in addition to the previously mentioned articles.

Differing Phases of Summer Demand

There are a number of distinct phases to the demand which constitutes the summer trade, and the first of these is the early demands made by hotels opening through the district, and by some cottagers who believe in preparing their summer abodes before the hot weather. The necessities of the latter are usually restricted to a little paint, varnish, and a few light hardware tools, while the hotels in addition to necessitating large stocks of these articles, also call for complete stocks of crockery ware, enamelware and oil stoves, the latter being used in the early and late seasons, while the former have to be almost annually replenished in connection with the operation of a hotel at a summer resort.

Following shortly after the opening of the hotels, the first summer visitors be-

gin to put in their appearance, and from then on until the end of September there is an almost insistent demand on the hardware merchant for supplies of the kind previously outlined. In order that communication between the islands and the town may be facilitated, a phone and telegraph service is at the disposal of cottagers located at any point of Lakes Rosseau, Joseph and Muskoka. In addition to these ordering facilities, an adequate mail service is maintained, and considerable mail order business is done. Shipments of supplies are well looked after by the navigation company, which operates its steamers on these lakes, and in some cases retail merchants have found it to their advantage to operate their own supply boats.

The Most Popular Lines

Among the lines which appear to be the best sellers to this class of trade are oil lamps and cans, cooking stoves and heaters, floor mats, carpet sweepers, enamelware, all kinds of kitchen utensils, and various kinds of light hardware, such as hammers, nails and axes, etc. In addition to these lines, there is considerable demand for articles of furnishing which do not as a rule go with the rented cottage. Among such lines are refrigerators and various lines of gramophones. In connection with this latter line, the Ecclestone management hold the exclusive agency for a number of different makes.

(Continued on page 72.)

Window of Motor Tires Pays Rent

Rapid Growth in Sale of Autos and Accessories Experienced by E. A. Button, Stouffville, Ont.—6,000 Gals. of Gasoline Sold Last Year—Fifty Per Cent. Increase in Cars Sold—Many Sales to Farmers.

It was just six years ago that E. A. Button, hardware merchant of Stouffville, Ont., went to Toronto to buy a motor car, and along with him he carried a commission from another resident of the town to purchase a similar make of car for him also. To cut a long story short, the two cars had just been purchased when the suggestion that Mr. Button take the agency for that particular make of automobile in his town was broached by the automobile manufacturer. Of course, the matter required some deliberation, but a decision was soon made, and, returning to town, arrangements were hastily completed for the fitting up of a place to house a demonstrating car alongside the Button store.

The story from that point is one of continued growth, which has necessitated the construction of a large garage built about 75 yards from the store. A large number can be taken care of in this building, and in connection with it is a large repair shop.

Increase From 20 to 30 Cars

Stated in another way, the growth of this hardware merchant's motor car and auto accessory business appears more definite. Last year Mr. Button sold twenty automobiles as compared with twenty-three sold by the middle of May

this year, and an expected total of thirty sales this year to finish up his allotment. In judging this growth it must be taken into consideration that all sales are made on a strictly cash basis.

Nor is the sale of automobiles the only active branch of the business, for the gasoline tank in front of the Button store, illuminated at night to catch the eye of motorists touring through Stouffville, is doing good service. Last year sales were made of 6,000 gallons of gasoline from this tank, and this year a car load of gasoline has been ordered, and it is expected that sales for the season will run considerably over last year's mark.

Doubled Tire Trade in Three Years

Always an important line in the auto accessory trade is the carrying of complete stocks of tires in all ranges of sizes and makes, and this matter receives good attention in the Button store. On approaching, the first sight to meet the eye is a window piled up with automobile tires as well as other lines, valued approximately at anywhere about \$2,000. The idea, of course, is to convey an impression of large and complete stocks to the passer-by, but HARDWARE AND METAL representative was assured that before the season was over every tire on display would be sold and new ones there to replace them. In supporting his

claim, Mr. Button pointed out that during the past three years his business in tires had doubled.

The foregoing is a brief summary of the success of a hardware dealer in a small town in carrying automobiles and accessories, and the proprietor of this store, like many of his fellow-tradesmen, is realizing the great possibilities that are open in connection with supplying to motorists their requirements, as well as selling the cars. In this instance Mr. Button has found that the business grows from year to year by the steady increase in the number who use cars, and these, added to those already owning cars create a big and increasing demand for gasoline and motor accessories of all types. Another pleasing feature of the business has been found to lie in the fact that customers of one year are for the most part certain customers for the next year, and this means good business to the dealer in more than one way, chief among them being that each auto owner leaves a considerable amount of money each year for the refitting of their machines for the approaching season.

No Signs of Lessened Demand

When questioned as to the probability of there being any drop in sales for cars, Mr. Button replied confidently in the negative, and this is confirmed by his ex-



View of store front of E. A. Button, hardware merchant, Stouffville, Ont. One window contains a display of motor tires. A gasoline pump in front of the store supplies gasoline to passing motorists. Stouffville is a town of about 1,100 population.

pectations of increasing sales this year by 50 per cent. over last. Since starting in business a consistent increase in the number of cars sold one season over the previous season has been not only his experience, but the experience of most agents for automobiles in Canada and in the United States.

Gasoline Pump Illuminated

When a motorist drives through the town of Stouffville at night there is no mistaking the place where he can be supplied with any of his accessory requirements, for not only is the Button store well lighted up and showing a window well filled with motor accessories, but lights have also been provided for the gasoline pump in front, and with the use of two tungsten lights of 60 watts and a reflector a brilliant light is thrown for several yards around the pump and thereby facilitates any night operations required. The pump itself has been located outside the store for four years past, and experience has proved that it has been responsible for the securing of much more trade each year than would have been the case had it been located inside the store, or even in the back, where it is often found.

"It is a question of service," says Mr. Button, "the public will not stand for poor service these days, and the location of the pump and the illumination is part of the service I give my customers, and it pays well."

Rent Paid From One Window

The value of window display has been realized by Mr. Button, and this fact is amply exemplified by the significant statement made by him to the effect that one window of tires would pay a year's rent in the profit it would make out of sales that are made chiefly by the display in the window itself. This statement carries more weight when it is considered that a year's rent means a good many hundred dollars.

Big Repair Business

It has already been mentioned that there was a repair shop in connection with the garage, and this branch of the business has developed, until now it has become a "business by itself." There is a good profit in repair work, and experience has proved that it draws business in other lines of motor accessories as well. At the present time there are two men engaged in connection with the garage, but, of course, winter brings a decrease in the amount of work done, particularly as the country is hilly, but men are always available for the spring, summer and fall work.

"In what way do you drum up business for the car you sell and for the accessories?" Mr. Button was asked.

"One of the means by which I work up interest in the community is to send out every month by mail to prospects fifty of the little booklets that are issued by the firm whose car I sell. These show various scenes where families are enjoying themselves by the use of this particular car." The low cost and upkeep, accompanied with little incidents that tend to attract people to buying a car by indi-

cating the pleasure secured by its use, were also features used by Mr. Button, who finds the booklets very helpful in working up prospects.

Demonstrates on Evenings and Holidays

When asked as to the matter of demonstrating, Mr. Button stated that in some cases hardware men had given up the demonstrating work to their clerks, but in his case he prefers to attend to it himself, for he has confidence in his ability to sell. This demonstrating work is usually done in evenings and on half holidays. In some cases he demonstrates cars in the village itself, and in other cases it is necessary to go to the country.

Higher Steel Prices for Export

Many U. S. Steel Mills Refusing to Quote Prices — Deliveries Very Uncertain Owing to Precedence Given Government Orders.

REPORTS from Pittsburg state that the steel market is still more difficult to locate, as there is but little tonnage moving in the open market and each transaction is a law to itself. In a general way the market seems to be quotable about as follows, all Pittsburg:

Tank plates	8.00—9.00
Blue annealed sheets ..	7.50—8.50
Black sheets	8.00—9.00
Steel bars	4.50—4.75
Refined iron bars	4.75
Shapes	4.50—4.75
Wire nails	4.00

Generally speaking the deliveries would be in from three to six months. What makes the market so difficult to quote is that there is no regular forward delivery market. That has dropped out of sight, by common consent. The large buyers would not care to do business for the indefinite deliveries the large mills could make. Some do not see that they will need material after the country is fully in the war and others have a great deal of tonnage due them on which deliveries are very uncertain by reason of the precedence given to Government orders placed or to be placed. It is probable that in exceptional cases some mills are taking care of regular customers at prices less than those quoted as the market, but on the other hand they often refuse to quote at all, and if they quote for export it is generally at still higher prices.

At a time when the large mills are filled with business equal to six to ten months' production and are in line to receive much more from the Government in addition, the trend is towards a much smaller commercial consumption of steel. Large building operations are not being undertaken, except in rare instances. The fabricated steel jobs taken by members of the Bridge Builders' and Structural Society represented only 56½ per cent. of a month's capacity, rated at about 180,000 tons, and this month will show much smaller bookings. The railroads are practically wholly out of the market. The only com-

Many farmers are included in the list of purchasers, and in such cases the whole family is taken out for, as Mr. Button says, "The girls become buying and selling agents for me, and wherever the money is available little difficulty is found in disposing of a car."

"So far as teaching the buyer of the car to run it, we find that a couple of hours or so in an afternoon is about all that is required to spend on instruction." After this period the owner can run the car for himself, and while the instructional period is reduced to a short time, very little difficulty has been experienced.

dity they might buy is rails, and they are given no opportunity. The rails they receive this year are costing them \$28 for Bessemer and \$30 for open-hearth, while the two \$5 advances last year make the present nominal prices \$38 and \$40. The railroads can secure about \$45 for old rails for remelting, say \$50 for re-rollers, and up to \$80 for relayers. Naturally the railroads would buy rails if they could.

In the automobile trade the slowing down in more noticeable each week, but it is not uniform among different makers. Some, like Ford, have heavier requirements than expected, but in general the automobile factories are specifying less against their contracts than formerly, and a much greater slowing down is to be expected in the next two months.

The U.S. Government has distributed orders for 81,000 tons of shell steel rounds for making 3-inch shrapnel and high explosive shell, at 3.75c., a price considerably lower than prices the Entente Allies have been paying for a twelve-month or thereabouts, some of the steel of which is still to be delivered. There is no further news as to the plans considered for the Government to buy 100,000 freight cars or more, together with some locomotives, to lease to the railroads for the duration of the war. A considerable tonnage of sheets has been distributed by the committee of three sheet manufacturers but prices, if already fixed, have not been announced. Nothing has been heard lately of the hangar program, which will involve a large tonnage of steel, as eventually the number will run well into the thousands.



ELECTRIC STOVES AND RANGES IN REGINA

A campaign to increase the popularity of electric heating and cooking has been entered upon by the Regina City Council, which plans to handle electrical ranges and stoves. The principle of the campaign is to decrease the cost of electric power by increasing its use.

Confidence in Trade-marked Goods

Goods Move More Quickly When Advertised Extensively in a National Way—Bigger Profits Are Assured by Rapid Turn-Over—Sense of Security and Confidence in Selling Trade Marked Goods.

WHAT are the advantages of selling trade-marked goods, is a question that is often asked by retail merchants. Briefly stated, the following are some of the things that trade-marked goods mean to the dealer:—

Trade mark goods of a well-known and well advertised brand are sold in large measure by the manufacturer.

With properly branded and advertised lines it is not necessary to spend in arguments time which should be given in service to the customer.

Trade-marked goods carry a profit equal in most cases to unbranded articles and owing to the rapidity of turnover, generally make most money for the retailer.

Manufacturers are in a position to show net profits, and are in a position to help the merchant build his trade and decrease the percentage of marked-down prices.

Trade-marked products give a sense of security and confidence in quality that will assist the merchant greatly in pushing his sales.

The possibility of cut-throat competition is to a large degree, eliminated.

Nationally known and advertised lines bring bigger profits to the retailer because of the advance work in advertising done in a national way without cost to the retailer.

Manufacturers who know the high quality and superiority of their goods have ever been jealous to retain their identity. To this end the trade mark has been evolved. Manufacturers have recognized that without their trade mark or brand, the identity of their goods has been largely lost. Manufacturers put the best product of their brains, skill and ingenuity into the making of their highest grade products and they naturally feel proud of their goods and their own distinguishing mark.

Within the past fifty years the law courts have come to recognize fully and freely that the manufacturer has the right to protect his goods. There have always been those in the business world who are ready to act as pirates of another man's ideas if they can but see some monetary gain. They lack in ingenuity and constructive genius and accordingly try to make up for it in cunning. Many years of struggle in the courts were necessary before it came finally to be recognized that theft of another man's ideas is the same as the theft of the commodity itself. Courts have been slow to give the protection that was rightly due patent merit. However, this right has been established beyond question and the retailer benefits no less than the manufacturer benefits by this definite establishment of the right to trade mark goods.

An Incentive to Manufacturer

Trade-marked goods are an incentive to the manufacturer of genuine durable goods to put the best product of his manufacturing plant, skill and knowledge into its production. On the other hand, they set apart goods of a doubtful nature that do not carry any distinguishing brand. Manufacturers of spurious goods do not carry any distinguishing brand. They prefer to slip along under the guise of anonymity. It will therefore be seen that trade-marked goods are in reality a very positive help to the dealer. It should be remembered, however, that trade-marked goods are not always a guarantee of quality. Their big service is to make those goods easily distinguishable. Those that have merit will be easily recognized also if the trade mark is used. Trade marks help the customer to identify goods that have given him satisfaction.

National Advertising Helps Sale

Trade-marked goods are in many instances nationally advertised goods. And this by the maker through the medium of the trade newspapers, magazines, newspapers, and other forms of national advertising. Through these national advertising campaigns customers have already been secured. The dealer, if properly sold, in these lines ties up to the preparation work that has already been done in his behalf and in behalf of the goods that he handles. A proper foundation has been prepared for selling and he is able to cash in on it. There are many lines as yet which have not become known in a national way, but they will become increasingly so. The trend of business development is toward products which can be positively identified.

Net Profits Are Larger

With the volume of sales that should naturally come as the result of this national advertising, the dealer is in a position to secure larger profits. The retailer not only stands a better chance of getting a larger trade, but he also stands a chance of getting a better profit. Goods protected by reason of the trade mark and the reputation they have through merit and national advertising are better able to get the margin of profit that legitimate business deserves. The gross profit of trade-marked goods is in many cases equal to that of unbranded goods. With the systematic attempt to give wide publicity to branded goods the gross volume of trade on this class of goods should be much larger and profits owing to rapid turnovers, should be correspondingly greater.

Guarantee Against Price-cutting

It very often happens that the resale price is fixed by the manufacturer which

insures to the dealer a definite profit. Makers are able to show the dealer positively what his net profit will be in the handling of their particular line of goods. This establishment of a legitimate resale price eliminates to a great extent the possibility of cut-throat competition. The evils of price-cutting are apparent to every merchant. Under these conditions there is an incentive for the dealer to push the sale of trade-marked and definite priced goods, and in this way his trade should be extended. The possibility of cutting prices to a point where a profit margin disappears will in large measure be eliminated. All dealers are on an equal basis in their buying and selling and it remains for them to exercise their power of salesmanship. As already stated, this has been greatly simplified through the advertising that has been carried on in a national way.

Gives Confidence in Goods

One of the big results to be secured through trade marked goods is in the confidence and sense of security they give to the dealer. Generally speaking, manufacturers endeavor to put their very best into an article that is going to the consumer under a brand or trade mark. When the dealer realizes that the manufacturers are ready to stand back of their goods by risking their reputation in publicity, dealers are given that confidence which they so often lack. This assurance that the manufacturers believe in their own goods means much to them. In no way can this feeling of confidence be furthered so well as through trade-marked goods. Care should be taken on the part of the dealer to see that a wise selection of trade-marked lines is made. When a merchant believes in his goods and knows the quality is there the confidence is engendered that should spell trade building.

NEW GASOLINE BY-LAW

So great has been the growth of the automobile industry of Lethbridge, Alta., during the past year, that the sale of gasoline within the city now exceeds 1,000 gallons daily for automobile purposes alone. It has therefore been necessary for the City Council to amend the Fire By-law allowing garages, hardware stores, and other sales agencies to extend the size of the tanks allowed to be installed. Under the old by-law no tank larger than 250 gallons was allowed and it was sometimes necessary to refill these tanks twice daily to accommodate the demand. The by-law has been amended and it is likely that tanks up to a capacity of 1,000 gallons will be allowed.

Clip Advertisements for Showcards

Attractive and Artistic Cards Can be so Arranged at Very Little Expense — Illustrations in Advertisements Are Work of Artists—Dealer Can Utilize Them in His Showcards.

MERCHANTS are often at a loss for the services of an expert showcard writer or designer. It is the purpose of this article to direct the attention to ways this can be accomplished with but little expense. The cost of producing illustrations is considerable when they are done rightly. Very attractive showcards can be made by cutting out the illustration part of advertisements that have appeared in the ad-

vertisements of care and are the work of artists who make a life study of illustrating advertisements.

By the rearrangement of the illustrations taken from an advertisement very effective showcards can often be made. The "Goodell-Pratt" card here illustrated is a complete rearrangement of the illustrations from that found in the original advertisement. After the illustrations are cut out, arrange carefully on a white card, size in this case 11½ by 17 inches. This makes a good proportionate size for a showcard. When the illustrations are in the desired positions, paste down with a thick photo-paste, making sure not to get the paste on the part of the card that is to be seen. When this is done sketch the lettering out lightly with pencil. The first two lines and the arrow is made with the brush. The bottom line is made with the round writing pen. The lettering used is the Bradley form.

The "Safety First" card is 12 by 17½ inches in size. If the advertisement of this line of goods is compared with the showcard it will be seen how the illustration was made to look as though it were drawn on the card. The heavy black ruling is put on with the brush and the narrow line with the stub pen. The first two lines are made with the round writing pen, while the third line is a heavy-spurred letter made with the brush. The remaining two lines are a semi-script made with the round writing pen.

The "Machinists' Tools" card is 14 by 12 inches in size. In the advertisement

a panel was used back of the man's head. This is left off on the card in order to get the proper spacing for the wording. The top line is made on the curve and is the work of the brush, while the remaining lines are made with the round writing pen. The shading is made with the brush, in grey color.

The "Shooters" card shows the entire advertisement used on a card with the reading matter omitted. The lettering is



The illustration used in preparing the above showcard was taken from an advertisement in a recent issue of *HARDWARE AND METAL*.



The illustration used in preparing the above showcard was taken from an advertisement in a recent issue of *HARDWARE AND METAL*.

put in entirely with the round writing pen. Showcards so made can be used to excellent advantage for store windows or interior advertising when they show illustrations of goods carried in stock and selling every day.

vertising pages of *HARDWARE AND METAL*, and pasting them on a suitable sized piece of white cardboard. The white space on the card can then be filled in with phrasings about the goods which it is thought desirable to advertise. All that is necessary, if one is handy with the pen or brush, is to fill in the lettering. If one is not an expert at lettering, but has another style from those shown in these series, that can be used with probably as good effect. Those who have been following these articles from month to month will find that they can turn their knowledge to excellent advantage in getting up these showcards.

Very few tools and materials are required for the execution of the work and the expense is accordingly not great. The only articles required are a pair of scissors, ruler, eraser, No. 2 round writing pen nib in holder, an ordinary ball point or stub pen point in holder, white cardboard, black ink for pen, black color for brush, showcard writer's white, a pot of paste, a sable rigger brush which makes a ¾-inch stroke. Advertisements which will be found in *HARDWARE AND METAL* are gotten up with the greatest



The illustration used in preparing the above showcard was taken from an advertisement in a recent issue of *HARDWARE AND METAL*.

Suggestions for Seasonable Windows



The above seasonable display of lawn trimming supplies, sprinkling devices, lawn mowers, weeding tools, etc., will furnish a number of ideas to the window trimmer. A display of this kind will create a great deal of interest just as soon as the warm weather arrives. It will be noted that an exceptionally wide and well chosen assortment is displayed. The range includes practically everything from lawn rollers down to hose washers. The lawn border, and the painted scenery in the back of the window add greatly to the attractiveness of the display. The use of show cards is also a very commendable feature.



The small boys and the older ones, too, will be greatly interested at this season in a display of baseball goods. With the advent of the summer holidays many juvenile leagues will spring to life and there will be a stimulated demand for sporting goods. The above display will suggest to the window trimmer how he can, at practically no expense, arrange an effective display of baseball goods. The range includes mitts, gloves, masks, baseballs, bats, protectors, etc. One good feature of this display is that a good selection is shown, and this is emphasized by the use of price cards showing the price of each individual article. The figure in the centre of the window will attract attention. Large dolls of this kind are procurable at almost any store where toys are sold.

EDITORIAL COMMENT

SISAL PRICES SHOT UPWARDS

THE advance in the price of sisal rope and products, predicted for several weeks past by *HARDWARE AND METAL*, has gone into effect. Sisal rope is now quoted at 26½¢ base, Montreal and Toronto, an advance of 2 cents per pound. This new price constitutes another high record. The Comision Reguladora del Mercado de Henequin, the regulating company whose methods of operating have been fully described in previous issues of *HARDWARE AND METAL*, issued an announcement last week regarding the advance in sisal fibre. The announcement will prove of interest to the trade and follows in part:—

"In view of the successive increases in the prices of Manila hemp, Java sisal and other hard fibres during the past three months the cordage trade has been anticipating higher prices for sisal. Fair current Manila hemp has increased nine cents per pound since the middle of March and is now quoted on the New York market at 25 cents, almost seven cents higher than the new quotation on sisal. Good current has soared to 32 cents per pound. This is the first increase made in the price of Sisal since January, and this fibre still is cheap compared with all of its competitors.

"In announcing the increase decided upon by the Board of Directors of the Comision Reguladora in Merida, Menalio Marin, General Agent, directed attention to the fact that all commodities imported from the United States by Yucatan had increased from 50 to 70 per cent. during the past six months, and that higher ocean freight rates, war insurance on bottoms and cargoes, and other advances had added considerably to the burdens of the Sisal producers. He said more than 100,000 bales of sisal had been sold to the American manufacturers within the past few weeks at 16¼ to 16½ cents."

In January, 1916, the price of sisal fibre, New York was 7½¢ lb. The price to-day is 18¼¢ lb.

REDUCE NUMBER OF CONTAINERS

THE Paint Jobbers Committee of the National Paint, Oil and Varnish Assn., in a report issued last week, made some interesting suggestions for reducing present high costs of doing business and also investments. The report of course refers to the present situation from the jobbers' standpoint. It points out that a great many lines carried by the jobbers are purchased on a spot cash or thirty day basis. The purchase of a car of white lead to-day represents an investment of approximately \$4,000 as against

\$1,800 formerly. Many other products are correspondingly high in price. These include among many others alcohol, linseed oil, shellac, glue, stains, etc. The idea has been advanced, and it is said, is favored by many American jobbers that pint and half-gallon packages be eliminated.

The jobbers claim that a man who wants a half gallon package can often be induced to take a gallon and if he is sure he only wants a half gallon he can purchase two quarts with every assurance of economy on his part. This, of course, does not conserve the can situation, but it does reduce investments and for this reason, it is said, it has merit and has received the support indicated above. The jobbers advocate that materials, so far as possible and practicable be packed in large containers. The suggestion is one that is worthy of consideration. It is questionable whether there is a very urgent need for the multiplicity of sizes that is now found in containers of many lines.

FALSE ECONOMY

THE old proverb, "Saving at the spigot and wasting at the bung" would seem to apply to the turpentine industry in the South at the present time. For some time past the market has been very weak and values have been declining as a result of a disappointingly small current demand for turpentine. The result has been that efforts to economize have been made by turpentine producers owing to the low prices obtainable for supplies and the increased cost of containers. According to the *Savannah Weekly Naval Stores Review* complaints are coming from all sides about the poor condition of the packages of turpentine that are coming to market. Protests have been made to the Board of Trade by the buyers, with an insistence that they be given packages that comply with the rules of that body, which require two coatings of glue on the inside of every cask. Some dealers state that practically every cask they have been receiving of late at Savannah and Jacksonville has had to be turned and reglued. In some of the casks it was evident that but one coat of glue had been given, and in others it was hard to say whether even that protection has been given to the contents. Dealers state that as soon as the Board of Trade acts they will refuse to accept turpentine in this condition, forcing on the producers the expenses attached to putting the packages in merchantable condition. As many casks are in a leaking state this would mean a loss from leakage to the producer ship-

ping the imperfect packages, as well as the turning and gluing expenses. The trouble is said to have its origin in the much greater cost of glue to the producer. While that article has gone up a hundred per cent. or more that, of course, does not excuse shipping turpentine in a package that reaches market in a leaky state or begins to leak soon after its arrival. Parties who may be inclined to buy turpentine for speculative purposes and carry it in the original package will find it necessary to have the casks gone over very carefully and constantly watched to prevent heavy loss from leakage. Railroad yard men and others in the South, say that never before have they seen turpentine reaching the yards in such bad condition as at present.

FEAR CELLULOID SHORTAGE.

IN England the cutlery trade is rather anxious regarding the outlook for further supplies of celluloid used principally for knife handles. At present the only available supplies of celluloid come from the United States. Sources of supply in France, England and Japan were cut off almost two years ago due to the fact that practically all acids used in the manufacture of celluloid were required for Government needs in the manufacture of explosives. At that time the American manufacturers, quick to take advantage of new opportunities, greatly increased the production of celluloid. Ample supplies were then available for the English cutlery trade, which of course has been working under a severe handicap ever since the outbreak of the war. Now the United States is in the war and there is a possibility of the Government requiring all available supplies of acids used in manufacturing celluloid. If such is the case, an embargo would probably be placed on the acids, and the English cutler would find himself without handles for his knives.

CAN TRUST THE PUBLIC

DESPITE the fact that many retail merchants complain bitterly regarding the "returned goods evil," it is quite evident from statements made by large mail order concerns that the bulk of the people can be trusted. The policies of most large department stores and mail order houses, in dealing with dissatisfied customers, are well known. These large firms generally adopt the attitude that the customer is always right. At the recent convention of the Associated Ad Clubs of the World, held at St. Louis, one of the speakers threw some light on the subject. Henry Schott of Montgomery Wards Co., Chicago, one of the largest mail order houses in the world in referring to the characteristics of mail order customers said in part:—

"A sound business of selling by mail is based wholly upon good faith between the buyer and seller. To-day practically all direct mail advertising is sent out with

the understanding that if the customer is not wholly satisfied with the goods he has the privilege of returning them at the expense of the advertiser. That has come to be a principle universally accepted. There is no hemming or hawing on the part of the advertiser over accepting these returns and making refunds. The direct mail advertiser knows that if he sends out goods not satisfactory to his customers he alone is responsible for that condition with the chances that he over-stated in his advertising.

"Good faith in direct mail advertising is growing just as the direct mail business is growing. Without this belief on the part of the customer it would be a one-time business, and you all know that it couldn't exist on that basis; it is the repeats that make a profit. Since the satisfaction guaranteed-or-your-money-back policy became accepted the advertiser has always learned that every buyer is worthy of every confidence and trust. There could hardly be a greater opportunity offered for imposition than that of the money-back policy of mail advertising; and yet cases of imposition are exceedingly rare. In fact there is almost an infinitesimal percentage of instances where a buyer is unreasonable in his returns and demands refunds. It proves that if the merchant will give a customer a square deal the customer is going to give him a square deal, whether they are next-door neighbors or live a thousand miles apart.

"For an example take the case of automobile tires. We guarantee Ford sizes for 5,000 miles and other sizes for 4,000 miles, and we sell them at about \$2 to \$5 a tire less than the usual price for similar goods. Now, the tires are sent out from one of our houses at New York, Chicago, Kansas City, Fort Worth or Portland. They may be used on the desert, or in the mountains, or in a mining country, Alaska or Florida—it makes no difference—we have no right to ask a customer the nature of the country where he is using his tires. If the tires do not give him the service we guarantee him, all he does is to pack them up, express them back to us and tell us to make a satisfactory adjustment. He tells us how many miles they run and his opinion we have to accept. Of course, if a man should deliberately, consistently endeavor to make unfair claims, he would very soon be found out and would simply be requested not to send us any more orders; but those are extremely rare instances.

"It was not the rule, but the exception twenty years ago that an article such as an automobile tire could be sold on a guarantee and put in the hands of a customer perhaps thousands of miles away, and then have him decide whether he had had proper service out of it. It is almost a revolution in modern business, and I think the direct-mail advertising has been responsible for the creation of that wonderful faith between customer and merchant."

Is it any wonder that the mail order houses are making such great headway? Perhaps the average retailer cannot carry out the return privilege idea, on the same scale as the large mail order houses. He has a better opportunity of satisfying his customer in the first place. The retailer or his clerks meet the customer face to face. The mail order house does not. The retailer has a better opportunity of studying at first hand the needs of the community he serves. If the retailer gives the proper kind of service there should not be any need for customers asking return privileges—only in exceptional cases. And when the exceptional case crops up the retailer should be as fair and courteous as the mail order houses. Unfortunately in some cases the small retailers are not.

WHAT OTHER PAPERS SAY

WAR TAXES AND THRIFT.

From *National City Bank Bulletin*, U.S.

A majority of the people are not accumulators, and this is just as true of people of ample incomes as of people of small incomes. Statisticians affirm that as large a percentage of people with small earnings are thrifty as people with large earnings, for thrift is not evidenced by what is earned but by what is saved. Thrift is a trait of character, but one which may be cultivated and developed, and it is for the interest of the State that it shall be cultivated and developed.

The war involves the country in great expenditures, and it levies certain taxes upon consumption which will reach practically all people, but under our system of exempting nearly all necessities these taxes are very few. There are other taxes upon articles of luxury quite commonly indulged in, such as tobacco, which in the aggregate bring in a large revenue, and finally, there are the progressive taxes upon thrift and success. These taxes, certain persons who doubtless think they are working in the interest of the down-trodden masses, want to make confiscatory of all large incomes. Their desire to do it, however, is not born of the war; they were wanting to do it before the war and will want to do it after the war. Their theories of improving society are directed to leveling it down, to dividing and eating up what there is rather than to building up and using what there is in the most effective manner to increase the dividends of the future.

Whatever is raised by taxation during the war is gone forever. That part of the taxation which is taken from the spenders would have gone anyway; that part which is taken from the savers is a permanent loss to the community. That part which is borrowed from them, however, will be collected by taxation later on and restored, not simply to them but to the capital and fund of the community. They themselves will pay a portion of the taxes for this purpose, but the spenders will likewise pay part, and this enforced saving will be the only saving the latter will ever do. There will be a recovery of so much of the capital cost of the war, and the spenders themselves in the long run will gain by it.

A PROGRESSIVE STEP.

From *National Hardware Bulletin*, U.S.

As per recent announcement, the Butterick Publishing Co., after a thorough canvass of the situation, have decided to exclude all mail order advertising from their columns.

The Standard Fashion Co., publishers of the *Designer*, and the New Idea Publishing Co., owners and publishers of the *Womans Magazine*, have also joined the Butterick firm in this movement, for such we feel justified in calling it, since this policy has already been adopted by our most representative farm papers.

This step was not taken altogether on account of sentimental reasons, although there is little doubt but that many of those connected with these big publishing houses hailed originally from country towns.

There is a business side to it for one thing. No paper can hope to render full value as an advertising medium when it runs publicity matter injurious to the interests of the other advertisers. Likewise percentage of advertised goods. To work to

the injury of the small towns must eventually bring harm to those large firms whose goods are sold by retailers throughout the United States and this would work to the advantage of the publications having a general circulation.

Besides this, to estrange country people from the town will eventually work to the harm of both, so that the position taken by these publications is a broad-minded one.

Doubtless for the time being, it may have some effect upon their revenues, but since the position they have taken must finally help to build up the towns and villages of the country, we can see that in time their revenues will be increased by a larger patronage from advertisers whose business is increasing as well as that growing number of firms who are anxious to cultivate this promising field.

NATIONAL THRIFT AND THE PAINT TRADE.

From *American Paint and Oil Dealer*, St. Louis, U.S.A.

It would be a misfortune to the nation, and especially to the paint trade, if the indiscriminate denunciation of "hysterical economy" should confuse the public mind and divert it from the learning and practice of the thrift gospel; which lesson the thoughtful are hoping will result from our entry into the war.

In the American madness for extravagance and waste, comparatively scant thought and little money have been devoted by the average citizen to the things necessary to conserve, through the years to come, his business, his property, his home, and even his own and his community's physical and moral well-being. It is this, more than anything else, that has kept in their swaddling clothes for years, some of the industries whose complete development would be of inestimable value to the nation and its people.

The American paint industry is one of these—for great though it is, it is thought to be only in its infancy, by thinking men in the trade, if only the nation's thought can be turned to Thrift.

"Cleanliness, Thrift and Civic Pride" are the Three Graces of the Paint Gospel—and the greatest of these is Thrift. Upon paint men, even more than upon the bankers, lies definitely and heavily the responsibility, the duty and the opportunity, to work and to pray that Thrift may come into its own among the American people, as one of the greatest and most valuable results of this war period.

MUNICIPAL POTATO SPRAYING.

From *The Ironmonger*, England.

The Birmingham Parks Department, acting on the advice of the Board of Agriculture, have decided to purchase several knapsack potato sprayers and a quantity of sulphate of copper, and to undertake the spraying of potatoes for allotment holders during the ensuing season. It is expected that the cost will work out at about 3s per allotment for two sprayings. The scheme was no doubt conceived with the intention of helping the allotment holder; but it seems to us to have been ill-considered. There are in Birmingham at least 5,000 allotments, and to spray them all twice a month would fully employ 200 men, requir-

ing not "several" but 200 spraying machines, costing in all about £600, and a large quantity of chemicals. If to the cost of these things be added the cost of supervision and labor, it will be seen that the proposed charge of 3s. per allotment is not excessive. It would surely have been less troublesome and costly to have advised allotment holders that for about 3s. 6d. they could buy a hand sprayer quite sufficient for their purpose, and also the necessary chemicals, from their local ironmonger.

THERE IS YET TIME TO PREPARE FOR A LONG WAR.

From *Contract Record*, Toronto.

As the war continues from month to month, it clearly demonstrates the foibles and frailties of human opinions. Various authorities have striven to foresee the end of hostilities and to determine the time when peace will be restored. These prophecies have covered every interval of time from a few weeks to many years. The general hope that this year would mark the end seems doomed to be dispelled. Recent events forebode the war's extension beyond this year at any rate. Just how much longer, no one can say, but no immediate let-up is in prospect. The United States Government, in making its preparation for war, speaks of three to five years as the ultimate duration. If this period is suggested with any authority, and events seem to substantiate the opinion, it is pregnant with meaning. The extension of the struggle for one year more, let alone three or five, must needs involve readjustments in our status, nationally and individually. The longer it lasts, the louder the call for a more complete nationalization and more potent changes in our mode of living and doing.

THRIFT IN FREIGHT CARS.

From *The Nation's Business*, U.S.

Co-operative economy in the use of cars can have very decided results in other traffic than coal. The Canadian Pacific has estimated that its cars can carry on the average an additional five tons, and that loading to their real capacity would mean release of 54,000 cars for new business.

That is a mere bagatelle, if the possibilities south of the Canadian border are considered. The railways' war board declares that if every one will do his share and there are no "slackers" among people who use and handle freight cars, we shall in effect have an addition of 780,000 cars to our equipment.

The manner of attaining such a result has its interest. Close attention on the part of the railways, the board says, would reduce the average cars under repair to 4 per cent., thus increasing the number in use by 64,000, and would move a car 30 miles a day instead of the present average, 25—a bit of speeding up that transformed into terms of cars would mean 515,000 of them.

The rest of the saving depends upon the railroads' patrons, but what they can do is apparent from the fact that there are over 250,000 points in the United States where freight is received; a little more expedition in loading and unloading at each of these stations will mount up amazingly in totals of cars for the country.

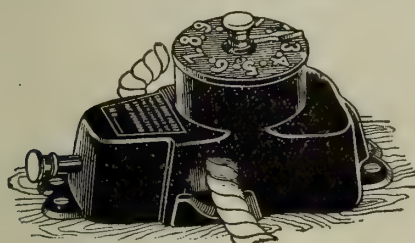
These totals again can be greatly increased through heavier loading of cars.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

THE GANT METER

The Gant meter, for measuring rope, wire cable, insulated wire, garden hose, tubing, etc., is offered to the trade by John E. Chumbley & Co., Nashville, Tenn. By using this meter, which will measure any size from $\frac{1}{4}$ in. to 1 in. in diameter, the makers claim there is no danger from over-measures or under-measures. No rules or yardsticks are required, and the meter is always ready for use when needed. The meter, it is



The Gant Meter.

said, is easy to operate. Simply feed the thread material to be measured into the machine and pull. The indicator on the dial registers accurately to the fraction of a foot up to 100 feet, at which time the machine automatically clears itself. The base is a single piece heavy casting, size 8 inches x $3\frac{1}{2}$ inches. The body is a single casting, size 7 in. x $3\frac{1}{4}$ in. x 3 in. The gears are brass spur, $\frac{1}{8}$ in. face. The rope wheel is 1 in. face, 2 in. diameter, 170 cut teeth to grip rope. The machine, it is said, can also be made to handle automobile brake lining of any thickness up to $3\frac{1}{2}$ in. in width.

RIXSON DOOR CHECK

Toronto Lock Mfg. Company, Toronto, Can., is manufacturing and marketing in Canada the Rixson door check and spring for which several important and exclusive features are claimed. The makers state that the check, which is fully guaranteed in every respect, is built around two essentials—simplicity and durability. It has no lefts or rights, and may be applied to either right or left-hand doors without alterations to the mechanism. One important feature is that the spring does not require winding up, but is ready for use as soon as the check is attached to the door. All guesswork as to amount of tension necessary, etc., is eliminated. Owing to its construction, the check produces more power when the door is almost closed than at any other point. This overcomes the resistance of the latch, or any friction caused by the binding or sagging of the door. The checking oil contains no alcohol. Another element has been substituted possessing great value as a lubricant which will not evaporate, and will remain in a fluid state at 40

degrees below zero. This is a particularly desirable feature in the cold weather when easy operation of the door check is particularly desirable. Further details, with prices, catalogues, etc., will be supplied upon request to the above-named company.

THE THERMOMAT

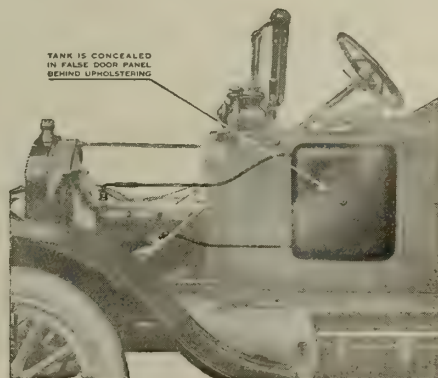
The Cawle Company, Indianapolis, Ind., is marketing the Thermomat. The makers claim that the Thermomat eliminates Ford overheating troubles, by preventing steam pressure in the engine and radiator. It is essentially a simple condenser, such as steam plants have used for years.

The makers claim it is easily installed in two hours by any owner or garage man; it is permanently automatic in action, and, it is said, will last the life of the car. It is trouble-proof and fool-proof.

The makers claim further that the Thermomat keeps the Ford cooling system constantly at the ideal point. When the water in the cooling system reaches the boiling point, the Thermomat works automatically and prevents its temperature increasing and steam forming under pressure.

Fords, it is claimed, are enabled to run in high gear at continuous high speed, or in low gear in mud or sand, and on hills during the hottest weather without overheating the motor. It prevents pistons sticking through overheating—and thus warping and scoring cylinders.

Other claims are that it eliminates constant refilling of the radiator. The Thermomat carries two to three gallons surplus water supply which operates with the radiator supply.



The Thermomat.

It reduces consumption of lubricating oil and gasoline; it condenses and saves radiator anti-freezing solution in winter service. It makes unnecessary carrying

reserve water bag in mountain and desert motoring.

NO LEAK-O PISTON RINGS

Automobile Accessories Co., 816 North Avenue, Baltimore, Md., is marketing the new design "No-Leak-O" "oil-sealing" piston ring—a piston ring with an oil groove. The makers of the ring claim that one of the most serious mechanical defects contributing to the immediate

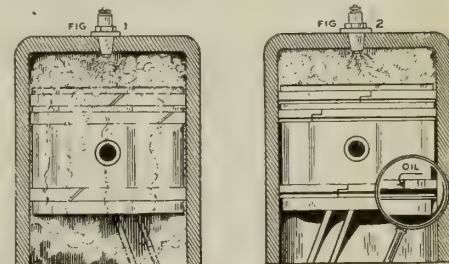


Fig. 1.—Gas escaping, fire following, destroying lubrication.

Fig. 2.—Gas, it is claimed, cannot escape, oil cannot pass.

carbonization of any motor is piston-ring leakage. If gas escapes past the piston-ring on the compression strokes, when exploded, fire will follow the escaping gas burning up the oil. (See Fig. 1.)

Carbon, it is claimed, will soon form, black spots will appear on the rings and piston, and for want of lubrication they will wear very fast. The loss of gas and friction, for want of oil, will cause lack of power; the motor will run sluggish and knock on a hard pull, causing injury to all vital parts of motor transmission.

If enough oil is used to get maximum power, with the plain rings, it is claimed, there is a waste of oil and accumulation of carbon. If you cut down the oil supply, it is said, you lose power and waste gasoline.

The "No-Leak-O" "oil-sealing" will permit the oil being reduced without a corresponding reduction of power.

Another serious problem. The refuse of poor gasoline (coal oil) will pass the plain ring, get into the oil pit, injure lubrication and endanger motor bearings.

The makers further state that when there is a groove full of oil all around the ring, gas cannot escape, the oil cannot get up and the refuse of poor gasoline (coal oil which will not vaporize) cannot get down to the oil pit. That's why you have more power, no carbon and no refuse in the oil pit to injure lubrication. The groove full of oil forms a dam or packing, same as the improved water pump; where a groove full of water makes its own packing against water. Further details will be supplied upon request.

THE JUNIOR CLERK'S PAGE

Why Is a Salesman?

"Just Because the Salesman Brings Home the Bacon We Must Not Conclude That He Originated, Killed and Cured the Pig."

By Charles Austin Bates in "Printer's Ink."

THERE was once a salesman who fancied himself considerably—and he was really a good salesman.

He rose from twenty-five to one hundred a week, and accumulated many visible signs of prosperity and a greatly augmented chest measure. He became thoroughly convinced that the house was getting more than its share. The margin of gross profit was fairly high, and he dragged down only about five per cent. and expenses. It was all wrong!

So he took what money he had—borrowed a little more, sold stock for some more, and went into business for himself—so he could make all the profit.

One of the first strangers to visit his shop was Col. Fixt Charges, and Ole Man Overhead dropped in casually and camped right there.

And prospects were neither so numerous, nor so ripe, because, knowing his own selling ability, he did not waste time, or money, in advertising, or mail-drumming, and he had always disapproved of the persistent and elaborate follow-up of the old house.

Yessir, he went broke.

He tried several other things, but none of them seemed to work out as per prospectus, and finally he went back to his old boss and said:

"I wish you'd gimme a job. I know I am just as good as I ever was, but I seem to be happier and get better results when I'm working for you."

He doesn't know yet that his star performances of the past were due to the sales plan, which developed interested prospects; to the systematic, persistent, everlasting follow-up; to the intelligent coaching, and the strong support of the sales manager.

My experience is that nearly all salesmen are opposed to advertising. Nearly every one will say: "Well, it may do good in some places—but I don't need it in my territory."

And yet everyone who has really tried it knows that the sales-response to advertising in a given territory is about as prompt and positive as the kick of a gun.

At a recent meeting of the directors of a company which employs 60 salesmen and which, in the past year, has spent

about \$60,000 in direct advertising, one member said: "With that sixty thousand we could almost double our force of salesmen—and salesmen bring in something every week."

What Sells Goods?

To which the general manager replied: "I would rather increase the advertising to one hundred thousand and so insure greater efficiency of the present sales force. I know that when I pump advertising into a lagging territory, I get immediate results in increased sales—usually enough to repay the cost—always with sufficient increase of interested prospects to keep the salesmen humping themselves for weeks to come—and with the intangible, but very real, publicity profit, which will show in next year's sales. The third of these divisions of results will come from almost any quality of advertising. The mere power of pertinacity—of iteration and reiteration insures that much. The quality of the advertising copy and the system under which it is done, determine the percentage of direct return, and the quality and industry of the salesmen make prospects profitable, or not, as the case may be.

"There are three links in our selling plan: First, advertising; second, salesmen; third, our correspondence department which follows up both prospects and customers. It is difficult to determine which of these links is most important. The salesman brings in the actual order, but the prospect is two-thirds sold before the salesman sees him.

"The man who gathers the fruit certainly has no more to do with the profitable result than he who plowed, fertilized and planted the ground, or he who cultivated it and opened up the gate of the irrigating ditch when needful.

"Salesmen are important and necessary, as is conclusively proved by the fact that the two men working in like territory, under like conditions, produce different results. But just because the salesman brings home the bacon, we must not conclude that he originated, killed and cured the pig.

"The selling plan that depends wholly upon salesmen and ignores advertising

and mail follow-up, is about as sensible as the man who walks up ten flights of stairs when the elevator is running. And the salesman who thinks he is the whole works, should remember the frog who tried to be as big as a bull—he made a bull, but not of the kind he intended.

"Our sales plan is so simple and so free from pyrotechnics, we sometimes almost forget that it is the result of a studied policy. In each of our sales districts there are from 5,000 to 15,000 possible customers—or perhaps I would better say, users of the kind of goods we manufacture. We advertise by mail to perhaps 125,000 people. We reach them about 20 times during a year, and expect to receive during that time 5,000 inquiries, or initial orders from people whose names are then taken from the general list, or the customers' list. The correspondence department then follows them up—sometimes once a week, sometimes once a month. As direct personal correspondence develops, it is reported to a salesman. Each salesman has a live list of about 250 customers and prospects, on some of whom he calls once a month, or less, and on some two or three times a week.

More Salesmen, More Advertising

"If we were to add more salesmen, we should at once have to add to the number of names on our general list—increase our territory—to provide live prospects for the men. Or, if we increase our list, we must add men to take care of the new prospects.

"We are a good deal like the Western farmer who buys land, to raise corn, to feed pigs, to sell to buy more land, to raise more corn, to feed more pigs, to go as far as you like; it is an unending circle of increasing size and each operation is essential to the other.

"Which brings me, by the well known Robin Hood's Barn Route, back to the original proposition. I'll put on more salesmen if you say so, but if I do, you must increase the advertising appropriation as well. If we do these two things, we will have to increase our plant and equipment and then until we get volume up to capacity again you will have to be content with a reduced percentage of net profit. If you want a diagram of that I'll submit it at our next gathering."

Further conversation seeming uncalled for, meeting adjourned without date.

What happened to the salesman first hereinbefore mentioned? Oh, he got his job and is making good again.

WEEKLY PAINT DEPARTMENT

Talking Quality Doubles Paint Sales

Howard Furnace Company, Toronto, Thinks Advantage is Particularly in Favor of Ready-mixed Paints at Present Time
—Necessity For Minute Explanation of Situation—
The Spring Paint Trade.

REPORTS as to the condition of the spring paint trade from retailers seem to vary somewhat with the locality. In the section around Toronto dealers as a rule state that unfavorable weather conditions have hindered sales. They are of the opinion that the high cost of ready-mixed paint has not deterred sales but slow trade has been due in some sections at least to the backward painting weather. In Western Ontario, on the other hand, there has been a ready sale. But in whatever district sales that have been made are largely for inside paints. May 24 is always looked forward to as a day when much paint will go into consumption. Conditions were against the sale on the day this year. The pater familias was free and ready to do the work, as he had secured a pair of overalls and his can of paint and the office was closed for the day. But old Jup Pluvius maintained such a threatening attitude throughout the day that any painting operations outside were discouraged.

Nevertheless there have been good sales for inside work and manufacturers state the sorting business has been good

so far. "We only want a few bright sunshiny days to start the paint moving as we would like to see it move," stated the manager of the Howard Furnace Company, Toronto. "Our sales would increase one hundred per cent. over last year, I feel confident if the elements but favored us. As to curtailing of sales by the high cost of paint I do not think many are being deterred on that account. Ready-mixed paints have been in good demand from painters this year for they find they can paint to better advantage than to buy the raw materials and mix their own paints. We have sold more of the large size cans, five and ten-gallon lots, than ever before. By the time the cost of linseed oil and white lead in oil is figured out, and the time it takes

to mix paint, there is a wide margin in favor of ready-mixed paint. Painters have recognized this fact and are going strongly to these lines. It is not difficult to sell ready-mixed paint at any time in comparison with the raw materials if the proper arguments are set forth. It is furthermore not difficult to sell high-priced paint as compared with cheap paint. It is quality that counts for more.

Doubled Sales by Talking Quality

"Some three years ago we had in our store a manager of the paint department who was imbued with the idea that people wanted cheap paint. He thought they would not buy a good article. The manager of the paint company whose line we handled was not satisfied with the size of orders we were turning in. He came to our store one day to find out if possible what the reason was. He picked an argument with the manager of the paint department and the latter expressed the opinion that people would not buy high-priced paint. The sales manager by his arguments succeeded in convincing one of the younger men in the employ of the concern, who was listening to the conversation, that it was quality that counted far more than price. Shortly after that the manager of the paint department was transferred, and the young fellow who was imbued with the quality idea was given a chance. He started out to study the ingredients of

(Continued on page 72.)

PAINT MARKETS ON PAGES 82-84-86

Owing to a rearrangement of forms, on account of Confederation number, the paint markets in this issue will appear on pages 82-84-86.



Anti-aircraft gun in paint display by Kingan Hardware Company, Ltd., Peterboro, Ont.

A Glimpse of Canada in Light of 50 Years

The Progress of the Past Half Century From a Small and Struggling Group of Colonies into Nationhood—Some Incidents of the Past Years and Their Bearing on the Present—Outstanding Items in the History of Canada's Development—How the Record of the Past is a Promise for the Future.

THE passage of fifty years does not bulk very large in the retrospect of history yet this lapse of years, compassed by the lifetime of a man, means much to any country. To Canada it has meant the growth from a small and struggling colony into nationhood. The transformation of a country, cut into fragments by great stretches of uninhabited lands, and separated league after league by almost pathless wilds into a unified whole, united in interests, in feelings and in the interchange of commerce, and welded firmly together by the steel rails of progress.

There in the council chamber fifty years ago sat a group of men discussing the question of the name for this new country that was being born, and whose possibilities were beginning to steal in upon their imagination. Perhaps it was this that turned them from the old time worn and time sullied names of nation and Empire and kingdom to seek some newer fresher title unsoiled by abuses of old times. Perhaps it was the inborn vision of a country lapped by three oceans, of great rivers opened for navigation, of a trade stretching to the farthest confines of earth that called to the mind of one of those present the great words of "Holy Writ," and in the stillness the Hon. Samuel Leonard Tilley quoted "He shall have Dominion from sea to sea, and from the river to the ends of the earth." Dominion from sea to sea! Canada had found its name.

How well the years have born out the vision of the fathers of Confederation even a cursory survey will readily show.

Material growth may not be the truest sign of greatness, but it is a tangible evidence that is indicative of many things, of a new country of course, of a country where democratic principles prevail; for autocracies do not double their population in fifty years, of an energetic people reaching out for a greater advance a wider vision, both in material things and in those intangible ideals that make for a great Dominion.

Fifty years ago when the fathers of Confederation were gathered about the council board, this was a far different country from what it is to-day. To begin with it had only a population of three and a half million souls against a present population of slightly over eight million. More than three quarters of these few millions were gathered within the comparatively small confines of the provinces of Ontario and Quebec. Four out of every nine persons lived in the province of Ontario and three out of every nine in Quebec.

When the West Was the Great Unknown

West of the Great Lakes was the vast unknown, a few wandering trappers a few factors of the Hudson Bay Company in isolated posts dotted that immense stretch of country. Even in Winnipeg one of the great trading posts of the company, then known as Fort Garry there were less than 300 souls, while in all the enormous stretch of mountain and prairie land there was only a total of some 100,000 people, whites and half-breeds. These were scattered over the whole sweep of that immense country, at trading posts, in fishing villages and lumber camps of the Pacific coast.

The Ebb of the Gold Rush in British Columbia

Of all the great country west of the Lakes, British Columbia was the only portion that could be said to be settled.

west its first real impetus. For a few years the fever burned hotly, gold there was, and men drifted up and down the great streams hearing tales of a fabulous wealth there for the finding. Gold there certainly was for in 1863 upwards of four million dollars worth of gold was taken from the Fraser and Thompson valleys. A fabulous sum in those days before the world had begun to think so readily in terms of millions and billions. But that great year was the swan song of the British Columbia gold fields, never again did they reach that total. Year by year the output dwindled; dwindled, too, the mushroom towns that had grown up on the scene of the supposed Eldorado. Gold was still to be had for the labor, but the bubble of fabulous wealth had been pricked and the hardy adventurers were off to some newer land of promise.



A First Glimpse of the Capital—in the Early Days of the Federation.

—From an old print.

Rough uncouth settling it was, the settlement that follows the cry of "Gold;" for it was the discovery of Gold on the Fraser that led to the influx of thousands of gold seekers, rough men, but the stuff of which pioneers is made. Into the mountain wilds of Western Canada they came following that "Will O' the Wisp" of fortune that has always had its power to draw men; to give to the Canadian

The Gold was still a great industry for those times, but the glamor of it was gone and it had settled down into its rightful perspective. As yet no one had realized that there was a new Eldorado at their very feet in the swarming life of the great rivers, teeming with fish. The British Columbia fisheries that make the hey day of the gold rush seem as nothing, were practically untouched.



THE FATHERS OF CONFEDERATION

A reproduction from the official painting of the men who formed the conference at Quebec at which the agreement between the various provinces was reached. The original, unfortunately, was burned in the fire which destroyed the House, at Ottawa last year.

—Cut by Courtesy MacLean's Magazine.



St. James Street,
Montreal, Looking
West, 1871, and
As It Is To-day

At the time of Confederation there were one or two whaling enterprises, and a solitary cannery on the Fraser. The coal fields of the province had been discovered and were being worked to some extent, but they were practically only tickling the soil.

British Columbia was shut off from the remainder of the country by league upon league of pathless prairie, a journey of long toilsome perilous weeks. The sundering force of distance kept the west and the east as far apart as the poles in their material and social interests.

Shipbuilding Industry of the Down East Coast

While British Columbia was feeling the impetus of the Gold rush, the older colonies by the Eastern Sea had progressed somewhat more solidly if in a less spectacular way. In Nova Scotia, favored by the yet almost virgin forests a great shipbuilding industry had been built up. Every creek almost had its shipbuilding yard. These vessels were sold on each side of the Atlantic. There had been, too, a spasmodic activity in the Nova Scotia coal fields for half a century. At the time of Confederation they were mining some 600,000 tons of coal about half of which was used locally and half was shipped to the United States. There was also some little smelting done of Nova Scotian Ore, though this industry had hardly developed beyond infancy.

The Maritime Provinces like the far west were also cut off from central Canada by enormous areas of uncleared untracked land. Indeed the association of these Eastern provinces was much closer

with the United States than with the other parts of Canada.

"Boston," said one Nova Scotia representative, "is only a few hours' trip, but to come to Toronto you need to mortgage the farm to pay the fare."

In this casual statement lay a great element of danger to the unity of the young country. The drift of things was naturally from Canada to the United States, which was then the land of opportunity.

The Lure of the Republic Draws Canada's Sons

The very name, Republic, drew like a loadstone, those immigrants from the older lands of Europe, eager and heart hungry for some spot on earth where they might find freedom. The very name of Canada's southern neighbor had a drawing force that the colonies of Canada could not have. In those early years therefore there was a marked and dangerous tendency, not only to lose the fair share of immigration from overseas, but to lose as well many of her own young men who thirsted for the opportunity that it seemed to them could only be obtained in the more advanced country to the south. This flux of young Canadians across the border was hardly compensated for by the influx of population that at this time reached very small proportions.

The country was mainly a great wilderness with areas of civilization dotted at irregular intervals, with no means of communication between the different localities. It was not a great country, but several small states each trying to work out their own salvation with very little reference to the general whole. Despite

these conditions there lay in these scattered colonies the seed of greatness, but with no immediate promise of any harvest to catch the attention. Not unnaturally therefore the tide of population was turned from their shores to the breezy, boisterous, prospering neighbor to the south.

A Glimpse at Canada's Early Industries

Even Canada's industries were of no great extent. A land that has become one of the premier farming nations of the world, in those days just prior to Confederation had not yet awakened to the immense possibilities of her virgin fields. Ontario, tilled more land than all the other provinces together. In New Brunswick only 1/10 of the land was cleared, and it was to be had for 50 cents an acre or in return for certain statute labor. In Nova Scotia land sold for \$45 per hundred acres. Only in Ontario had farming become the backbone of the country. In Quebec the lumbering industry was the chief source of revenue and no mean source even in those days bringing in a total of some \$14,000,000. Other industries were few and far between. The saw mill the grist mill and the brewery were the beginning of manufacturing development and around these grew up the whole manufactory of the nation. Around these mills grew up the village that grew in size as the exigencies of conditions demanded till even at the time of Confederation Canada had some sizable towns. The population of Montreal was 100,000 of Quebec city, 60,000 Toronto came next with 50,000 while Hamilton, Halifax and St. John, N.B., each had about 25,000 inhabitants. But it is not in these cities but rather in the more slowly developing rural districts that can be traced the impetus that has sent Canada so far along the road of progress.

A good many of Canada's industries were purely fortuitous in their origin. The great tannery industry grew up because Canada was to a considerable extent a grazing country. Everyone kept a cow or two, even in the cities the cow was an almost indispensable adjunct of the household. The day, being the day, of the cow, it was natural that hides were plentiful. The abundance of hemlock and oak bark was the other condition that assured the growth of this great industry.

At that time too there grew up a great woolen industry, fostered by the famine in cotton that followed on the dark days of the civil war. Moreover in this early industry Canada held a high place, and the honest worth of her tweed was widely recognized. These were the days when homespun was still the prevailing style more than half the farmers still took their wool to the carding mill, then home again for the women to spin it and back to the custom weaving shop to be finished. Such was the beginning of the clothing industry that is such a factor in Canada to-day.

The Growth of the City from the Humble Beginning of the Crossroad Mill

Our great manufacturing industries sprang just as naturally from the corner blacksmith shop. First only a repair shop but gradually emerging from the early stage, doing small manufacturing operations till out of this finally arose the great manufacturing establishments that have meant so much in Canada's development.

It was about fifty years ago that some of Canada's natural resources first began to be discovered. Oil was discovered in Lampton in 1862, and Petrolia in 1876 was tanking 3,000 barrels a day. The only difficulty confronting this new discovery was to make the demand for it equal the supply. About half the amount was used in Canada. Efforts were made to ship it to Liverpool, but the port authorities there refused to give "the evil, smelling product" storage room so there was no incentive to develop this great industry for some years, until in fact manufacturies had developed in Canada, and until the wider knowledge of the many uses of the product led to an almost limitless demand. In 1866 salt was discovered near Goderich, Ontario, and its 90 barrels a day constituted the whole output of Canada's salt industry.

There was very little manufacturing in those days. One sugar factory in Montreal provided one of the first instances of industries based on foreign supplies.

This Company The Canada Sugar Refining Company is still doing business in Montreal. The great chemical industry was also in its infancy at the time of Confederation. Drugs, soap, starch and potash were practically the only products in this field. Of Canada's great dairying resources there was hardly a trace at this time. There were in fact

only a half a dozen cheese factories. From this small beginning only half a century ago has sprung one of Canada's premier industries.

Riveting a Continent With Steel Rails

Canada was just waking into a realization of her possibilities in the year 1867. Possibly it was this spirit of the times that brought about a political Union that was to make Canada a Dominion from sea to sea, that showed also to these men who had dreamed this dream of Union the necessities that lay before them, showed them the disintegrating effect of isolation, and pointed them to the possibilities of a country united by a great highway of steel from the shores of the Atlantic to that other shore half the world away.

At any rate it was the development of Canada's railroad systems the demand for which had been part and parcel of the Confederation issue, that has been the source of almost every forward step that Canada has taken in all the years succeeding. Ontario had been built up around the Grand Trunk Railway and there was now to be another example of what



Old Houses at Pointe-Levis.

From an old print.



Victoria Square, Montreal, as it appears to-day. Inset, a view from the same location in 1871





Street in Winnipeg in the early eighties—Same street to-day is shown on opposite page.

the railroad could do as a developer. Winnipeg was a trading post on the fringe of civilization 20 days journey from its nearest neighbor. In the year 1876 Winnipeg had but 215 inhabitants and others were slow in coming. There was no particular incentive to lead men to venture out into this prairie land. True it had been discovered that this land was a veritable garden for the growth of wheat. But of what use was wheat that was twenty days journey to the nearest selling point. Manitoba wheat, good and all as it was, was worth 50 cents a bushel at Winnipeg. In 1878 the railway line between St. Paul and Winnipeg was completed cutting a twenty days journey to three. At once Manitoba wheat jumped to 75 cents. Here was the incentive that caused the great wave of immigration that has been flowing toward the west from that day to this.

The Intercolonial Railway was finally completed after forty long weary years, and the Provinces down east by the Sea, has some reason to look to their sister provinces as their greatest interest rather than to cast their eyes across the boundary line. In 1886 the C.P.R. was completed and the nation linked from sea to sea. This was the firm basis for a united country.

The Dark Years

But Canada was yet to suffer her dark years. In 1873 the great boom built up

on speculative activity in the United States, and in a lesser degree in Canada, burst. Canada who had been boasting herself in some of her growing industries looked into the face of calamity, and shared in the almost world wide panic. Her business was almost at a standstill. Of her grazing industry little remained in that year not a beast was shipped to the Old Country.

The shipping industry, and the lumbering industry that had been the backbone of her trade languished for lack of purchasers. She was a nation rich in material that found none to take her wares. So the dark years from 1873 to 1878 dragged on. With the latter year there dawned an era of returning prosperity which Canada was quick to feel. Demands for lumber and grain became greater every year. Foreign trade that had declined by more than a third of its volume began to recover. The cattle industry that had been practically dead, in 1880 shipped 30,000 cattle and 100,000 sheep to the United Kingdom, while from the 500 cheese factories that had sprung from the first factory in Oxford County in 1864. There went 40,000-000 pounds to the Old Country in this same year. The fishing industry that at tallied only 9½ million increased to 12 million.

Canada Comes Into Her Own

It was not until 1896 however that Canada swept into the full blaze of her

prosperity. The Canadian West was the new Eldorado. Reckless farming had exhausted the American wheat lands and new sources of supply were needed. This was Canada's opportunity. Men and money were plentiful and the hey-day for Canada began. The tide of immigration that seemed to have set away from Canadian shores, turned again. This tide of immigration from the United States alone reached in 1897 to 9,000, and by 1917 it had mounted to 133,000 while in the period covered by these two dates there had come to her shores, 221,402, the great bulk of these being of British or American origin. Here is an astonishing indication of the pulling power of opportunity backed by good advertising.

In these past fifty years Canada has the beginning of the dark years had to stepped out of her swaddling clothes into real nationhood. And standing here in the din of these troubled years Canadians can not only look back on the past half century with pride, but look forward to another half century with a confident hope and expectation. Tried in the tragic fires of war, made strong by struggling years she takes her place among the nations on an even footing. Whatever is before the world in the aftermath of war, this is certain, that Canada has a great place to fill, and it is the confident belief of all Canadians that she is able and worthy to fill it.



Street in Winnipeg, to-day, looking from the same standpoint, showing the changes of thirty-six short years.

Canada's Trade Development Background

Trading Conditions of Fifty Years Ago—Local Conditions That Made For Localized Trade—Yesterday and To-day in Canada.

THE past fifty years have seen almost a complete change in the business conditions of the country. Such changes have been only partially due to the changing requirements of a people evolving from a more or less imperfect civilization, into nationhood. In the main, the changes were the outcome of the changing times, of a half century that has seen many of the great advances of the world's history.

To begin with, the interchange of commodities had not reached nearly the state of development that is the case at present. The small and scattered communities were in a great measure self supporting. They depended very little on the assistance of other communities. They carried within themselves most of the agencies for the production of actual necessities. Each town and village had its own flour and grist mill, a sawmill, a tannery, a carding and fulling mill, a carriage factory, and more than probably a brewery of sorts. These were the indispensable adjuncts of the town and village life fifty years ago. From these

activities was gained the actual necessities of life that had not grown complex with many needs. The raw material for these industries was procurable at their own door, and if these communities were not self supporting they came very close to being so. In the nature of things, vision was more or less parochial. Their education began and ended at the little red school house. They were not disturbed or inspired save in the larger centres by the clamor of the daily press. In the bulk of the country, in all, perhaps, except the counties bordering on the St. Lawrence and Lake Ontario, and the river and sea shores of New Brunswick and Nova Scotia, conditions were distinctly primitive.

Business Activity Confined to Narrow Limits

It was not unnatural, then, that business activity should be confined within very narrow limits. There were many conditions that accentuated these circumstances. In the first place there was the fact that the needs of the people had not

been cultivated and stimulated by the process of advertising. The means of advertising were few and its powers little understood. The days when even the farmer has the postman and the butcher and the baker and the grocer calling at his door were still in an undreamed of future. Every so often on the farm a pig was killed and for a few days there was a revelling in fresh meat. Then a final drifting back to salted meat until the next great occasion arose. The farmer grew his own wheat, and hauled it over impossible roads to the flour mill where it was ground, and so back for the farmer's wife to bake into the necessary loaves. Instead of drawing his milk to the creameries to take part of the proceeds back in trimly papered squares of butter, the farmer's wife herself wielded a vigorous arm about the stone churn, save in some of the more progressive farms where, by means of a treadmill arrangement a shamed and reluctant dog was impressed into the work. The cheerful buzz of the cream separator had not been heard in the land, and the cool cream cellar with its rows of pans and skimming paraphernalia were an indispensable adjunct to the farm. The traveling shoemaker was an institution. He came and stayed a week and shod the whole family in return for his board and a pittance that even a bargain shoe store to-day would laugh at. The farmer also grazed a few sheep, sheared them him-



Winnipeg from St. Boniface Ferry Landing—a few years after Confederation.

self, in his odd moments, took the wool to the mill to be turned into homespun, which was made up into clothes by the ever diligent farmer's wife. What she lacked in skill she made up in energy, and the garments served, though it was said of the boy of the period that you could not tell from his trousers whether he was going to school or coming back. About the only thing that the farmer could not get on his own farm was sugar. This was one of the great staples of the grocery trade of the period. Kerosene, a new and malodorous product, was beginning to gain popularity as an illuminant. In the cities and larger towns, of course, things were considerably different. Gas had been introduced as an illuminant. In Montreal, Toronto, and Halifax, even street cars had been introduced, horse-drawn, bobbing vehicles, with a tendency to relinquish the track at frequent intervals. Still, trade in the larger centres was comparatively brisk, and a goodly number of firms which are thriving to-day had their business well and securely founded in these early days.

Nationwide Commerce a Development Since Confederation

But of the nationwide commerce that we know to-day, there was little or nothing. The trade was exclusively in staples. Lumbering, fishing, coal, metal and salt mines and oil wells were the staple industries of the time. The trading community was limited. Partially this was the result of the simple needs of the general community, and partially the result

of the then existent conditions. Railways were few, and a railway journey was not then a thing to be contemplated with anything but foreboding. Light cars, light rails, and an uncertain road-bed, made traveling the test of a rugged constitution. The Pullman cars of the present were still to come. It is true that the first sleeping car had been built. Had indeed been used as the funeral car of the martyred President Lincoln, but it was looked upon more as a novel type of insanity, rather than the indication of any great possibility. The railway journey between Montreal and Toronto, the best developed part of Canada's railway system, took fourteen hours to accomplish instead of the eight and a half hours of to-day.

The railway from Prescott to Ottawa, then the usual route to the capital, was a broad gauge line through an interminable swamp region, a depressing outlook, that the passenger had plenty of opportunity to observe as the little wood burning locomotive stopped for its frequent fuel requirements.

These were the most used and best equipped of the then existent railways. Back from the waterfront counties there was as yet no railway service. Lines were planned to reach some of the larger settlements such as the Peterboro, Simcoe, Grey and Bruce counties, but as yet these were only in course of survey, and the only service these districts had was by means of the stage coach.

With these systems representing the

best that Canada had to offer in the way of distributing facilities, it is little to be wondered at that freight and express service, the backbone of extended trade, were rather more than uncertain.

The telephone, one of the greatest advances that trade has known in any age, was still a dream in the mind of its inventor, Alexander Bell, who lived quietly on his farm near Brantford. The post was uncertain and relatively expensive. Canadian postage was 5 cents. It cost ten cents to send a letter to the United States, and twelve and a half cents to England. The long and roundabout postal route to British Columbia cost twenty-five cents per letter.

The very conditions existing were antagonistic to big business as we know it to-day. The facilities for handling it were lacking, lacking, too, was the actual demand that could only be built up by the painstaking activities of many long years.

Development Follows Extension of Distributing Forces

The greatest incentive to extend business was the rapid growth of modern distributing forces in the years following Confederation, that replaced the 2,278 miles of wide gauge, light railed, ill equipped railway system, with 35,582 miles of narrow gauge, heavy metaled lines with an equipment equal to the best; that replaced the wooden schooner with the mammoth steel freighter; that replaced the dream in the mind of an inventor, with a spreading network

of wires that served nearly 700,000 telephones; that replaced the old dilatory, expensive postage system with a two cent rate covering the major part of the known world; that supplied a parcel post system and a rural delivery system that brings something of a metropolitan character to even the rural sections. This with the development of specialized machinery has been the backbone of Canada's industrial development. That has given her not only a Dominion-wide trading activity, but that has enabled her to reach out for other and larger markets that has meant a development from a total of \$45,543,117 of foreign trade to a total of \$1,151,375,768, a development of which no country need feel ashamed.

Some Old-time Activities

Many great interests and activities that still form an integral part of Canada's resources, are interesting also, because of their changing character. The lumbering industry is still one of Canada's greatest assets, but who nowadays would think of huge quantities of oak timber in the vicinity of Sarnia. Yet Sarnia was once a centre for this great activity. The logs were hauled to Hamilton, on the "Great Western," and from there were rafted down the river to Quebec, then the centre of the lumbering trade.

Even the oil trade that at the time of Confederation had some years to its credit was no better circumstanced. The oil district was only tapped at a distance by the Great Western. The oil from the Petrolea fields had to be carted over rough plank roads through the woods, a long and tedious trip.

Such were the gloomy conditions in the best developed parts of Canada, only

SOME POINTED CONTRASTS OF FIFTY YEARS

In articles appearing in this issue there have been many references to the changes that have been noted in Canada during the past half century. In general terms these changes are startling enough, but when put into cold figures these changes form a record that will surprise the veriest Canadian of us all.

In 1867 Canada consisted of four provinces embracing a narrow strip along the Lower Lakes and St. Lawrence, and a limited frontage on the Atlantic. In 1917 there are nine provinces embracing half a continent. From the Atlantic to the Pacific, and from the United States to the Pole.

In 1867 Canada had an area of 540,000 square miles and a population of 3,600,000. In 1917 her area measured 3,729,665 square miles with a population of 7,600,000.

A little later than Confederation in 1871 the wheat crop totalled 17,000,000 bushels. Last year's crop reached a grand total of 220,000,000 bushels. In 1868-70 the exportable surplus of Canadian Agricultural products was only \$13,000,000. In 1916-17 it was \$480,000,000.

Fisheries in 1870 were valued at \$6,577,391 in 1915 they produced \$31,264,631. The value of Canada's mines have grown from \$10,000,000 to \$137,000,000 in forty years.

Her manufactures which were few and of comparatively slight value to-day have yearly production value of \$1,300,000,000.

Canada's total assets at the time of Confederation were \$17,317,410; to-day they are well over \$321,832,000, with a revenue of \$172,148,000 as compared with the meagre \$13,687,928 of Confederation date.

In 1867 Canada boasted 2.278 miles of broad gauge railroad track. To-day there are 35,582 miles of modernly equipped railway trackage girdling the Dominion from coast to coast. Their earnings have increased from \$12,116,716 to \$199,843,072.

There were some 10,000 schools employing 11,000 teachers. To-day there are 26,000 schools employing 39,000 teachers while the number of pupils have increased from 644,000 to 1,327,000.

These figures are surely suggestive of the development of these past years.

a small space of half a century ago.

Though Canada is not an old country, and though even yet across the water they are prone to think of her as a col-

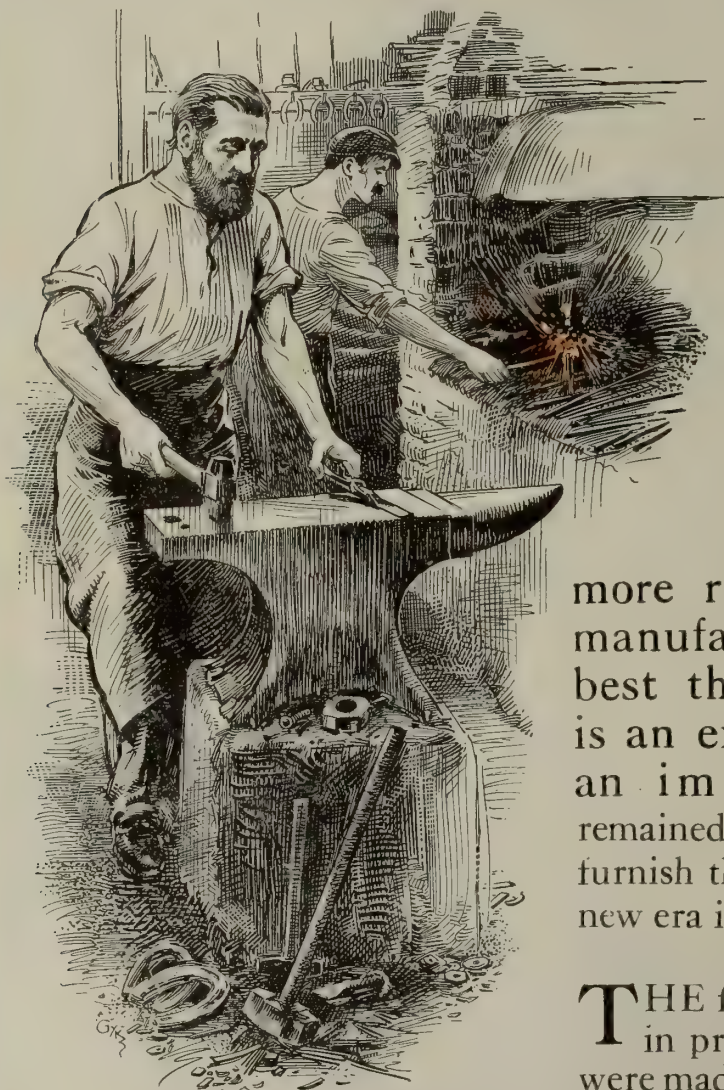
ony, the developments of the last half century are of a startling extent and character. Canada has grown up into a nation.



View in Portage Avenue, one of the main retail streets of modern Winnipeg.

Way back in 1867

RAZORS were hand-forged—by rule of thumb—varying in quality, uncertain in temper. One here and there was very good—many others every-



where were just the opposite. Naturally, and significantly, most of the Fathers of Confederation wore their whiskers.

PASSING decades brought better steels and more reliable processes of manufacture. But at its best the open blade razor is an excellent example of an imperfect idea. It remained for King C. Gillette to furnish the right idea, and start a new era in shaving.

THE first Gillette Safety Razors, in practically the present form, were made in a small Boston shop in 1904—and they made good from the very beginning. Men found in the Gillette a quick, comfortable, practical means of shaving every day at home, and the vogue of whiskers gave way to the clean-shaved modern man of action.

The Gillette Safety Razor Co. of Canada, Ltd.

Gillette Building, Montreal

If interested, tear out this page and keep with letters to be answered.

To-day in 1917

the razors of the men who lead in war and peace are made in the great allied Gillette factories in Montreal and Boston (the Gillette factory in England is working on British Government supplies). Every floor of the Gillette Building illustrated is in use, turning out razors and blades for the British Empire and the armies Overseas.

Scientific, up-to-the-minute methods, in contrast to the haphazard ways of Confederation's date, maintain unvarying quality and a never-failing keenness. The Gillette combination of thin blade and curved, adjustable holder



shaves with a smooth, swift, easy freedom that is a daily delight to over Ten Million users.

The Gillette business is noticeable, not for its age and growth, but rather for its youth and growth—a growth that convincingly endorses the world's favorite shave. Fast though the Gillette idea was spreading in peace time, the great war, throwing millions of men into intimate daily contact, has multiplied its growth, and Gillette business, active now, will break all records when the boys come marching home again.

The time, thought and energy you put behind the Gillette are invested in one of the most responsive factors of modern hardware retailing. Join the Gillette Confederation of Dealers and our manufacturing staff—all working for the development of good business in Canada.



The Gillette Safety Razor Co. of Canada, Ltd.

Gillette Building, Montreal

If interested, tear out this page and keep with letters to be answered.

Business Methods in the "Old Days"

Railroads in Ontario Were Begun in 1853 and These Facilitated Trade—Long Credit, Limited Profits, Bigger Stocks—Goods Cost More—Quality Goods.

BUSINESS in Ontario in the days immediately preceding Confederation and at about the time of the union of the provinces, was conducted along lines radically different in many respects from those prevailing at the present time. It was not until 1853 that the construction of the Grand Trunk Railway was commenced in Ontario and the lack of railroad transportation was indelibly stamped on the methods of doing business and on the general scope of the merchant. Outside of the larger centres there were few, if any exclusive hardware stores. The general store was found everywhere and merchants handled such commodities as nails, axes, flour, clothing and other necessities of life. As the traveling salesman was then practically unknown, merchants did their buying by mail or drove down to the distributing centres and teamed their goods back. There was only one hardware store in Guelph, known as Mulholland's, now the Bond Hardware Company, both north and west of that the general merchant catered to all the needs of the community.

Before the days of the railway, freight lines of teams ran from Hamilton to Guelph, Hamilton to Brantford, Hamilton to Galt, Hamilton to London, and from Toronto to outside points. By 1866 the Grand Trunk had been completed to many points in Ontario, but all the territory north of Guelph was still untraversed by steel lines and the country was served only by stage coach and freighting teams.

Long Credit Days

Those were days of long credits, as merchants had very little capital to work on. Good character in those days was more essential than capital. If a man was well recommended and impressed the wholesaler as honest and well-intentioned, he could secure the goods, even if he had no capital of any account to back him up. Money was very scarce and if the wholesaler desired to sell his goods he had to trust to the honesty of his customers. Wholesalers were lucky in those days if they secured half their money in six months and the other half in a year's time. The retailer had to wait in turn for his money. It is very doubtful if any merchant in those days ever dreamed of doing business on the strictly cash basis. People had little money to spend. They were busy cutting their homes out of the forest and clearing up their land for cultivation. For the most part they lived with the frugality of the pioneer and bought on promises to pay. The dealer had to trust his customers just as the wholesaler trusted him.

Stocks Were Limited

Retail stocks were necessarily very limited. The merchant carried just what

he found he could sell. Ox chains, ox bells, and shoes for oxen were big sellers. It is only in the newer regions that these lines are handled to any extent now. Horse nails of the hand-made variety were sold, and dealers generally handled large stocks of Swedish nail

Ontario stated on one occasion that the ratio of quality goods sold in those days was much larger than it is to-day. People were poor, but they believed in getting the best when they did invest in a new article. As a result of the conditions existing in the early days, profits were naturally larger. Dealers had to wait for payment so long that they had to put more profit on what they sold.

Early Hardware Stores

The hardware store of the early 60's was quite different in appearance from the well-conducted establishment of to-



Hamilton, James St. S., 1861 and to-day.

rods. These were bought by horseshoers who in those days made their own nails. Stoves were not handled to any extent in the hardware or general stores at this time, as they were mostly sold direct by pedlars who drove into the country and canvassed for orders.

Goods Cost More

The cost of goods was considerably higher fifty to sixty years ago. The advance in manufacturing processes and in production efficiency has made it possible for the factories to-day to produce goods much cheaper than at that time despite the fact that all expenses have advanced materially since that time. One of the pioneers of the hardware trade in

day with its plate-glass front, silent salesmen, modern shelving, display racks and other equipment. Shutters were an institution in those early days. As soon as the business of the day was done up went the shutters, sealing up the windows from burglars and the curious-minded who might happen to pass. In early days the bulk of the general store goods were imported from the old countries. Gradually American goods began to come in. Canadian manufacturing was then in the earliest stages, some of the lines made in Canada at that time being cut nails, stoves, sugar kettles, and even threshing machines.

Keeping Accounts 66 Years Ago

Old Books Unearthed From Cellar of Montreal Firm Give Interesting Information of Commodities That Formed Basis of Trading During Middle of Last Century.

ITEMS of trade that interested grocers and hardware merchants about the middle of last century have been brought to light through a number of old account books that have been furnished to **HARDWARE AND METAL** by McArthur, Irwin, Limited, paint manufacturers, of Montreal and Toronto. These old account books were unearthed in the cellar of one of their buildings in Montreal. In those days the paint and glass business was evidently carried on in conjunction with the grocery business. Glass and putty and seal oil were some of the common items of trade, as shown in the accounts. Whiskey was another very important item apparently, as it appeared on almost every account in the old record books. These old account books date back as far as the year 1848. For the most part they are wonderfully well preserved to have such age to their credit. The writing for the most part is in black ink, but in a few instances they are written in lead pencil. Even those written with lead pencil are very legible.

Each day's purchases is kept on a separate page and each man's account is set down according to the order of his purchase. There is no indexing system used. Whenever the entire accounts of a certain man or firm are required it would apparently be necessary to leaf the entire account books through. These old account books have a rather musty and ancient odor and the paper covers give evidence that they may have been preserved through the evening dews and damp of dark cellars. But they are archives that give a glimpse into the dim past and the methods and commodities that formed the bulk of trade in those days. Reckoning for the most part is made in pounds, shillings, and pence. Occasionally, however, dollars and cents are the basis of reckoning. Barrel pork is usually the item that carries a price in dollars and cents. One of the accounts culled at random and which is a fair sample of the items generally found in these old account books, is given below. The price at which the commodity sold fol-

lows the item and the amount of each purchase is then set out opposite in three columns. This particular account is dated October 27, 1851. The second item on the bill, it will be observed, is for two puncheons of whiskey, which apparently sold at 2s 7d per gallon, or approximately 64c per gallon. The figures 119 and 133 following the item would

around \$2.60 per hundred pounds, the price prevailing in April, 1914. Following is one of the accounts made out on behalf of J. & T. Grange, dated October 27, 1851:—

	£	s.	d.
6 H.C. Twankey Celestial, No. 174—1/9.	35	12	3
2 puncheons whiskey, 119, 133—2/7.	34	1	1
1 puncheon molasses, 120—1/4, 1/2.	8	5	0
2 barrels sugar, 226, 248—40/.	7	15	.
50 lbs. crushed sugar—6.	1	5	.
4 boxes Valencia raisins—4.	1	17	.
40 lbs. currants—6.	1	.	.
6 boxes glasses—8/9.	2	12	6
56 lbs. putty—17/6.	.	8	9
1 barrel pale seal oil—3/6.	6	16	6
1 barrel B. S. oil, 33—2/9.	4	10	.
1 box starch, 32 lbs.—/5.	13	4	.
6 lbs. pimento—/10.	5	.	.
6 lbs. cloves—1/6.	9	.	.
15 lbs. pepper—6 1/4.	7	10	.
50 lbs. rice—19/.	9	6	.



A view of the four corners of King and Bay Sts., Toronto, 1870—on right is a Baker's Tailor Shop.

seem to indicate the number of gallons in each of the puncheons. The amount of the item was £34 1s, which is something over \$160. An item for 56 pounds of putty appears about the middle of the page, which was evidently sold on a basis of 17s. 6d. for the unit basis, the amount purchased being evidently half the usual quantity basis, apparently the cwt. of 112 lbs., as the amount of the purchase was 8s. 9d. This would make the selling price approximately 3 1/4c per pound. The selling price of putty to-day in 100-lb. drums is \$4.35, or approximately 4 1-3c per pound. There has, however, been a big advance in putty since war conditions have prevailed, as every hardwareman knows. In normal times the selling price of putty was

10 lbs. indigo—4/6.	2	5	.
4 lbs. cassia—2/.	8	.	.
2 jars mustard, 4 8—1/3.	10	.	.
20 lbs. E. salt—/3.	6	3	.
1 box tobacco, 141 lbs.—/9.	5	5	9
4 barrels herrings—20/.	4	.	.
Cartage.	5	.	.
	119	8	5

By way of comparison of the prices prevailing in that far-off time and at the present time, the price per unit is given for October, 1851, and for June, 1917:—

	October, 1851	June, 1917
Whiskey, per gallon	\$0.62	\$3.50
Molasses, per gallon	0.33	0.67
Sugar, per lb.	0.12	0.08 1/2
Valencia raisins, per lb.	0.08	0.11
Currants, per lb.	0.12	0.21
Putty, per lb.	0.03 1/4	0.04 1-3

(Continued on page 47.)



Canada's Earliest Railway Equipment.

Over a Century in Hardware Business

Establishment of One Canadian Hardware Firm Dates Back 117 Years — Many Others Established From 50 to 100 Years Ago—History of Retail Firms.

THE history of a great many Canadian hardware firms both wholesale and retail dates back long before Confederation. Many of the oldest firms are located in Eastern Canada. Information is not available to give a complete list of firms who have been in business in Canada prior to Confederation. There are sufficient details to give the reader an idea of the longevity of some of Canada's well known hardware firms.

Wm. Stairs Son & Morrow of Halifax, N.S., were established in 1800,—117 years ago. This firm is one of the oldest in Canada. F. McAvity & Sons, Ltd., St. John, N.B., were established in 1835, or 82 years ago.

Frothingham & Workman of Montreal, date back to 1809 or 108 years.

Chenic Hardware Co., Quebec, were established in 1808 or 109 years ago.

A. Chown & Co., Kingston, were established in 1845 or 22 years before Confederation.

Rogers Hardware Co., Ltd., Charlottetown, P.E.I., was established in 1857 and has therefore been doing business for 60 years.

N. Lemieux & Fils of Quebec were established in 1857 or 10 years before Confederation.

Aikenhead Hardware Co., Toronto, was established in 1832 long before Confederation. The firm has been doing business in Toronto for 85 years.

The Cuzner Hardware Co. of Ottawa is also numbered among the old-timers having been established in 1850.

T. Birkett & Son, Ottawa, were established one year before Confederation, in 1866.

Jas. Wright & Co., London, Ont., who handle mostly carriage hardware, bar iron, etc., were established in 1864.

Rice Lewis & Sons, Ltd., Toronto, can trace their business history back to 1847.

Wood Vallance & Co., Ltd., Hamilton, Ont., were established in 1849.

W. H. Thorne & Co., St. John, N.B., were established 50 years ago, in 1867.

McLennan McFeely & Co. of Vancouver, B.C., were established in 1866.

E. G. Prior & Co., Victoria, B.C., date back to 1859.

There are many retail firms in the small towns and cities in Canada whose business history extends back well over the half century mark. Many of these business builders were real pioneer trail blazers and yet little is known regarding them, outside of the community which they have served so well. A great many merchants started in the general store business, and in many cases have continued so, ever since the establishment of their business. Others became specialists as the country developed, some

as grocers, others as hardware merchants and still others as dry goods merchants. Following are a few brief sketches:

LA COMPAGNIE MARTINEAU

Business Established by J. E. Martineau
In Quebec City Fifty Years Ago

J. E. Martineau, president of the firm of La Compagnie Martineau, 135 Rue St. Joseph, Quebec, Que., started in business fifty years ago in a little store 15 by 30 feet, and had one boy as an assistant and clerk to whom he paid the sum of

\$2 weekly. To-day the building they occupy is 200 feet by 40 feet, and in addition they utilize two other buildings for heavy goods, and have in their employ twenty clerks. As an indication of the indomitable spirit of the founder of the company, J. E. Martineau, it might be stated that when he started in business he owned money to the extent of \$30, and it was necessary to borrow \$800 at seven per cent. interest in order to get his little business established. But to M. Martineau there was no such thing as fail or compromise. His aim was to



Lumbering on the Upper Ottawa. A Flourishing Industry at the Time of Confederation.

make a success of his business and he bore steadily on until he touched the goal. Recently the company issued a catalogue devoted exclusively to automobile accessories, this branch of the business having grown to important proportions. M. Martineau has been alderman of the city of Quebec for six years and has always taken a great interest in philanthropic work. For his interest in this work he has had the honor to be knighted Chevalier du St. Sepulchre. M. Martineau was born at Sillery, on September 10, 1844, and has been married twice, first to Oselie Bernier, in 1864, and latterly to Marie Lacroix, in 1900. He is the father of twenty children. Dr. Martineau, superintendent of Quarantine at Grosse Isle, is one of his sons, while two other sons, Homere and Albert, are connected with La Compagnie Martineau. In 1887, the joint stock company was organized with J. E. Martineau, the subject of this sketch, as president; Homere Martineau, vice-president; Dr. J. E. Martineau, secretary. About ten months ago, M. Martineau had the misfortune to break one of his legs and has not been taking as active an interest in the business as formerly. As M. Martineau says, "I am not young, being seventy-two years. And it takes time to regain good health at that age."

THE M. PHILBIN HARDWARE CO.

A Name Known to Montreal Hardware Customers for Fifty Years

Four stores, one a fancy goods department, but closely associated with the hardware business adjoining, are found in Montreal under the name of The M. Philbin Hardware Co., and from their appearance, no newcomer would imagine that this firm is one of the veteran hardware firms of Montreal. The name of M. Philbin has, however, been known to the hardware trade for over fifty years, and the present principal store at 362 St. Catherine St. W., is located within a street's breadth of the place where M. Philbin established his first uptown hardware store in the old Queen's Block, now occupied by Goodwin's, Ltd. It is over 35 years since the store was established. Previously, Mr. Philbin was located in the hardware business for himself on McGill St. For twenty years the sign of M. Philbin was known on the northerly side of St. Catherine St. Then the premises almost opposite were taken, and these have been occupied for about eighteen years. During that time, H. L. Philbin, son of Mr. Philbin, was establishing a hardware and fancy goods business of his own in Westmount, having gained his experience with his father. The premises there at 4169 and 4175 St. Catherine St., have for seventeen years been conducted under the name of Philbin. The fourth store is at 723 St. Catherine street W., and has been occupied under the present firm name for the past three years, H. L. Philbin having taken it over from the Union Hardware Co., who formerly occupied these premises. Two years ago the whole series of stores came under the



LOCK No. 1, NEW WELLAND CANAL.

The deep cut, a view of the Welland Canal in the early days.

control of H. L. Philbin, under the name of the M. Philbin Hardware Co. For thirty-five years, H. L. Philbin has been intimate with the scope of the entire business, both his father's and his own. The guiding principle of the Philbin house from the first has been the simplest and straightest of business, no freaks or fancy ideas. Both father and son, however, have always laid stress on good window dressing as a factor in making success. Just at present, Mr. H. L. Philbin notices a steady tendency on the part of purchasers of household hardware to ask for the cheaper substitutes for formerly popular lines, the prices of which before the war were not regarded as too high. There is also a general tendency on the part of manufacturers of hardware to meet the call for less highly finished goods in view of the high prices prevailing. In other respects, there are no outstanding changes in demand and supply, as noted by the Philbin store's experience. From the Philbin stores there have gone to the front six young men, and a seventh was on the way there in May. Mr. Philbin, founder of the

firm, is still hale and hearty, living at the family home on Elm avenue, Montreal.

THE JAMES WALKER HARDWARE CO., LIMITED

In Business in Wholesale and Retail Way
Since 1857, and at the Same Old
Stand Since 1860

Founded in 1857, under the name of James Walker and Company, on St. Paul Street West, Montreal, the James Walker Hardware Co., Limited, is to-day one of the oldest established firms in the wholesale and retail hardware business in Montreal. Originally the firm was founded by James Walker with C. C. Snowden, but in 1860 they moved from St. Paul Street, and came on to St. James Street where they have remained ever since. At that time also the name of Mr. Snowden disappears from the firm's directorate and that of James Brown is found replacing it. In 1868 the firm was still James Walker and Co., but under control of James Walker

alone. In 1873 Alexander Walker came into association with James Walker, but ten years later James Walker, Jr., was alone at the helm of business. Then came the first mention of the James Walker Hardware Co. In 1889 this was the firm name, and James Walker, Jr., was associated then with David Walker, Samuel Hudson and J. Durond. In 1899 the firm founded its incorporation bringing in certain old employees, and in 1906 the personnel included James Walker, Jr., David Walker, Ed. Douglas, F. H. Malone, and H. Holden. In this year David Walker relinquished the managership in favor of F. M. Hill who came from Buffalo, N.Y., to succeed him. In 1909 Geo. F. Irons was taken into the directorate. The year 1909 was marked in the history of the firm by the occurrence of a very severe fire, and in 1912 the premises again had a narrow escape from total destruction, being badly damaged by smoke and water when the Brown Building to the East caught fire. Still a third fire, almost as serious as that in 1909 did considerable damage to the James Walker building when the Semi-Ready building to the West was burned. The year 1907 was an important year in the modern history of the firm. In this year Mr. F. M. Hill assumed the managership, and many up-to-date business systems were installed, while since that time many new departments have been added. The first of these was the paint and glass department; second Sporting goods; third, specialties including rustless screens, weather strip, elevator doors, dumb waiters, and lockers, etc.; fourth, Tile and Marble Department; fifth, (in 1916) Automobile Accessories. When the Sporting Goods Department was installed it took the place of General Household Hardware to a great extent as this class of trade did not come below St. Catharine St. Since 1860 the firm has been continuously located on St. James St. between St. Peter and McGill Streets, close to McGill Street and Victoria Square.

L. J. A. SURVEYER & CO., LTD.

Retail Hardware firm which has been in business for fifty years in the downtown district of Montreal

CLOSE to the busiest corner in Montreal where the buildings have echoed to the passing steps of generations, there is situated the hardware store of L. J. A. Surveyer & Co., Ltd., one of the very oldest established hardware stores in Montreal. The store is at 52 St. Lawrence Boulevard—more familiarly known in the city as "St. Lawrence Main," and this store front has borne the sign of L. J. A. Surveyer for nearly thirty years. Before occupying these premises, however, the late L. J. A. Surveyer, founder of the firm was in business on Notre Dame St. just opposite the present Court House, and before that he was located on Craig Street quite near the present premises. The Craig Street premises were established in 1866 so that the firm of Surveyer has been

known to the hardware trade of Montreal for over fifty years. The founder of the firm passed away in February of the present year, aged 75 years. He was a personality well, and widely known. The firm has had from the earliest a way of keeping its customers—that principle was the late L. J. A. Surveyer's pride. It was is the Notre Dame St. establishment, where Mr. Surveyer was located for 18 years, that a big portion of the firm's reputation was up-built, but the return to Craig St. and St. Lawrence Main emphasised the fact of the long and well established nature of the business. Before the death of the founder the firm was re-organized into a Limited Liability Company the principals of which are President Arthur Surveyer; Vice-President, Edward Fabre



J. E. MARTINEAU, President,
La Cie Martineau, Quebec, Que.

Surveyer; Secretary Treasurer, L. E. Venne, who had been with the firm as accountant for over twenty-five years, Managing Director, H. R. Lavasseur. From the first the business has been a general hardware business with domestic lines, tools, and sporting goods well to the front. In paints and varnishes also the name of Surveyer has been prominent in the retail hardware trade of Montreal from earliest experience.

ECHOES OF PRE-CONFEDERATION DAYS

J. W. Walker, Hardware, of Belleville, Ont., Pioneer in Trade Along Lake Ontario's Shores—Big Business With Lumbering Camps Fifty-Five Years Ago

With character unique and marking a link with pre-Confederation days, the somewhat weather-worn sign "Walkers" over the hardware store of J. W. Walker, of Belleville, Ont., has marked the loca-

tion of that establishment for over half a century. In the days of 1862, when the present owner first began in business for himself, there were few hardware establishments between Montreal and Toronto. The banks of Lake Ontario were sparsely settled in those days; many of the industries of to-day were unknown; transportation was a big difficulty to the trader, and general facilities for the carrying on of such a trade were most discouraging.

It was fifty-five years ago, in the days of 1862, that J. W. Walker, born in Belleville seventy-one years ago, commenced in the saddlery-hardware business in the same stand occupied to-day, and in partnership with M. Gillen. At that time two other merchants, John Lewis and James Glass, were the only other such dealers in town, and both have long since ended their business careers. With growing competition other fields looked better to Mr. Walker, and seven years later he established his present general hardware business.

Active Lines in Early Trade

On commencing business, the lines which were principally in demand consisted of bench hardware, paints and oils. At that time there was also considerable lumbering done through the district, and this created a demand for saws and iron axes. Mr. Walker points with pride to the fact that he carried what was known as the best iron axe ever made, and a great favorite with the lumbermen of the north country. This axe was made by a veteran of the town named Merrill, who has since passed away.

Wide Field for Trade

In the early days the Walker hardware was called upon to supply practically all the northern trade, from the lumbering camps to the farming communities. Transportation was a difficult affair, as no railways had been constructed at that time, and customers chiefly came to Belleville in horse conveyances and by boat. Buying was done twice a year from the wholesale houses of Montreal and Toronto, and delivery was made in the spring and fall by boat in order to avoid the winter season. A big business in heavy clothing lines, boots, etc., was done by other dealers, but in hardware lines the trade to these semi-annual visitors from the outlying districts, chiefly consisted of the sale of lumbering supplies, some cooking utensils and building materials.

Quaint Bearing Draws Trade

In the business world of to-day the Walker store stands just as it did when there was little to mark the location of the present Belleville, and its somewhat quaint appearance is effective in drawing trade. One look at the store is sufficient to impress upon the passer-by that there is a history involved, and extending the range of vision to the displays of horse accoutrements and other stocks which have been diminishing much in evidence in recent years, this impression is confirmed.

Live Business on Old Principles

Though the present generation has set

new standards and makes new demands on business, it is significant that with little deviation from the business principles of Confederation days, the Walker store fills an equally commanding place in the trade of the community.

Carriage hardware has long been a staple line, and two floors above the store are devoted to it. Mr. Walker states that right down through the years since the establishment, one of the biggest and most consistent demand has been for paints and oils.

AIKENHEAD HARDWARE, LIMITED

Aikenhead Hardware, Limited, Toronto, Ont., is the oldest exclusive hardware business in the city, having been established in 1830 at the corner of King and Yonge Sts. under the name of Messrs. Ridout Bros. & Company. It was on November 7th, 1867 that the company was dissolved and was taken over by Ridout, Aikenhead & Crombie. In 1876 Mr. Ridout retired from business leaving Aikenhead & Crombie who continued until 1892 when both retired. Thomas E. Aikenhead, the present head of the firm entered the business on Sept. 1, 1872. In 1892 the business was moved to 6 Adelaide St. E., and in 1901 it was turned into a joint stock company. Five years later the business was again moved to the present location at 17 Temperance Street. The present directorate of the firm consists of Thomas E. Aikenhead, President and General Manager; S. G. Shepherd, Sec.-Treasurer Wm. Martin, A. L. Young, Rev. J. R. Aikenhead and James Aikenhead, directors.

The following interesting paragraph in connection with the dissolution of the old firm appeared in the Toronto Globe



J. W. Walker, who has conducted a hardware store in Belleville for upwards of 50 years.

on Nov. 7, 1867; "The old well-known partnership, Messrs. Ridout Bros. & Co., is in future to be conducted under a new partnership. Messrs. R. B. & Co., commenced business 35 years ago and are the oldest exclusive hardware dealers in Toronto. They occupy a high position in the esteem of the commercial community. The business will henceforth be carried on by Messrs. Jos. D. Ridout, Jas. Aikenhead (father of the present head of the firm) and Alexander T. Combie under the name of Ridout, Aikenhead and Crombie. The two last named gentlemen have been prepared by many years experience in the best mer-

cantile houses of this and the old country, for their new position and we can express no better wish for the new partnership than that it may hold the same honorable place as the old firm."

TRADE INQUIRIES

902. **Steel, etc.**—A party in Naples would buy for own account soft steel, T-steel, steel, girder steel, gas and other pipes, copper bars, aluminum, zinc, lead and tin, brass, galvanized sheets, etc.

908. **Boiler pipes, water pipes, steel pipes, etc.**—A Cagliari engineer would buy boiler-tubes, water pipes, steel pipes, galvanized pipes, cocks and valves.

914. **Belting, oils, fats and greases.**—An exporter at Turin would buy belting, belting fasteners, oils, fats and greases, lubricants.

915. **Leather.**—A boot manufacturer at Prato is seeking for names of manufacturers and exporters of leather for boot-making and brads.

916. **Chemicals, colors and varnishes.**—An agent at Turin would handle chemicals, colors, varnishes, soapmaking materials, paraffin oils, greases, boot-polishes, gums, drugs, pharmaceutical specialties, aniline dyes, etc.

917. **Metals.**—A party at Genoa would buy on his own account or represent on commission manufacturers and exporters of metals, belting backings, engineering articles.

918. **Leather, skins, tallow, etc.**—A British merchant at Genoa would represent on commission exporters of leather, skins, tallow, fats, oils, wood, pig-iron, steel and other metals.

TOO LATE TO CLASSIFY

FOR SALE

FOR SALE—1,000 LBS. GOLD LEAF (600 FT.) binder twine, at 18½¢ per lb. N. Willard & Co., Prescott, Ont.



J. W. Walker, Belleville, has been doing business in this store for fifty-five years.

Veteran Manufacturers and Distributors

Brief History of Some of the Old Established Manufacturers and Wholesalers—Many Were in Business Long Before Confederation—Records of Growth and Business Changes.

MANY of Canada's hardware manufacturers and wholesalers have been doing business for upwards of 50 years. In a few cases the establishment of the firms dates back 60-70 or even 100 years. Following are a few brief sketches of old-established Canadian firms:

THE JAMES SMART MANUFACTURING COMPANY.

The James Smart Manufacturing Company of Brockville, Ont., was organized in 1856. At that time Brockville was the end of steel in the building of the Grand Trunk westward from Montreal. The company manufactures iron goods, hardware and furnishings. The founder of the company came from Aberdeenshire, Scotland, and Ontario at that time was known as Upper Canada. Stoves were manufactured in the early days of the elevated-oven type. The plant was first established in what was then known as the rear portion of the town but was soon transferred to the present location on the river front. None of the present buildings date back beyond Confederation except a brick-lined wooden storehouse which was at one time the machine shop. This old portion is soon to be torn down to make room for an extension of the plant. However, the first buildings of the present plant were built in Confederation year and were substantial stone structures with iron roofs. In 1881 the company was reorganized under the name of the James Smart Manufacturing Company with John M. Gill as president and Robert Gill, vice-president, and James Smart managing director. A few years later Mr. Smart retired. Robert Gill died in 1886 and John M. Gill conducted it until 1912. In 1909 the wood working firm of John Biggs & Son was taken in and in 1912 it became known as the Canada Foundries & Forgings, Limited, the present owning and operating company. The record of the company is one of continual progress and development. Its products are sold in almost every civilized country. After July 3, of this year all transactions are to be made in the name of the Canada Foundries & Forgings Limited.

A. C. LESLIE & CO., LTD.

A. C. Leslie & Co., Ltd., was established in 1866, one year prior to Confederation by Alexander Christie Leslie who was born in Aberdeen, Scotland, in 1833 and learned the hardware business in St. Catharines, Ont., with J. R. Benson

& Co. He later entered the wholesale business of R. Juson and on the retirement of the firm in 1866 commenced as a broker and manufacturers' agent in Montreal. He represented large English firms including Wm. Jessop & Son, Ltd., of Sheffield, Alfred Field Co. of Birmingham, Eng., and others. Wm. S. Leslie, the eldest son was admitted a partner in the business in 1896. Later when prices of American steel products were low considerable trade was built up around connections established with a number of American manufacturers. The head of the firm died on Nov. 13, 1896, from heart trouble and the business has since been continued by his son and associates. The firm was incorporated in 1906 with a capital stock of \$250,000, and the present directorate consists of Wm. S. Leslie, President; T. H. Jordan, Vice-President, and E. H. Copland, Secretary-Treasurer.

Illustrating the anti-confederation feeling common in Nova Scotia in early days, and the prevailing idea that no agent in Canada was able to sell to importers who were buying direct in England, an interesting story is told of the meeting of the late Mr. Leslie with a business friend in, Halifax in 1867 when the former told how he had been almost turned out of the office of one of the leading hardware firms there, the fact being very strongly emphasized that they had neither desire or need of buying from firms in Canada. W. S. Leslie on his trips to the Maritime Provinces twenty years ago frequently heard people referring to "importing goods from Canada" but the expression would hardly be used to-day.

JAMES MORRISON BRASS MFG. CO., LTD.

James Morrison Brass Mfg. Company, Ltd., of Toronto, Ont., was established in 1864, three years before Confederation, and during the fifty-three years the company has been in existence, J. Morrison, Sr., has been at its head. Mr. Morrison learned his trade in Montreal where he was born seventy-five years ago. He gained additional experience first in Toronto and later in New York, where he was working during the American Civil War. Business in Toronto was commenced on the northeast corner of Bay and Temperance Sts. and since moving to Adelaide St. the business has developed until it requires a large four storey building. The main lines always carried in the business have included all lines of steam and water goods in brass and iron, steam specialties such as in factories, steam gauges, reducing pres-

sure valves, locomotive and marine brass specialties, brass good for sanitary and heating engineers, etc. When the business was founded, the chief occupation was turning out standard globe valves on foot lathes.

A. RAMSAY & SON CO.

The founder of A. Ramsay & Son Co., Montreal, was Alexander Ramsay, who was a native of Scotland. The company was formed in 1842, and has therefore been in business in Canada for 75 years. Following the founder of the company as president came Alexander Ramsay, his son, who served an apprenticeship with his father and entered into partnership in 1860. On the death of the founder of the company he became head of the firm and president when the present company was incorporated. The present head of the concern, Walter B. Ramsay, was born in Montreal and succeeded to the position of managing director and president of the company on the death of his father in 1916. The present head of the company worked up through every department of the paint manufacturing business. Since 1842 the company has been engaged in the manufacture of paints, varnishes and similar lines. The policy of fair dealing and square dealing laid down by the founder of the company has been one of the guiding principles of the business life of this concern throughout. The head office of the company is at Montreal, with branches at Toronto and Vancouver.

R. C. JAMIESON & CO., LTD.

R. C. Jamieson & Co., Montreal, was established in August, 1858, by the late R. C. Jamieson. Some years after this he formed a partnership with the late A. R. Higginson, who remained in the company for many years. Some twenty years ago, the Baylis Manufacturing Company were absorbed. This company was an old established concern, and dated back many years earlier than the present company, in fact they commenced doing business about the year 1842. This business at the time it was taken over by the R. C. Jamieson Co. was under the management of Henry Baylis, whom many of the older generation will remember.

R. C. Jamieson died in 1905, two years after the incorporation of the present company. Since then the business has been administered by his three sons, W. L., E. P. and R. H. Jamieson, one of whom, Major R. H. Jamieson, left Can-

ada as a company commander in the original 13th Battalion, and still remains on active service, being located in England. In 1908 the old established business of P. D. Dods & Co. was purchased and their plant is now operated as part of the equipment of the existing concern.

During the past few years the business has made great strides, in fact during the past ten years the turn over has increased over 200%. Branches are now established in Calgary and Vancouver while the head office and factory, are located at Montreal.

CONSUMERS' CORDAGE COMPANY

The Consumers' Cordage Company, Montreal, was organized in 1825, which makes the business existence of this concern date back forty-two years before Confederation. The company has mills at Montreal, Que., and Halifax, N.S. The company claims the proud distinction of having manufactured the rope used as tow-line on "The Accommodation," the first steamboat to be operated in Canada. The ship plied on the St. Lawrence River and an old painting is still extant showing how oxen and horses were employed in helping this steamer through St. Mary's current at Montreal. To-day the company is still in the manufacture of rope which is doing the same kind of work on the St. Lawrence but with powerful steam tugs. The company has branches at St. John and Toronto with agents at Quebec, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Vancouver. The company has been in existence for ninety years and naturally points with pride to the record of achievement in the development of the cordage industry of Canada.

BOECKH BROS. CO.

Boeckh Bros. Co., Toronto, started manufacturing brushes in Canada in 1856. It is therefore over sixty years this concern has been in business—eleven years before Confederation. The founder of the firm was Charles Boeckh. The family came to Canada in 1860. The present head of the company is Emil C. Boeckh, who entered the present business with his father in 1880. The present head of the company was born in New York City. The idea back of the endeavors of the company from the beginning was to make a better brush. With this aim in view the business has grown until it now occupies a considerable area on Adelaide Street West, Toronto, and is one of the substantial brush manufacturing concerns of the Dominion.

RICE LEWIS & CO.

The original store of the Rice Lewis & Son, Limited, stood at the northeast corner of King and Toronto streets. Its main front was on King Street and was built of red brick while the iron yard was at the rear on Toronto Street. The firm was originally that of H. S. Scott & Co., who came from Quebec and es-

tablished the business about 1844. In 1846 Rice Lewis and John J. Evans, formerly of Montreal, became partners and carried on the business under the name of Rice Lewis & Co. Mr. Lewis was born in 1822 in Nenagh, County of Tipperary, Ireland. In his early days he was engaged in the woolen business, but about 1845 he came to Canada and decided to settle in Toronto. The hardware field appealed to him as being a more profitable one than the woolen business and so he determined to buy out Scott & Co. He returned to Ireland and brought out his wife and family and in 1846 took possession of the business at the northeast corner of King and Toronto Streets. His residence was in the floors above the shop, for in those days retail merchants usually lived over their place of business.

The establishment was originally known as the "Wellington House," and the name was for many years on the upper part of the gable facing Toronto Street. The entire row of buildings from the Rice Lewis corner to the building at the northwest corner of King and Church were known from about 1840, the date of erection, as the "Wellington Buildings," which name is shown to-day in the centre of the block on Nos. 60-66.

The sign over the main door of the Rice Lewis building on King Street was a padlock. In later years a large padlock stood on the sidewalk alongside of the shop door. About 1853 Mr. Evans retired from the firm, and Mr. Charles Lewis, the eldest son of the proprietor, was taken into the partnership and the name of the firm became Rice Lewis & Son. About 1857 Charles Lewis retired and went to reside in New York. After that the late George W. Lewis was a partner along with A. B. Lee and John Leys. On 1860 the shop east of the corner store was bought and occupied as a cutlery and household goods branch and was known as the "Birmingham House." In 1888 the firm moved to their new building at the northeast corner of King and Victoria Streets and the firm became known as Rice Lewis & Son, Limited. A picture of the original corner was made for Robertson's "Landmarks of Toronto" from the engraving printed on the corner of an old invoice over a half century ago. The information on the old invoice was to the following effect:

"Toronto, July 6, 1848. Sign of the Padlock, 41 King Street, corner of Toronto Street—(Rice Lewis, John J. Evans)." Then follows the name of "Mr. Dixon," the purchaser, and "Bo't of R. Lewis & Co., General Hardware Merchants, Importers of English and American Shelf and Heavy Goods, including Steel, Tin, Lead, Zinc, Copper, Sheet and Bar Iron, Anvils, Vices, Blacksmiths' Bellows, Nails, Spades, Window Glass, Putty, etc., etc." The foregoing was in print and then followed in handwriting, "One Brass Cock 7s. 8 ft. Lead Pipe, 21 lbs., at 5d.—8s. 9d.—15c. 9d. The charges were in shillings and pence, Halifax currency, for

the decimal currency was not used in the forties. The shilling was the York shilling, or 12½ cents. The brass cock at 7s. was worth 87½c. The lead pipe which then cost 10c per pound is now quoted at 19c per pound.

FROTHINGHAM AND WORKMAN, LIMITED.

Frothingham and Workman, Limited of Montreal, Que., are one of the few firms whose establishment has extended over the century mark. The company was established 108 years ago in 1809 and some interesting relics of the company's early business are still available. One of these relics consists of part of an invoice for English hardware imported by the firm in the spring of 1815, and shows how the escape of Napoleon from the Island of Elba affected business conditions of the times. The company was incorporated in 1904 and its trade is restricted to a wholesale business. Shovels, spades, railway tools, etc., are the chief articles of manufacture, and the company has an established business connection from coast to coast.

McARTHUR, IRWIN, LIMITED.

This company had its inception in the days when the country was young and modern methods of transportation and labor-saving machinery were unknown. The greater portion of Canada was then a wilderness when the manufacture of their brand of paints was begun. The concern was originally known as McArthur-Corneille. Five years ago the company was reorganized under the name of the McArthur, Irwin & Co., at which time John Irwin, formerly sales manager of the Brandram-Henderson Company, assumed an interest in the company and became managing director. The company has always specialized in chemicals, ready mixed paints also being one of their important lines. The company proudly points to the fact that there is no better proof of the excellence of any product than the fact that it should have endured and continued to satisfy the demands of three generations of users. The headquarters of the company is located at Montreal, with a branch at Toronto.

E. B. EDDY CO.

The E. B. Eddy Co. of Hull, Quebec, was established sixty-six years ago in the year 1851 by Ezra Butler Eddy, a native of Bristol, Vermont. The beginning was made in a small way in a building now occupied by the paper mills, and the manufacture of Canadian matches was commenced in the neighborhood of unlimited water power and extensive lumbering possibilities. Mr. Eddy started his career as a match maker in a humble way personally overseeing the manufacture of his matches and acting as his own salesman. In 1854 a wooden pail shop was established, but fire in 1855 gave the whole industry a temporary setback. After rebuilding the manufacture of washboards was com-

menced, and about 1886 the first fibre ware articles made in Canada were manufactured by Eddy. In 1890 the match factory was moved and a paper mill constructed. In comparison, to-day the Eddy works cover seventy-five acres and employs between 1,600 and 2,000 hands.

The firm was incorporated in 1886 and Mr. Eddy's death followed in 1906. Since that time the business has been carried on by his confreres. Distributing centres are established at Montreal and Quebec, and branches in Ontario are located at Toronto and London, with agencies in Brockville, Hamilton, Port Arthur and Kingston.

WROUGHT IRON RANGE COMPANY.

The Wrought Iron Range Company, Limited, Toronto, had its inception in Canada some twenty-five years ago. The business was first started in St. Louis by H. H. Culver in 1864 and the Canadian connection was started some years later. The first range was made in the old Barnum Foundry at West Toronto Junction, which plant has grown to the immense plant of the Willys-Overland Company. The present officers of the company are J. C. Holtby, president, and A. W. Caldwell, secretary-treasurer and general manager. In the early days of the establishment of the business the stoves and ranges manufactured by the company were sold by men who carried them in a wagon and made delivery on the spot as soon as the sale was made. The practice was to send a division superintendent and a crew of seven men into a given territory. A carload of ranges would precede them and the men would start out every Monday morning with instructions not to return to headquarters before Saturday unless they had succeeded in selling their quota. Today the company does a large business through the retail hardware trade.

WHAT SUMMER RESORT TRADE MEANS

(Continued from page 42.)

It will be seen that this array of stock comprises a sufficiency for selection which would satisfy pretty well all the demands which could be made upon it, and the assembling of such a complete stock as is on display in the Ecclestone store has only been secured through seasons of experience in which the demands of the modern summer resorter have been studied.

Featured Lines in Regular Trade

In connection with the regular business of the Ecclestone store, altogether apart from the summer traffic, there are other lines which have been profitably featured in the town, and which maintain the standard of summer business throughout the winter months. In addition to considerable activity in the automobile agency and accessory departments, which is well maintained in the cold weather, there is a considerable demand for electric goods of the table lamp and flashlight variety. The featuring of such lines at Christmas time, with sug-

gestion in connection with their use as presents, has proved very effective. Owing to its location on the Muskoka Lakes there is a natural keen demand for marine paint, and this is specially noticeable in the early spring months when small boat owners are preparing to take to the water. This latter demand, combined with the summer resort demand for paints, constitutes a trade which enjoys an enviable run in the district, and the Ecclestone store strongly features it in season, as can be seen by the displays in the illustration of the store.

TALKING QUALITY DOUBLES PAINT SALES

(Continued from page 53.)

the paint and learn everything he could about it. He got facts from the paint manufacturers bearing on their article. And he learned to figure out what it would cost to mix a correspondingly pure grade of paint from the raw materials. He talked quality, of its high percentage of purity, of the makers guarantee that gave assurance that it was pure. He canvassed for orders and followed up prospects. He showed them how cheaper paints invariably contained cheap materials. By the end of the painting season the firm had doubled the business with the paint manufacturer and the sales manager of the latter concern felt highly repaid for the time he had spent in endeavoring to get the retail salesman to talk quality.

"Ever since that time it has been the settled policy of the concern to talk quality when a customer is anxious to buy cheap paint. People are ready to be convinced when they know they are going to get value for their money.

Essential to Know Paint Values

It is very essential that the salesmen know well the article that he is trying to sell. Fully seventy-five per cent. of people who inquire for cheap paint will buy a higher quality paint if the matter is put to them in the right light. "We never let a prospective customer lose sight of the fact that the line of paint we carry is all wool and a yard wide. And we have the facts to back up our assertion.

Watching for Prospects

One of the essentials to develop a paint trade is to get after the trade. Trade will not come to you if you sit down and wait for it. You have to go after it with a club. One paint store in Toronto circularizes prospective customers. They keep in touch with contractors and people who are about to build. They are on the look-out for business and they hear of much more that is doing in the painting line than one would imagine was being done if only a passive interest were taken in sales. "In conversation with customers in our store we often learn that buildings are under way or that it is their intention to do some painting in the spring. We always keep track of these prospects and follow them up with circulars or a personal call. In order to develop a paint business you must look for business," said the salesman.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

878. **Mattress wire.**—A Liverpool firm wish to get into touch with manufacturers of the above.

881. **Imitation leather.**—A Buenos Aires firm of manufacturers' representatives desire to be placed in communication with manufacturers of imitation leather.

882. **Motor-top covers.**—A Buenos Aires firm of manufacturers' representatives desire to be placed in communication with manufacturers of motor-top covers.

883. **Iron tubes for beds.**—A Buenos Aires firm of manufacturers' representatives desire to be placed in communication with manufacturers of iron tubes for beds.

884. **Leather.**—A Buenos Aires firm of manufacturers' representatives desire to be placed in communication with manufacturers of leather goods, sole leather, upper leather, tanned goatskins. Articles for boot and shoe manufacturers.

885. **Paper.**—A Buenos Aires firm of manufacturers' representatives desire to be placed in communication with manufacturers of printing paper, wrapping paper and wall paper.

888. **Iron.**—A Buenos Aires firm of manufacturers' representatives desire to be placed in communication with manufacturers of sanitary goods (enamelled iron).

889. **Agricultural implements.**—A Worcester firm are open to represent Canadian manufacturers of all kinds of agricultural implements.

890. **Agricultural hand tools.**—A Liverpool firm wish to get into touch with exporters of the above for after-the-war business.

892. **Graphite.**—A Cumberland firm of pencil manufacturers who buy the above in 1 to 5-ton lots wish to get into communication with Canadian exporters. A sample of the graphite required may be obtained on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

893. **Hardware and metal.**—A firm of British merchants established over one hundred years with wide experience in all markets of the world, offer their services to Canadian manufacturers of hardware and metal lines, also hardware specialties. Would be pleased to give any information which would assist Canadian manufacturers with a view to exportation of their products.

895. **Electric motors.**—A Glasgow firm who have been importing American motors, ask to be placed in touch with Canadian exporters of electric direct current motors of 1 to 4 horse-power, 250 volts; and of 5 to 20 horse-power, 500 volts; with a view to after-the-war business.

896. **Motor accessories, engineers' supplies, brushes, agricultural tools, etc.**—A Belfast firm wish to secure exclusive agencies in Ireland for the above.

897. **Woodworking machinery, saws, tools, etc., connected with the timber trade.**—Old-established firm in the timber trade in Riga, open to represent Canadian manufacturers of woodworking machinery, saws, lumbermen's tools and appliances. Good English and Russian references.

899. **Rake handles.**—A manufacturer of rake handles who has been getting squares from the United States wishes to secure Canadian supplies. The following specifications are given: 82 inches by 1½ by 1½ inches of clear stock, free from knots and other imperfections. We use these in hardwood, beech, birch, or maple, and in second growth white ash.

EVENTS IN THE TRADE

BUSINESS CHANGES

Almonte, Ont.—W. H. Stafford has been appointed liquidator of Kir-Ben, Ltd., stove manufacturers.

Laura, Sask.—A. P. Shatille, hardware, has sold out.

Victoria, B.C.—Shore Hardware Co., Ltd., is selling stock and will discontinue business.

Plato, Sask.—Wm. N. North & Co., lumber and hardware, are opening a branch at Holbeck, Sask.

North Vancouver, B.C.—C. Y. Griffin, hardware, is selling out.

Elrose, Sask.—A. E. Martin has sold hardware stock to Elrose Hardware and Harness Co.

Joliette, Que.—C. Leblanc is selling hardware stock.

FIRE LOSS

St. John's, Que.—J. C. Harbec, hardware, suffered recent fire loss.

St. John's, N.B.—Barry Supply Co., hardware, was damaged by water in a recent fire.

Winnipeg, Man.—Wood, Vallance & Co. recently suffered damage by water during a fire in an adjoining building. The stock of nails and chains in the basement was chiefly affected and was covered by insurance.

OBITUARY

Langenburg, Sask.—E. Kalass, hardware and implements, is dead.

Toronto, Ont.—J. R. Phillips, one of Toronto's most prominent foundry men, is dead as a result of burns received in an accident at the Wm. and J. G. Greey foundry.

Toronto, Ont.—Surgeon E. Z. Stirrett, R.C.N., eldest son of George Stirrett, of George Stirrett & Son, hardware, is dead.

TRADE NOTES

Montreal, Que.—H. Piquette, hardware, has been registered.

Calgary, Alta.—The Western Sporting Goods Co., Calgary, have moved their store to 106A, 8th Avenue East.

Bracebridge, Ont.—Ecclestone & Bates, hardware, was recently broken into by burglars, and a small quantity of goods stolen.

INDUSTRIAL NOTES

Montreal, Que.—Canadian Motor Car Company has been dissolved.

Toronto, Ont.—The Russell Motor Co. will build an addition to their plant.

London, Ont.—The London — Petrolia Barrel Co., will extend their plant here.

St. John, N.B.—Letters patent have been issued to H. G. Rodgers, Ltd., commission hardware merchants.

Hamilton, Ont.—The Canadian Shovel & Tool Co., will shortly commence the construction of an extension to their plant, to cost about \$35,000.

Fort William, Ont.—The salvaging of the Copp Stove Foundry is now well under way. Much of the debris has been removed and considerable material has been recovered.

Halifax, N.S.—Maritime Stove Founders recently held their quarterly meeting at the Halifax Hotel. Representatives of foundries of the Maritime Provinces were present.

Owen Sound, Ont.—Northern Belt & Wire Company are constructing an addition to their present plant. Hot galvanizing and heading will be done in the new building.

Owen Sound, Ont.—Owen Sound Wire Fence Company's action against United Steel Products Co. is being heard. Plaintiff's claim is for damages for failure to supply wire for 1915 and 1916 under contract.

Edmonton, Alta.—The Edmonton Cement Co. has been reorganized and the plant at Marlboro on the G.T.R. will be put in operation by August. The capacity of the mill will be increased to 2250 barrels of cement per day. Alexander Macdonald, of Winnipeg, is the new president and John A. MacDougall, of Edmonton, is managing director.

Port Coquitlam, B.C.—An agreement has been entered into between A. F. Bernstein and the Corporation of Pt. Coquitlam for the erection of an electrical smelting plant and a rolling mill, the latter with a capacity of 75 tons per day. The company must produce 15,000 tons of pig iron per annum. The plant is designed to treat the magnetite ores of B.C. and construction will commence shortly.

Toronto, Ont.—The Polson Iron Works, Ltd., have had plans prepared for a new boiler shop, 250 ft. by 90 ft. wide. It will be of steel and concrete construction. The equipment will be the latest type, and will include an overhead electric travelling crane. The present boiler shop will be overhauled and refitted for an extension to the machine shop and engineering department. A new gantry crane, 65 ft. wide by 50 ft. high, of 10 tons capacity, is being erected on the east side of the dock. Other extensions include a lumber storage and auxiliary store house.

INCORPORATIONS

Montreal, Que.—Paper & Hardware Products Co., Ltd., has been granted incorporation.

Toronto, Ont.—Sterling Iron & Metals, Limited, has been incorporated with a capital of \$4,000.

Ottawa, Ont.—Slater & Barton, Ltd., has been incorporated with a capital of \$1,000,000. This concern is an amalgamation of the Allith Manufacturing Co., and the Acme Stamp & Tool Co. of Hamilton, Ont.

PERSONAL

Mr. Poole, of McArthur Irwin & Co., Montreal visited Toronto during the week.

S. R. Nicholas special representative the Ashton Mfg. Co., Newark, N.J., was in Montreal this week.

C. C. Craig, manufacturers' agent, Winnipeg, is just back from an extensive trip in Western Canada.

Mr. Brown, manager A. Ramsay & Son Co., Montreal, was in Toronto during the early part of the week.

Lt.-Col. Gartshore, vice-president of McClary Mfg. Co., Ltd., London, Ont., has been on a visit to Western Canada.

James Kinsman, of North Bros. Mfg. Co., Philadelphia, was in the city during the past week visiting friends in the hardware trade.

J. P. Henry, who held an important position with the National Cash Register Co., of Dayton, Ohio, has taken over his duties as factory manager of the new plant of the Canada Cycle and Motor Co. at Weston, Ont. Mr. Henry is a native of Scotland.

J. A. Hossack, sales manager of the Lufkin Rule Co., has sent a postcard from Vladivostok to his friend, H. B. Seybold of Starke Seybold Ltd., Montreal, with simply the words "Cannot Write." It is surmised that the Russian censorship is severe. Mr. Hossack is well and widely known in trade circles.

President Mark Workman of the Dominion Steel Corporation has left Montreal for the company's properties in the East. He will be away about two weeks. During that time he will first inspect the new blast furnaces and by-product ovens being installed at Sydney. From Sydney he will cross to Wabana, Nfld., where work has been started on the improvements planned in connection with an increased output of iron ore.

Capt. T. E. Ryder has just received his promotion from the grade of Lieutenant. He has also been awarded the Military Cross, and on more than one occasion has been mentioned in despatches. Capt. Ryder is the manager of the St. John House of the Canadian Fairbanks-Morse Co., Limited, on leave of absence at the front. He was, previous to the war, an officer in the St. John Battery. When the war broke out, he immediately enlisted for active service, and was attached to the ammunition column, Heavy Battery.

VISITORS TO TORONTO

George Rice, hardwareman of Whitby, Ont., visited the city on business during the week.

J. L. Kitchen, general merchant of Schomberg, Ont., spent Friday of last week in Toronto.

W. A. Rankin, of Ottawa, was in Toronto this week, attending the Sons of Scotland Convention. With a party of friends, Mr. Rankin motored up from the capital.

Mr. Hill of J. W. Hill & Son, Taber, Alberta, hardware merchants, is on a short trip to the East and visited Toronto during the latter part of last week. Mr. Hill reports business good in the West.

F. W. Lee, general merchant of Ennis-killen, Ont., motored to Toronto during the week on a short business trip. He was accompanied by Mrs. Lee. Mr. Lee states the crops in Durham County are in good condition with the exception of lowlying spots in which copious rains have retarded development.

TO MEET AT ST. ANDREW'S, N.B.

Halifax, N.S.—The annual meeting of the Maritime Wholesale Hardware Association will be held at the Algonquin Hotel, St. Andrew's, N.B., on Wednesday, July 11. The boat sails from St. John, on Monday, Wednesday and Friday mornings at 9 a.m., and it is the intention of the majority of the members to leave St. John on Wednesday morning, and arrive at St. Andrew's in the afternoon.

ENLARGING STANLEY WORKS

The Stanley Works is putting up a seven storey factory building to be used in connection with its New Britain, Conn., plant. This building is sixty-five feet wide and two hundred and ten feet long, and will be provided with all the most modern manufacturing equipment and facilities. It will be ready for manufacturing purposes about November 1. It is alongside of, and exactly like the manufacturing building the Stanley Works erected about a year and a half ago.

DIE AND HOLDER CATALOGUE

Greenfield Tap and Die Corporation, Greenfield, Mass., have issued a catalogue illustrating their G. T. D. Acorn dies and holders. A brief story of the origin and design of the Acorn Die prefaces a handsomely illustrated booklet of the various types of dies and die holders with complete specifications and prices.

FIRE AT BRUCE MINES

Practically the whole business section of the town of Bruce Mines, Ont., was wiped out on Thursday last by a fire which is estimated to have done damage amounting to \$150,000. The flames starting in the rear of a moving picture theatre, spread first to the general store of D. B. Tees, which it destroyed completely as well as much school equipment

stored above. A. D. Jackson's general store business also suffered total loss with a \$4,000 stock of flour and a \$35,000 general stock. Other places to suffer included Victor Munro's general store; Willoughby's implement store, Pomeroy's confectionery; post office, customs office, and a number of other smaller merchants.



SHIPPING PRICE \$20 UNDER MARKET

Serious Situation in United States Iron and Steel Markets—Pig Iron More Prominent

Cleveland, Ohio, June 28.—The "Iron Trade Review" to-day says:—Active interest, not without concern, in the restoration of a more stable market in iron and steel is growing among producers and consumers. Present conditions are drifting so far from the moorings of precedent and sound business standards that the industry largely is at sea and is becoming more confused steadily. Prices of raw material are so high, and still are rising, that the speculative element for the producer in selling is not much less than that for the consumer in buying for future delivery. How this is working out in the case of pig iron can be gauged from the statement that the average shipping price to-day is \$20 or more per ton under the prevailing market, while manufacturing costs have been going up by wide margin. Under these circumstances the increasing proposals of government control of industrial operations and of prices are coming in for more attentive consideration.

Pig iron is beginning to figure more prominently in the general trade discussions of the need of more restricted price movements. This apparently has been stimulated by the appearance of large inquiries for the Government for its own war account and for that of the Allies. Meanwhile the buying pressure in excess of supplies or the unwillingness of producers to sell is sustaining the upward sweep of prices. Bessemer sales at \$60, Eastern furnace, and \$58.50 valley; basic at \$54, valley; foundry at \$55 to \$58, valley; Alabama basic at \$50, Birmingham; Virginia, No. 2X, at \$50 to \$52, furnace; Southern Ohio at \$54 to \$55, furnace; and Eastern Pennsylvania at \$50 to \$52, furnace, eloquently portray the continuing advance. The industry is looking to Washington for a lead as to the course of action demanded by the unparalleled situation. With politics manifestly disputing with the true economic factors, the right to first consideration in attempts at Federal supervision, the prospect of an equitable adjustment for all concerned, of the questions involved, is not encouraging. Off-setting this unsatisfactory outlook, however, is the fact that the ablest business talent of the industry constantly is being brought in closer and more effective co-operation with the Government. The action of the President in upholding General Goethals in the controversy over ship steel prices effects an appreciation in that quarter of the fundamental conditions now prevailing.

AVOIDING GASOLINE FIRES

Experts' Advice on Prevention of Those Mysterious Gasoline Fires Caused by Frictional Electricity

For some time past there have been reported a number of cases of fires originating during the handling of gasoline when there was apparently no means of starting a fire. No one near the gasoline smoking or carrying matches, no open lights of any kind in the vicinity, or any other apparent cause, is the usual description of the circumstances surrounding a fire in a gasoline tank, which to all appearances just simply happened.

On investigation of some of these individual cases, authorities state that the majority have been found to be due to the ignition of gasoline vapors by sparks of static electricity. When two non-conducting substances such as silk and glass, or flannel and hard rubber, are rubbed together, frictional electricity may be generated. Static electricity may also be generated by the friction between a non-conductor, such as gasoline, and a conductor, such as a metal pipe or can. Conditions favorable to the generation of frictional electricity often prevail in handling gasoline, especially when replenishing the supply in automobile tanks.

To Preserve Safety

In the interest of safety, as regards accidents from the electric ignition of gasoline, experts suggest that in drawing gasoline from a pump into a can, the metal of the can should always be in contact with the metal of the pump, so that any electricity that may be generated can pass off quickly through the pump to the ground. Wooden handles or other insulating substances on the bails of cans should be removed at once, so that when a can is hung up by the bail on the pump hook all parts of the can will be in electricity contact with the pump.

In filling the tank of a motor vehicle with gasoline from a can through a metal funnel containing a chamois-skin strainer, care should be taken to have the metal of the funnel in electrical contact with the metal of the tank, and also to have the can from which the gasoline is poured kept in electrical contact with the metal of the tank or funnel.

Friction Causes Fire

In filling the tank of a motor vehicle with gasoline from a pump with a hose having a metal nozzle, fires have been known to occur from frictional electricity generated by the passage of the gasoline through the rubber hose and collecting in dangerous intensity in the metal nozzle, from which it is discharged by means of a spark when the nozzle is brought near to any metal substance. During the process of filling in this manner, the metal nozzle should be kept in electrical contact with the car tank, or a hose with a metal lining should be used.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

This week has been one of the 'most important in many months so far as price changes are concerned. Practically all have been in an upward direction. They include advances on ready-mixed paints, wall finishes, stains, enamels, sundries, enamelware, tin and galvanized wares, copper wares, stove pipes and sheet iron goods, sheets, cut nails. Sisal rope and lath yarn, cut nails, all cotton products, including sashcord, cotton rope, cotton twine, blind cord, lamp and stove wick have been moved to higher levels. Bucksaws and crosscut saws have also been advanced. New discount on wringers provides for higher prices. Linseed oil is in weaker market with lower quotations made. Turpentine is also inclined to weakness. One of the sensational advances during the week has been the price of coal tar, in which the increase has amounted to over 100%. Business is reported very good by wholesalers, sorting business on summer lines continuing satisfactory. The ingot metal market is in a waiting mood. The United States Government has not yet announced the quantities it will need or the prices to be paid. The iron and steel situation in the United States is becoming serious. Many shipments of pig-iron are being made on old orders at prices averaging \$20 ton below prevailing market prices.

MONTREAL MARKETS

MONTREAL, June 28.—More seasonable weather has induced busier times in the direction of hose and lawn-sprinklers, also spraying appliances for plants now coming into more luxuriant growth on many of the vacant lot cultivators' plantations. The market is firm in many lines of importance in hardware. Black sheets have advanced again. Galvanized sheets are up also. Soil pipe is advanced, and makers have withdrawn prices. Sisal rope is up two cents exactly as predicted last week in **HARDWARE AND METAL**. Sash weights have advanced. Cotton rope is up. Prices are withdrawn on malleable and cast fittings. Wringers have all advanced. There have been advances in enamelled ware, tinware, and galvanized ware and more are to follow in other directions. Mixed paints have advanced, the advance also affecting shelf lines of paints, but details had not been announced at date in Montreal.

Advances In Shelf Goods And Heavies

Montreal.

SHELF GOODS AND HEAVIES.—Although expectant of further advances and perhaps many of them in all lines of shelf goods the market this week in Montreal, experiences a lull in change

list activities. Some lines have however altered.

Starretts Tools Advance

There is a ten to twenty per cent. advance notified in Starrett's tools. These are principally machinists tools, calipers, etc.

Wringers All Advanced

Wringers have all advanced this week. The new discount is 40 per cent. off instead of the former 45 per cent. off.

Stove Pipe Wire Up

Stove pipe wire No. 19 is now \$7.70 per 100 lbs., and No. 18 is quoted at \$7.20 per hundred pounds.

Sash Weights Advance

Sash weights have again registered an advance. These are now quoted at \$3.10 per hundred pounds for the solid and \$4.60 per hundred for the sectional.

Cotton Rope Up

As noted under the department referring to rope and cordage cotton fibre ropes are in firm market, the 3/16 size is quoted at 48c a pound, and 1/4 inch and larger at 46 cents a pound.

Prices Withdrawn on Fittings

Malleable and cast fittings are in for an advance. The prices on these have been withdrawn this week.

Stove Pipe is Up

Stove pipe has advanced to \$18.00 per

100 sheets for the seven inch, and elbows are at \$2.40 per dozen now.

Tarred Felt Advances

There has been an advance in tarred felt which is now quoted at \$3.05 per hundred pounds by one firm formerly quoting lower.

Soil Pipe Up

Formerly quoted at lower prices soil pipe is now quoted in Montreal at the same prices as have been prevailing in Toronto lately. This brings the discount figures to 45 per cent. for the medium and extra heavy 6 inch and under, 35 per cent. for the eight inch size, and 50 per cent. for the fittings 6 inch and under. It is believed that soil pipe must advance further as the manufactures cannot deliver fast enough to meet demand and have withdrawn prices.

Nails, Wire And Staples Advanced

Montreal.

NAILS, WIRE, ETC.—Note was made in last week's issue of the many advances in nails and wire which took place last week. Standard steel wire nails are now at \$5.50 base. Fence staples, bright are \$5.75 a keg, and galvanized a dollar higher. Wire of the four lines bright, annealed, annealed and oiled, and coppered is at \$6.50 base. Annealed hay wire is quoted as follows: No. 13, \$6.30 per 100 lbs.; No. 14 \$6.35; No. 15, \$6.45. In carload lots five cents per 100 lbs. less. United States large head roofing nails are quoted at \$8.25 per 100 lbs. Galvanized barbed wire roofing nails are quoted as follows: One inch No. 12, \$9.65, and one and a quarter inch No. 11, \$9.60 per 100 lbs. Cut nails are quoted at \$5.75 per 100 lbs. base.

Iron And Steel Advance Is Noted

Montreal.

IRON AND STEEL.—As briefly reported in panel last week, inserted as **HARDWARE AND METAL** was on the press, there have been advances in iron and steel of 15 cents on steel and 25 cents on iron base prices. The quotations are given below, all except toe-calk steel being base price. The calk steel quotation applies to all sizes. The outlook in iron and steel is still to firmness though just at present steadiness of market is characteristic.

Common bar iron, per 100 lbs.	\$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80

Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.....	5 95
Mining tool steel, per lb.....	0 17½-0 18
Black Diamond tool steel, per lb.....	0 17½-0 18
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.....	0 17½-0 18

Sheets, Black And Galvanized Advance

Montreal.

SHEETS, PLATES, ETC.—Black sheets have been advanced by one firm by two dollars per hundred pounds over the low quotations of last week which were the quotations made by the firm referred to. While there are some black sheets available at lower prices the tendency of the market which faces almost famine conditions in this line, is to conserve stocks, and higher prices are looked for on all sides. There are scarcely any Canada plates left, and double coated tissue is a rarity also. Tinned iron grows increasingly scarce, and the prospects of securing future supplies from England are all but abandoned. It is necessary first to secure a license from the government there to manufacture the goods, and afterwards a license to export, and the securing of the first by no means gives any assurance as to the granting of the second permit. Even orders placed a long time ago are despaired of, and delays are making business difficult to the point of impossibility. Galvanized sheets are advanced two cents this week, Gorbals 10¼ oz. being now \$14.50. Manufacturers in Canada are dependent on United States manufactured black sheets in their production of the galvanized product, and as U.S. black sheets grow harder to obtain this affects galvanized sheets seriously.

SHEETS, BLACK.

Montreal Range
100 lbs.

10 gauge	\$ 9 75	\$11 50
12 gauge	9 85	11 60
14 gauge	9 90	11 65
16 gauge	10 00	11 75
18-20 gauge	10 05	11 80
20-22 gauge	10 10	11 85
26 gauge	10 15	11 90
28 gauge	10 25	12 00

Enamelled Ware Has Registered Advances

Montreal.

ENAMELLED WARE.—Advances have taken place in enamelled ware, tinware, and galvanized ware. The scale of advances shows a range of from fifteen to twenty per cent. upwards on tinware and enamelled ware of all kinds, while galvanized ware is advanced ten per cent. These advances were coming in these lines was predicted in **HARDWARE AND METAL** during the past few weeks. The greatly increased cost of production due to shortages of sheet metal, coal, and the necessary chemicals etc. has made the advances inevitable. New discounts as shown in a panel elsewhere.

Gasoline And Coal Oil Steady

Montreal.

GASOLINE AND COAL OIL.—The market for coal oil and gasoline has not altered this week, conditions as to demand, supply, and prices being the same as have prevailed for some little time now. Gasoline is quoted at 32½ cents per Imperial gallon, and coal oil Royalite is quoted at 17 cents per Imp. gallon, and Palacine at 20 cents. Demand for coal oil is rather lighter due to the season. The outlook is for steadiness at present.

Sisal Fibre Rope Advances Two Cents

Montreal.

CORDAGE.—As predicted in **HARDWARE AND METAL** some time ago and more definitely recently, sisal rope has advanced by two cents. The market for both hemp and sisal has been in a very firm and strengthening state for some time, and this condition is absolutely unchanged, but rather intensified at present. There is also a distinct firmness and strength in all classes of jute goods due to shortage of ships, and condition of transportation by sea, marine risks being much higher. This will affect packing materials made of jute fibre. Lath yarn is also higher this week in line with the general state of market for cordage, and the firmness in cotton fibre goods is maintained.

Lead Products Are In Steady Market

Montreal.

LEAD PRODUCTS.—In the lead and zinc products this week there have been no alterations in price. The tone of the lead market does not warrant further advances, and spelter is also dull, although the cost of production of the manufactured goods in lead and zinc is much above the ordinary before the war standards. Prices remain steady at the recent advances, and the prospects of any decline are quite inconsiderable even if the market for the metals concerned were to ease off a good deal. There is moderate demand for zinc sheets, and fair demand for the various lead products pipe, sheets, and solders etc.

Lead pipe, lb.	\$ 0 19	....
Lead waste pipe, lb.	0 20	....
Lead traps and bends	Plus 20%	....
Lead wool, lb.	0 19	....
Lead sheets, 3½ sq. ft.	0 19	....
Cut sheets, ¼c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 45	
Solder, strictly, lb.	0 38	0 43
Solder, commercial, lb.	0 35	0 40
Solder, wiring, lb.	0 32	0 40
Solder, wire, lb.		0 44
Zinc sheets, per lb.	0 23	0 26

Old Metals In Less Assured Market

Montreal.

OLD MATERIALS.—There has been during the past week a feeling of uncertainty as regards the old metals. This

is due to the tone of the principal ingot metals at present, and to the high prices which have been prevailing for so long. Some minor changes in quotations have taken place, however. Tea lead which has remained at 7½ for some time is a little stronger, and goes to 8 cents. There has been a demand for tea lead recently. Scrap zinc is weaker, and comes down to 8½ cents instead of 9c. Old cast iron is reduced in value to \$24.00 per gross ton. Old rubbers, auto tires, etc., remain as quoted last week.

Tea lead	\$ 0 08	....
Heavy lead pipe	0 10½	....
Yellow brass	0 15½	0 16
Red brass	0 22½	....
Light brass	0 11½	....
Scrap zinc	0 08½	....
Heavy copper	0 27½	....
Old cast iron, per gross ton...	24 00	....
Stove plate, per ton	18 00	....
Old rubbers, boots and shoes..	0 08½	....
Overshoes, lumbermen's rubbers		
boots	0 06½	....
Bicycle tires	0 03½	....
Auto tires	0 06	....

Ingot Metal Market Waits On Events

Montreal.

INGOT METALS.—In general the tone of the market for ingot metals was this week a little easier, but most uneventful conditions are prevailing at present.

Tin in the Dark

TIN.—There is uncertainty about tin. No cables are coming except at irregular intervals from Britain, and the delays make estimation of the situation difficult. From 64 to 66 cents for large orders, and from 68 to 70c for smaller business are the quotations, and the tone is stronger as regards local market for tin on the scale interesting hardware business.

Copper Also Uncertain

COPPER.—While the United States government order expected for this metal is still to be placed, there is uncertainty as to copper. Demand is quiet, and from 36 to 37 cents is quoted for large business locally. From 38c to possibly higher figures would be charged for small lots.

Lead Affected by U.S. Deal

LEAD.—The United States Government has placed an order for 8,000 tons of lead for August delivery at 8 cents a pound. This is about 50 per cent. under the market, and the effect is felt in a weakening tendency. Demand commercially is quiet. From 15 to 16 cents are the quotations; smaller orders would meet quotations of from 16 to 17 cents.

Spelter Very Dull

SPELTER.—Stagnation besets the spelter market. There is very small demand; the market is practically dead. From 13 to 14 cents are the quotations given, but even lower prices might be quoted in response to "definite enquiry."

Antimony Lower

ANTIMONY.—Antimony also in very dull market, is quoted at 27 to 28 cents per pound.

Aluminum Easier

ALUMINUM.—There is little request for aluminum, but some signs of activ-

ity are here and there noted in requests for small lots. From 70 to 72 cents are the quotations given.

plates for shipbuilding and also to the comparative scarcity of the commodity for use in activities other than war purposes. F.o.b. price at factory Montreal is \$5.70. Steel wire nails held steady in price at the advance recorded last week, being quoted at \$5.45 per hundred pounds base. Demand for nails is reported to be normal for this season of the year.

TORONTO MARKETS

TORONTO, June 28.—Again prices are in the upward direction and embrace such important lines as all enamelware, tinware, galvanized wares, paints and sundries, wringers, cotton goods, including twine, cotton rope, sashcord, blindcord, lamp wick, stove wick and cotton clothes lines. Sisal rope has also been increased in price. Bucksaws and crosscut saws have been moved upward. Cut nails follow to higher levels the lead taken by wire nails as recorded last week. Business has been good during the week. Speculation is indulged in to some extent as to how conscription will affect the hardware trade. The opinion is prevalent that it will reduce present working staffs greatly and so interfere with the handling of business.

Sash Weights Again Move Higher

Toronto.
SASH WEIGHTS.—An advance of 20c to 30c per hundred pounds was made effective in the price of sash weights during the week. Solid weights are now quoted at \$2.85 as compared with the former price of \$2.55, while sectional weights are quoted at \$4.45, the former price being \$4.25 per hundred. Increases have been due to the firm and advancing condition in the market for all iron and steel products.

Higher Raw Cotton Sends Products Up

Toronto.
SASHCORD, TWINE, ROPE.—Due to the higher prices in the raw cotton market that have prevailed within the past few weeks all cotton products have been advanced 5c per pound. Sashcord for No. 6 size is now quoted at 53½c per pound, No. 7 at 52½c and No. 8 and up at 52c per pound. Cotton rope in ¼ inch and up is now quoted at 47c per pound, 3-16 inch at 48½c, 5-32 inch at 51½c and ½c at 54½. Cotton twine in three-ply is quoted at 55c and 4-ply at 58c. Blindcord, lamp wick and oil stove wick have all advanced approximately 10 per cent. In the raw cotton market the product is quoted at 26½c per pound.

Bucksaws And Crosscut Saws Up 10 Per Cent.

Toronto.
SAWS.—Higher prices have been made effective on bucksaws and crosscut saws of Shurley & Dietrich, Disston and Smith manufacture. On bucksaws the following prices are effective: Happy Medium, plain, \$7.90 per dozen; happy medium, lance tooth, \$8.65 dozen; Maple Leaf No. 1, \$8.65; Maple Leaf

No. 1, lance tooth, \$9.05; Prince Rupert, \$10.60 dozen; New Century, \$9.80; Watch Spring \$7.90; Samon, \$9.25 dozen. All makes of crosscut saws have also advanced approximately 10 per cent., 5-foot now selling at \$4.15, 5½-foot at \$4.80 and 6-foot at \$5.50. The lowest-priced grade is now quoted at 47c per foot. Higher prices have been due to the condition in the steel market.

Discount On Wringers Has Been Moved Up

Toronto.
WRINGERS.—Higher prices have been recorded on clothes wringers by the changing of the discount on these lines. They are now quoted at 40 per cent. off list as compared with the former discount of 45 per cent. Higher costs of raw materials and labor costs are given as the reason for the advance.

Cut Nails Advance 45c Per Hundred

Toronto.
NAILS.—An advance of 45c per hundred pounds has been made effective in the price of cut nails during the week which now makes the selling price \$5.80. Higher prices in this commodity have been due to the great demand for steel

Cut Hay Baling Wire And Hay Wire Advance

Toronto.
WIRE.—Following the advance of 25c per hundred pounds recorded last week in these columns on the price of smooth steel wire, fine steel wire, bale ties, stovepipe wire and fence staples, further advances have been recorded on cut hay baling wire and hay wire in coils. Following are the prices now prevailing on cut hay baling wires: No. 9, \$6.60; No. 10, \$6.65; No. 11, \$6.70; No. 12, \$6.85; No. 13, \$6.95; No. 13½, \$6.95; No. 14, \$7.10; No. 15, \$7.35. Hay wire in coils: No. 13, \$6.30; No. 14, \$6.35; No. 15, \$6.45.

Rat and Mouse Traps Up

All makes of rat and mouse traps have been advanced considerably in price, Victor rat traps now being quoted at \$1 per dozen and Victor mouse traps at \$2.45 per gross. Wooden round four-hole, \$1 dozen; five-hole, \$1.25 dozen.

Coal Tar Advances Over 100 Per Cent.

Toronto.
ROOFING MATERIALS.—One of the

Big Advances on Enamelware, Tinware, Galvanized Ware, Copper Wares, Etc.

The Following New Prices Went into Effect on Wednesday of This Week—These Advances Have Been Predicted by Hardware and Metal for Several Weeks Past—
New Discounts Follow:

Pearl, Imperial and Colonial, 33 1-3%.
Diamond Ware, Canada and Premier, 10%.
White Ware, 50%.
White Ware, Decorated, list, plus 25%.
Japanned Ware, list, plus 20%.
Japanned Ware, White, list, plus 30%.
Watering Pots, list, plus 20%.
Stamped Ware, Plain, 50%.
Stamped Ware, Retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, Plain, 50%.
Tinners' Trimmings, Retinned, 45%.
Tinners' Trimmings, General, list, plus 10%.
Watering Pot Roses, list, plus 20%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 10%.
Factory Milk Cans, list, plus 20%.
Railroad Cans, list.
Government Stamping Charges, all sizes, 10c each net.
Ice Cream Packer Cans, 10%.
Pieced Tinware with Copper Bottoms, list, plus 50%.
Pieced Tinware, list, plus 30%.
Woodjacketed Oil Cans, f.o.b. Toronto only, list, plus 10%.
Dairy Pails, list, plus 30%.
Sheet Iron and Steel Ware, list, plus 10%.
Acme Fry Pans, 40, 10%.
Quick Meal Fry Pans and Steel Spiders, 25%.
Mortise Ring Bevels, 20%.

Stove Shovels, list, plus 10%.
Steel Sinks, Painted, list, plus 10%.
Steel Sinks, Galvanized, list, plus 15%.
Galvanized Ware, list, plus 20%.
Heavy Galvanized Buckets, list, plus 10%.
Garbage Cans, list, plus 10%.
Wash Tubs, Light, list, plus 20%.
Wash Tubs, Heavy, list, plus 10%.
Coal Hods, Japanned, list, plus 25%.
Coal Hods, Galvanized, list, plus 40%.
Rug Pattern Stove Boards, paper lining, 40, 5%.
Rug Pattern Stove Boards, wood lining, 30, 10%.
Chimney Pipe Collars, list, plus 40%.
Stove Pipe Elbows, list, plus 15%.
Stove Pipe Elbows, Galvanized, list, plus 30%.
Light Stove Pipe Elbows, 5 and 6 in., per dozen net \$2.00.
Light Stove Pipe Elbows, 7 in., per dozen, net \$2.15.
Stove and Other Pipe, list, plus 40%.
Handy Thimbles, 50, 10%.
Oval Copper Wash Boilers, list, plus 10%.
Ontario and Royal Tea Kettles, list, plus 10%.
Ontario and Royal Tea Kettles, in 3 dozen lots, one shipment, list, plus 10%, less 10%.
Daisy Tea Kettles, list, plus 5%.
Royal Tea and Coffee Pots, list, plus 10%.
Royal Tea and Coffee Pots, in 3 dozen lots, one shipment, list, plus 10%, less 10%.
Oilers, list.

sensational advances in roofing materials took place during the week when coal tar was advanced over 100 per cent. As a result of advances by the manufacturers, dealers have been compelled to advance their prices to \$10.80 per barrel, or 27c per gallon. The former price was \$4.50 to \$5 per barrel. The reason assigned for the advance is the high cost of coal and all raw materials that enter into the manufacture. Building papers are holding in steady market with a fairly good demand. Liquid roofing cement is steady in price at 27c per gallon in barrel lots, while roofing pitch is quoted at 75c to 85c per hundredweight. Tarred felt is quoted at \$3.35 per hundred pounds and asbestos sheeting at \$9 to \$12 per hundred pounds.

Fuel Oil Advanced 1½c Per Gallon

Toronto.

GASOLINE, OILS.—The market for gasoline remained steady during the week, quotations being made on the basis of 31½c and 32c per gallon. Consumption of this commodity is heavy, high prices seemingly not affecting its use. Benzine is quoted 1c per gallon less than gasoline. Fuel oil has been increased 1½c per gallon, which now makes the selling price 12½c per gallon in barrels and 11c in tank cars. Black summer oil is up 2c per gallon to 15c while black winter oil is quoted at 15½c, machine oil is quoted at 23½c, an advance of ½c.

Black Sheets Again Advanced 50c Hundred

Toronto.

SHEETS, PLATES.—Black sheets were again advanced 50c per hundred on certain of the heavier gauges. Boiler plates on ¼-inch thickness have been increased \$1 per hundred to \$11, while 3-16-inch has been advanced a similar amount to \$11.10. There is an extra heavy demand for boiler plate at the present time due to the activity in the shipbuilding industry. This coupled with the scarcity of stocks and the inability of mills to fill new orders for some months to come has developed into a very strong situation. Galvanized sheets are also in a very strong position. Prices held steady at quotations of last week, the range being from \$11 to \$12 on the base size of 10¾-oz. One concern making the lower quotations on black sheets stated they were now out of stock and would not be in the market until stocks now on the way arrived.

BLACK SHEETS—	Per 100 lbs.
10 gauge	\$ 10 50
12 gauge	9 55
14 gauge	9 45
16 gauge	9 50
18-20 gauge	9 30
22-24 gauge	9 35
26 gauge	9 40
28 gauge	9 50
29 gauge	9 60
3-16 inch plate	11 10
¼-inch boiler plate	11 00

GALVANIZED SHEETS—	Per 100 lbs.
10¾ oz.	\$11 00
U.S. 28	10 70

U.S. 26	10 40	11 40
22 and 24	10 25	11 25
18 and 20	10 10	11 10
16	9 95	10 95
14	9 85	10 85

F.o.b. Hamilton, Toronto.

Corrugated Sheets Move Upward Again

Toronto.

CORRUGATED SHEETS.—Concerns making the lower quotations on corrugated sheets as recorded last week have increased their prices and the range now is generally quite higher. On No. 28 gauge the range is now from \$8.70 to \$9.20 per 100 square feet and on No. 26 gauge from \$9.60 to \$10.10. The majority of concerns are out of the market so far as stated quotations on the heavier gauges are concerned, but one concern still has some in stock which they are quoting at the following prices: No. 24, \$14.40; No. 22, \$17.40; No. 20, \$20.40; No. 18, \$26.40. Demand is not heavy on these latter gauges.

	Galvanized Per 100 Sq. Feet	Painted Per 100 Sq. Feet
No. 28 gauge	\$8.70-\$9.20	\$ 7 20
No. 26 gauge	9.60-10.00	.....

Prices on gauge Nos. 24, 22, 20 and 18 given only when required by dealers.

Iron And Steel Have Advanced 25c

Toronto.

IRON AND STEEL.—Advances were made locally in both iron and steel to the extent of 25c per hundred pounds, which now makes the base on bar iron \$5.25. This advance did not come as a surprise as the situation in the primary market has pointed to such a probability. As Pittsburg quotations of \$60 per ton were put out at Pittsburg during the week. This is \$5 higher than quotations made at the same time last week. For the most part Bessemer iron was quoted at \$55 but the higher quotations give evidence of the way the market is headed. In order to conserve the supplies of iron and steel for more urgent needs there is practically no building going on either in the United States or Canada except the building of new manufacturing plants, extension of old ones and construction work at the navy and shipbuilding yards. Prices are so high and delivery dates so uncertain that any thought of building is effectually discouraged.

	Per 100 lbs.
Common bar iron	\$ 5 25
Common bar steel	5 50
Refined iron	5 65
Angle base	5 75
Horseshoe iron	5 50
Tire steel	5 70
Norway iron	9 00
Mild steel	5 50
Toe chalk steel	6 25
Sleigh shoe steel	5 50
Band steel	5 75
Spring steel	7 00
Mining tool steel	17 50
Sheet cast steel	26 00

Boiler Tubes Held In A Firm Market

Toronto.

BOILER TUBES.—There is a continued firmness in the market for boiler tubes during the week, although prices

remained unchanged at the quotations of last week. Demand for this commodity is holding up well and is quite up to normal at this time of the year. Owing to the inability to get additional stocks for the balance of this year at least the present position of boiler tubes is one of steady firmness.

1-inch	\$33 00	\$
1¼-inch	36 00	.....
1½-inch	38 00	33 00
1¾-inch	38 00	32 00
2-inch	45 00	33 00
2¼-inch	48 00	35 00
2½-inch	50 00	38 00
3-inch	58 00	45 00
3¼-inch .....	.....	51 00
3½-inch	70 00	55 00
4-inch	82 00	67 00

Marking Time In Lead And Zinc Products

Toronto.

LEAD AND ZINC PRODUCTS.—There was a steadiness in the market for lead and zinc products during the week due in large measure to the hesitancy on the part of buyers of non-ferrous metals in the United States. This condition is the result of a desire to wait and see what the Government of the United States will require and what prices are to be paid for the metals. Tin was easier in the London market during the first part of the week and the New York market was easy in consequence. The market for this commodity is characterized as an uncertain one. Locally prices remained unchanged, with demand fairly good.

Lead pipe, lb.	\$ 0 19	....
Lead waste pipe, lb.	0 20	....
Lead traps and bends	20% on list	....
Lead wool, lb.	0 17	....
Lead sheets, 3 lbs. sq. ft.	0 17½	....
Lead sheets, 3½ lbs. sq. ft.	0 17¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 17½	....
Cut sheets, ¼c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 42	....
Solder, strictly, lb.	0 41½	....
Solder, commercial, lb.	0 40	....
Solder, wiping, lb.	0 40	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	....

Old Paper Is In Very Weak Market

Toronto.

OLD MATERIALS.—The market for waste paper is one of continued weakness, with dealers not anticipating a turn upward in conditions for at least another month. Prices within the past six or seven weeks have been steadily weak, declines having been recorded from the high point of \$13 to \$16 to the present level of \$4 to \$8 per ton. This condition has resulted through the large quantities of paper that were collected in excess of other years due in large measure to the campaign carried on by the Government to conserve stocks. Mills have been unable to take care of all that has been offered and prices were accordingly driven down. Housewives conserved their waste paper this spring at the cleaning time more than ever in the past. Dealers anticipate the condition in the market will not show much improvement for at least another month or six weeks. The market for other old materials was inclined toward

weakness during the week, owing to the unsettled conditions in the United States with respect to probable prices that will be fixed by the Government for lead and copper. Consumers of old materials in consequence are holding off while fairly heavy stocks of old materials are being offered to the dealers. Prices remained steady and unchanged during the week.

Tea lead	\$ 0.08 1/4	.....
Heavy lead pipe	0.11	.....
Yellow brass	0.15 1/4	0.15 1/2
Red copper	0.22 1/2	.....
Light brass	0.10	.....
Heavy zinc	0.08 1/2	.....
Heavy copper	0.26	0.27 1/2
Old cast iron, per ton		25.00
Stove plate, per ton	16.00	17.00
Old rubber, boots and shoes	0.08 1/2	.....
Overshoes, lumbermen's rubber boots	0.08 1/2	.....
Auto tires	0.06 1/2	.....
Bicycle tires	0.03 1/2	.....

Not Booking Ahead On Enamelware Goods

Toronto.

STOVES, ENAMELWARE.—Manufacturers of cast-iron enamelware have come to the point where they are not booking ahead on these goods. They will take orders only for immediate shipment. Dealers are looking for all materials that enter into the manufacture to be still higher and do not care to enter into contracts extending into the future. Oil cooking stoves and ovens are in just as big demand as in recent weeks, the quantity obtainable being less than the number required. Manufacturers are short on materials and are out of some lines that they will be unable to replace short of eight months. Gas and electric stoves are in big demand, dealers being behind on deliveries in these articles. There has been eager inquiry for stovepipe within recent days due to a realization of the situation with respect to plate from which they are manufactured. One manufacturer turned down an order for 10,000 lengths of pipe, fearing that by so doing their regular customers might have to go short. Canada plate from which pipe is made, is scarce and will be scarcer in all probability.

Sisal Rope And Lath Yarn Advance 2c

Toronto.

CORDAGE, TWINE.—As intimated in these columns last week an advance in sisal rope has been recorded. The increase amounts to 2c per pound. The advance follows on the heels of higher prices announced by the Regulating Commission of Yucatan on the sisal fibre. The base price on this class of rope is now 26 1/2c per pound. Single and double lath yarn have been advanced a similar amount, which makes the selling price of the former 26 1/2c per pound and the latter 27c. Other rope prices remained unchanged. Binder twine was also in steady market at the advances recorded last week. Rope is in fair demand, with small twines also moving in normal way for this season of year. Best Manila rope is quoted on a basis

of 37c per pound, with British Manila and New Zealand at 31 cents.

Metal Markets In Waiting Mood

Toronto.

PIG IRON.—Prices locally are still withdrawn. Reports from the United States indicate that the average shipping price to-day is \$20 per ton below the prevailing market. Not a little concern is becoming apparent in the United States over the iron and steel situation. Prices of raw materials are still rising. The proposals for Government control are still coming in for attentive consideration.

LEAD.—The Trust price in New York at time of writing still held at 11c, with outside interests quoting higher. The American Government has agreed to purchase 8,000 tons between now and Aug. 1 at 8c lb. Local prices range from 15c-15 1/2c lb.

COPPER.—Contradictory reports are heard regarding the action of the U. S. Government in purchasing copper. One report is to the effect that the Government will pay 25c lb., but in other quar-

ters this is not thought probable. There is no change in the general situation, and the market is in a waiting mood. Local prices remain at 37 1/2c-38c lb.

SPELTER.—The U. S. Government has purchased over 23 million pounds of a high-grade spelter at 13 1/2c lb. in car lots. Other grades are offered in New York at 9c-9 1/2c lb. Locally the price remains at 11 1/2c to 12 1/2c lb.

TIN.—No change is noted locally in tin prices and quotations remain at 63c-65c lb.

ANTIMONY.—No change is noted locally, and price remains at 25c.

ALUMINUM.—The market is unchanged locally at 68c lb.

Enamelware Makes Heavy Advances

Toronto.

ENAMELWARE.—Heavy advances have been recorded in enamelware, stamped ware, pieced ware, boilers, kettles, etc. These advances have taken place following predictions made in these columns for some week past. New prices will be found in panel form elsewhere in this issue.

LONDON MARKETS

LONDON, June 27.—Business in London and district was good in a changing market during the week. Summer lines are in good demand and many of the best selling lines are scarce. Prices are very firm, several lines show further advance while declines are few. Automobile tires and accessories are having a good sale in the hardware stores of the district:—

Wire Products Again Advance

London.

OILED AND ANNEALED WIRE.—Last week's advance on oiled and annealed wire has continued with still higher quotations for the week. Base price is \$6.50 per 100 lbs. with net prices as follows: No. 10, \$6.66; No. 11, \$6.72; No. 12, \$6.80.

Nails Steady.

Wire nails are steady at last week's advance of 25c per keg showing prices at \$5.45 per keg base and cut nails at \$5.30 per keg base.

Scales

Even balance scales are quoted at a discount of 10 per cent. from standard list.

Buck Saws And Blades Are Higher

London.

BUCK SAWS.—New and higher prices on buck saws have been reached during the week at the following quotations: Happy Medium \$7.90 per doz.; No. 1 Maple Leaf \$8.65 per doz.; New Century \$9.80 per doz.; Tricolor \$10.15 per doz.; Prince Rupert \$10.60 per doz.

Buck Saw Blades Up

Higher prices have also spread to buck saw blades and new prices quote Happy Medium at \$4.45 per doz.; Prince Rupert at \$6.50 per doz.

Cross-Cut Saws And Handles Up

London.

CROSS CUT SAWS.—Advanced prices on saws are more or less general and higher quotations during the week show S. and D. Maple Leaf cross cut saws at following prices: Improved Racer, No. 0 Racer, No. 0 Narrow Racer, No. 1 Lance and Premier at \$4.15 each in 5 ft., \$4.80 in 5 1/2 feet and \$5.50 each in 6 feet sizes. One man saws are quoted as follows: Racer; 4 ft. \$3.85 each, 4 1/2 feet \$4.35. No. 1 Lance, 4 ft. at \$3.70 each, 4 1/2 feet \$4.15 each.

Cross Cut Saw Handles Up

Simultaneously with the advance in cross cut saw prices comes an advance in cross cut saw handles at the following quotations: No. 3 \$4.10 per doz.; No. 4, \$3.75, No. 6 \$3.75, No. 5 \$5.60 per doz. Lion One Man, \$4.10 per doz.

Bar Iron And Steel Go Higher

London.

BAR IRON AND STEEL.—Still higher prices are being asked for bar iron and steel, and advanced prices are as follows: Iron \$5.00 base; Steel \$5.25 base.

Fence Staples Steady

Prices on fence staples are steady at last week's advance. Bright staples bring \$5.75 per keg and 25 lb. boxes

\$6.00 per 100 lbs. Galvanized staples are \$6.75 per keg and in 25 lb. boxes are \$7.00 per 100 lbs. Fence hooks are \$6.75 per keg and in 25 lb. boxes are \$7.00 per 100 lbs.

Turps Down; White Lead; Linseed Oil

London.

TURPENTINE.—Last week's reduced prices on Turpentine continued during the week and prices are 66c. per Imp. gal. in 1 bbl. lots; 65c per gal. in 2 to 4 bbl. lots, and 73c per gal. in 5 gal. lots.

Linseed Oil

Linseed Oil is unchanged at last week's decline and prices have been steady at following quotations.

Raw	Boiled
1 to 2 bbls. \$1.32 per gal.	\$1.35 per gal.
3 to 5 bbls. \$1.31 per gal.	1.34 per gal.
6 to 9 bbls. 1.30 per gal.	1.33 per gal.

White Lead in Oil

No change is registered in prices on white lead in oil as indicated last week in **HARDWARE AND METAL**, and \$19.00 per 100 lbs. is being asked for pure lead in ton lots; and \$19.30 per 100 lbs. in less than ton lots. Paints have advanced as shown in paint market reports elsewhere in this issue.

Sisal Rope And Lath Yarn Advance 2c

CORDAGE, TWINE.—An advance of 2c per pound has been made effective in the price of sisal rope and lath yarn. The advance follows a recent advance in the price of sisal fibre by the regulating commission of Yucatan. Base price on sisal rope is now 26½c per pound. Single lath yarn is quoted at the same price as sisal cordage, namely, 25½c; while double lath yarn is now quoted at 27c. Other rope prices remain unchanged, best Manila being quoted at 37c per pound base, with British Manila and New Zealand hemp ropes quoted at 31c. Binder twine was in steady market at prices given in current quotations. Rope is in fair demand, with small twines also moving in normal way for this season of the year.

Clothes Wringers Up

An advance in prices on clothes wringers has been made during the week and new quotations show 40 per cent. off standard list as compared with 45 per cent. off previously.

Glass Unchanged; Wire And Netting

London.

GLASS.—There has been no change in prices on glass at the following discounts: Single diamond 50/10 per cent. off; Double diamond 50/10 off; Cut lights 50/5 off.

Screen Wire

Prices on screen wire are steady at \$3.00 per 100 sq. feet in 100 ft. rolls, and \$3.05 per 100 sq. feet in 50 ft. rolls; Bronze wire is unchanged at 14c per sq. foot.

Poultry Netting

Poultry netting prices are unchanged at 30 per cent. off list for Canadian netting.

Harvest Tools

Harvest tool prices are also unchanged at 33 1/3 per cent. off list.

Screen Doors And Windows Steady

London.

SCREEN DOORS AND WINDOWS.—Prices on screen doors and windows are firm this week at last week's higher quotations. There is a good sale for this line but stocks are still light.

Door Hinges

Screen door spring hinges are quoted at \$11.00 per gross for No. 20 hinges.

Lawn Hose

Corrugated lawn hose is quoted at 14 cents per foot in ½ inch; 19c per foot in ¾ inch, and 28c in 1 inch. These prices are less 5 per cent. in full reels.

Lawn Mowers

Taylor-Forbes lawn mowers in the Daisy, Star, Woodyott and Empress types are quoted at 33 1/3 per cent. off standard list.

Paris Green Steady; Spades And Shovels

London.

PARIS GREEN.—Prices on Paris

green were steady during the week at following quotations: In ½ lb. pkgs. 59¼c per lb.; 1 lb. pkgs., 57¼c; In 25 lb. drums 55¼c per lb.; In 50 lb. drums 55c per lb.; In 100 lb. drums 55c per lb.

Cut Nails Up 45c; Sashcord Advances 5c

London.

NAILS, SASHCORD.—Higher prices were made effective in cut nails during the week to the extent of 45c per hundred pounds, making the selling price now \$5.75. Increased prices have been due to the condition in the iron and steel market and to the heavy demand for plates for ships. Sashcord has also been advanced to the extent of 5c per pound which now makes the price on Nos. 8, 9, 10 and 12, 52c per pound; No. 7, 52½c and No. 6, 53½c per pound.

Enamelware Makes Heavy Advances

London.

ENAMELWARE.—Heavy advances have been recorded in enamelware, stamped ware, pieced ware, boilers, kettles, etc. These advances have taken place following predictions made in these columns for some weeks past. New prices will be found in panel form elsewhere in this issue.

WINNIPEG MARKETS

WINNIPEG, June 28.—Much-needed rains have fallen throughout the Prairie Provinces during the past couple of weeks, and it was almost possible to hear the sigh of relief from everyone over the passing of conditions which were commencing to be a menace. Merchants are again satisfied to order the goods they need—the period of uncertainty, though not over, is held over to a later date. The weather generally, however, during the past ten days has been splendid for wheat, and although some light frosts were reported, no irreparable damage is evident as yet.

Business is splendid, although the cool weather has curtailed the sale of some seasonable lines slightly, but this will be overcome with the arrival of a few days of real summer. Jobbers are preparing for fall trade, and reports indicate there will be a great rush of business. Another month, even less, and orders for threshers' supplies will be going forward, and merchants generally will watch the development of the fields carefully during the next few weeks to determine just what their prospects for wintering in California may be.

Featured during the week's market activities are galvanized and black sheets, tin and terne plate, Canada plate and sisal rope, which all advance in price, although an easier tone is reflected in linseed oil, in which a decided drop has been reported.

The effect of the U. S. entry into the war and their demands for war materials

will further curtail shipment of goods through the regular channels of trade, and by the end of this year jobbers anticipate almost unlimited difficulty in procuring sufficient merchandise to go the rounds. One line being affected by this increased demand is galvanized sheets and galvanized products. Some buyers consider that no galvanized goods will be available after the first of next year, and if this condition really does exist, it is impossible to figure at this angle a suitable substitute.

However, it has always been possible for people to get along with fewer things than are now available, and there is no doubt but that some solution of the difficulty will be forthcoming.

Stocks are now in very good shape, and jobbers are urging retailers to take delivery of their fall orders now to avoid a probable shortage later.

Galvanized Sheets Go Higher Still

Winnipeg.

Galvanized sheets during the week have advanced another dollar per 100 lbs., and the new prices establish almost prohibitive levels. The many advances made during the past few weeks would seem to have in mind the curtailing of demand, and there is no doubt but that prices must be attaining the desired results. Prices established as a result of this latest advance are for Premier or Apollo brands:

10 $\frac{1}{2}$ oz., \$13 per 100 lbs.; 28 ga., \$12.70; 26 ga., \$12.40; 24 ga., \$12.25; 22 ga., \$12.25; 20 ga., \$12.10; 18 ga., \$12.10; 16 ga., \$11.95.

Black Sheets Up, Too

Black sheets have also undergone revision, with advances ranging from 25c to \$1 per 100 lbs. and 10-gauge remaining unchanged. The new prices based on these latest changes are given below:

10 ga., \$10.25 per 100 lbs.; 12 ga., \$10.50; 14 ga., \$10.75; 16 ga., \$11; 18 ga., \$10.30; 20 ga., \$10.30; 22 ga., \$10.35; 24 ga., \$10.35; 26 ga., \$10.40; 28 ga., \$10.50.

Big Increase In Tin And Terne Plate

Winnipeg.

It is only two weeks ago that a big advance was made in tin and terne plate, and this has been followed by another big increase of from \$2 to \$3.25 per box. Stocks are no more plentiful than they have been during the past few weeks, and prospects are by no means bright for jobbers to obtain further supplies. Present quotations are:

Tin Plate—I.C., 20x28, \$27 box; 20x33, \$32; 20x36, \$35; I.X., 20x28, \$29; 20x33, \$34.25; 20x36, \$37.60; I.X.X., 20x28, \$31.

Terne Plate—20x28, \$24.

Canada Plate Up; May Affect Pipe

Winnipeg.

The latest advance in Canada plate, as recorded during the week, of \$1.50 per box, brings prices to a level, where it will be undoubtedly necessary to advance prices on stove pipe. It is some time since any change has been made in stove pipe, but at the present price of Canada plate revisions will surely go into effect before long. Stocks are extremely low on this line, and doubt is being expressed as to whether a further supply will be available this season. The new prices issued on Canada plate carrying the above noted advance are given below: Half-polished in 6, 7 and 8-inch, \$11.50 per box; full polished in 6, 7 and 8-inch, \$12.50 per box.

Scales Advance; Rope Goes Higher

Winnipeg.

A new discount has been issued on scales, bringing prices to further high levels. Steel, iron, brass and tin enter into the construction of these goods, and it is only necessary to look at the advances being recorded weekly in these lines to understand the reason for this latest advance. The new discount now being quoted is 5 per cent. from standard list.

Sisal Rope Up

In sympathy with the advances noted in Manila rope last week, a further increase has been made in sisal rope and lathyrn of 2c per lb. base. The new quotations now in effect on these two lines are:—Sisal rope, 26 $\frac{1}{2}$ c lb. base; lathyrn, 26 $\frac{1}{2}$ c lb. base.

Russian hemp is also being quoted at the advanced figure of 35c per lb.

Big Drop In Linseed Oil; Turps Steady

Winnipeg.

Perhaps the real sensation of the week

is the big drop in price recorded in linseed oil. Thirteen cents is a big reduction and constitutes a record for a long period. Merchants generally will be glad that at least one line is being reduced in price, but how long this price may be maintained is very uncertain. Stocks are in very good condition, and appear ample for the demand. The new prices based on this big reduction are:—Raw, \$1.45 per gal., bbl. lots; boiled, \$1.48 per gal., bbl. lots.

Turpentine Unchanged

No change has been made in turpentine, prices remaining at the following figures:—85c per gal., bbl. lots; 88c per gal., $\frac{1}{2}$ -bbl. lots; 90c per gal., 5-gal. and 1-gal. lots.

Mixed Paints May Advance; White Lead

Winnipeg.

Latest advices indicate that an advance

of from 25c to 35c per gallon is impending on mixed paints, although this has not been put into effect as yet.

White Lead Steady

White lead, which has been advancing quite regularly during the past few weeks, remains steady, and no change over prices noted last week has been made. These are as follows:—Decorators' pure, ton lots, \$19.55 per 100 lbs.; decorators' pure, less, \$19.90 per 100 lbs.; decorators' special, ton lots, \$18.55 per 100 lbs.; decorators' special, less, \$18.90 per 100 lbs.

Glass Unchanged

Window glass remains stationary at figures prevailing for the past few weeks, namely:

	Single	Double
Up to 25 in.	\$ 8 75	\$12 75
26 to 40	9 75	14 75
41 to 50	12 50	16 50
51 to 60	13 00	17 25
61 to 70	14 00	18 50

Gives Heed to the Color Card

Many Paint Dealers Have Lost Much Trade Through Lack of Knowledge of Subjects Dealt With in Color Card.

EVERY year from time immemorial has the manufacturer of paint sent out broadcast to dealers, paint cards, which have been prepared at considerable expense, and which contain a wealth of scientific knowledge. The manufacturers say that the dealers are not selling as much paint as they should, and could if they made better use of the paint cards which they receive periodically. Manufacturers express confidence that sales would be greatly boosted if this small detail of business received better attention.

These paint cards, which are sent out from the head office of the paint manufacturing companies each year, embrace much valuable information to both dealer and consumer, but in many cases it has been found that despite careful preparation, the cards more often fall into the hands of children as a play-toy than into the hands of those who are designed to benefit by them. This situation has been created largely through the fact that some dealers regard the paint cards in the light of an advertising medium, and throw them about indiscriminately and with total disregard of their value. Of course, it cannot be denied that the companies preparing these cards use them for the purpose of "boosting" their particular line of paints, but when this has been sifted out, it is found that in most cases the cards convey an abundance of scientific knowledge condensed and put into a few small pages of reading matter.

Principles of Blending

As an instance of the value of the knowledge contained in these folders one may be taken which explains in detail the principle of the blend required for any durable paint, namely, white lead, zinc and linseed oil. This principle of blending is accepted by all leading paint manufacturers, but for

what reason? One of these folders describes interestingly the principle, as follows:

"It is a well-known fact that of all known white paint pigments, carbonate of lead (commonly called white lead), has the greatest body or hiding properties. Unfortunately it lacks almost every other essential that goes to make durable and efficient painting material. First, it lacks the properties of carrying the necessary amount of oil to make it a durable and weather-resisting paint material; and, second, it is not what might be termed a neutral pigment. By this is meant that it is chemically active with linseed oil, and this chemical action begins from the time the lead and oil are put together, and continues after the paint has been applied, gradually destroying the life of the oil.

"The proof of this chemical action may be observed on any painting job done with pure white lead and oil. Investigate this by rubbing your thumb over a painted surface exposed to the weather a short time, and you will see that it chalks—rubs off quite easily. These weaknesses of white lead are overcome by the addition of a correct proportion of zinc oxide. Pure oxide of zinc adds life and durability. Its whiteness, elasticity, spreading and oil-carrying capacity, when woven with white lead and linseed oil by means of powerful grinding and mixing machinery, strengthen and reinforce the natural weaknesses in white lead.

"Pure oxide of zinc is neutral in its action with linseed oil, and all other pigments, and the fact that it carries more oil than white lead makes its use essential to good painting. While it is an acknowledged fact that linseed oil is the life of paint—the binder that

(Continued on page 86.)

WEEKLY PAINT MARKETS

Mixed Paint Prices Advanced

Increases Range From 20 to 35 Cents Gallon—Advance of 15 Per Cent. on Shelf Goods — Differentials Are Revised.

PAINT AND CONTAINER PRICE CHANGES SUMMARIZED.

Differentials on containers now as follows:
 5 gal. cans, 15c gal. advance on barrel price.
 1 gal. cans, 10c gal. advance on 5-gal. price.
 1/2 gal. cans, 10c gal. advance on 1-gal. price.
 1/4 gal. cans, 5c gal. advance on 1/2-gal. price.
 1 pint cans (unchanged), 10c advance on 1/4-gal. price.
 1/2 pint cans (unchanged), 20c gal. advance on 1-pt. price.
 First grade house paints, both white and colors; outside porch and first grade marine paints, 35c gal. advance.
 Inside floor paints, second grade house paints, 20c gal. advance.
 Flat wall colors, 30c gal. advance.
 Barn, bridge and roof paint, 15c gal. advance.
 Shelf goods, such as varnish, oil stains, enamels, carriage, wagon paint, screen enamel, stove pipe enamel, etc., 15 per cent. advance.

FOR many weeks past **HARDWARE AND METAL** has pointed out that further advances in ready mixed paints were inevitable owing to the increasing costs of raw materials, labor, containers, etc. The advance has taken place, and although it is the largest single advance made since the outbreak of the war, it is not as drastic as had been anticipated in some quarters, in view of present costs of production. The advances are briefly summarized in an accompanying panel, and will be dealt with more fully later on in this article. The differentials in various sizes have also of necessity been adjusted to meet the present situation.

It is freely predicted that if present costs of raw materials and production continue to advance, or even hold at present levels, further advances will be necessary before fall. Ready-mixed paint prices have advanced about 80 per cent. since the outbreak of the war. On the other hand the cost of tin containers has advanced over 100 per cent.; linseed oil has advanced over 100 per cent.; white lead and zinc have advanced considerably over 100 per cent.; many other products listed as raw materials have advanced from 100 to 500 per cent.

A panel accompanying the article gives comparative prices on ready-mixed paints and other hardware staples in June of 1914 and prices of to-day. It will be noted that the advances on ready-mixed paints have not been nearly as great as on practically all other lines. It is quite evident, so manufacturers state, that costs of material will have to come down, or that prices of ready-mixed paints will be moved upwards to meet present costs of production. It seems almost extraordinary to hear manufacturers predicting still further advances almost before their latest advances have been announced, and yet the cost sheets produced by the manufacturers would indicate that there is justification for the predictions.

Advances From 20c to 35c Gallon on Mixed Paints

The advanced prices on ready-mixed paint lines are as follows:—

First grade house paints, both white and colors; outside porch, and first grade marine paints—35c gal. advance.

Inside floor paints; 2nd grade house paints—20c gal. advance.

Flat wall colors are advanced 30c gal.

Barn, bridge and roof paint are advanced 15c gal.

The foregoing advances are over the former 1 gallon price, and although the advance is 35c per gal. on first grade goods, it figures out under the new differential as only a 20c per gallon advance on the barrel size. On the barn, bridge and roof paint the barrel price under the new differential remains unchanged even though a 15c advance has gone into effect on the gallon size.

One prominent manufacturer states that an advance of 50c per gallon would have been more consistent than the 35c advance which has gone into effect. The manufacturer stated that the costs of raw materials which manufacturers are using to-day fully warrant higher prices than those which have just gone into effect. He stated further that if costs of raw materials and production continue to increase, higher prices will be inevitable in the fall.

The price advances which have just been made effective should not come as a surprise to the retail trade. During the past few months **HARDWARE AND METAL** has repeatedly pointed out that with increasing costs of materials and labor higher prices on paints, sundries and varnishes were inevitable. It is known that many retailers were not slow to take advantage of the information thus supplied and have purchased supplies for some time ahead. These merchants should not fail to take a reasonable profit on their paint sales, basing selling prices on new costs which will be the replace value of goods sold. Paint prices since the outbreak of war have been moderate, indeed, when compared with prices of many other staple commodities sold through the hardware trade.

SHELF GOODS ADVANCE 15 PER CENT.

A general advance of 15 per cent. has been made effective on all shelf goods such as varnish and oil stains, enamels, carriage, auto and wagon paint, screen enamel, stove pipe enamel and other specialties.

COMPARATIVE PRICES ON PAINT AND OTHER HARDWARE LINES TO-DAY AND PRIOR TO THE WAR.

	June, 1914	June 1917
Ready mixed paint, per gal., in quarts,		
in colors	\$ 2 00	\$ 3 45
Ready mixed paint, per gal., in quarts,		
white	2 00	3 60
Wire nails, per keg	2 20	5 45
White lead in oil, per 100 lbs.....	8 40	19 30
Linseed oil, per gal.	0 60	1 30
Pure Manila rope, per lb.....	0 15	0 37
Sisal rope, per lb.	0 10 1/2	0 26 1/2
Pig iron, per ton	18 00	55 00
Galvanized sheets, per 100 lbs.....	4 00	12 00
Building paper (plain)	0 35	0 66
Bar iron (base)	2 00	5 00
Paris green, per lb.	0 16 1/4	0 59
Black iron pipe, 1", per 100 feet.....	4 50	11 73

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LUXEBERRY WHITE ENAMEL—whitest white, stays white. Makes a permanent snow-white finish in either gloss or dull effects.

LIQUID GRANITE—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY WALL FINISH—produces artistic color effects on walls. Makes a soft, velvety finish in twenty-one attractive colors and shades.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

Write for Price List and Interesting Dealer's Proposition.

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(574)

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NEW DIFFERENTIALS ADOPTED

The present tin plate situation, with which readers of this paper are so familiar, along with other conditions created by the war has compelled paint manufacturers to rearrange the differentials on paint packages. For many years past it has been known that there has not been a sufficiently large allowance made for differentials on certain size packages. It is well known that it costs considerably more to make 4 1-quart cans than to make 2 ½-gal. cans. And yet, for several years past manufacturers have received only 5c per gallon more for 4-quart cans than for 2 ½-gallon cans. When the cost of tin plate was low as in the pre-war days the difference was not quite so noticeable. To-day, however, tin-plate has risen to record heights. The cost of labor is greater and the help available, even though better paid, is not as efficient as the help available at lower wages prior to the war. There is also the cost of filling and sealing, four cans in one case and two in the other. For a gallon of paint put up in quarts, four labels are required. Only two are required for the same quantity in ½-gal. cans.

The same applies in the case of half-gallon and gallon cans. There has in the past been a differential of only 5c per gallon between the price per gallon in one-gallon cans and in half-gallon cans. To manufacture a half-gallon can, the cost is almost as great as a one-gallon can. The only difference is, in the quantity of tin-plate used. The handles and bales on the half-gallon cans are almost the same in size as those used on the one-gallon can. To put up a gallon of paint in half-gallon cans means two fillings, two handles, four bales, two labels, two sealings, etc. It can be easily seen that the cost of putting up paint in half-gallon cans is much greater than the cost of putting up the same quantity in one-gal. cans. Heretofore the differential between paint in half-gals. and gals. has been only 5c per gallon.

The differential between pints and half-pints remains unchanged owing to the fact that slightly over a year ago a differential of 20c was adopted, as against a former differential of 10c. There has always been a wider differential between pints and quarts, and on these sizes no change has been made—the differential remains at 10c gal advance over quarts. On half-pints the differential remains at 20c per gallon advance over pints. There has in the past been a differential of only 5c per gallon between the price for paint in barrels and in 5-gallon cans, whereas it is claimed there has actually been a difference in cost to the manufacturer of about 15c gallon.

The new differentials follow:

- 5 gals.—15c gal. advance on barrel price.
- 1 gal.—10c gal. advance on 5-gal. price.
- ½ gal.—10c gal. advance on 1-gal. price.
- ¼ gal.—5c gal. advance on ½-gal. price.
- 1 pint—10c gal. advance on ½-gal. price.
- ½ pints—20c gal. advance on 1 pint price.

The last two sizes (pints and half-pints) are, as previously stated, unchanged from the former differentials.

A rearrangement of prices to conform

with the new differentials will be necessary on all products in which packages of the sizes named are used. The new differentials are made absolutely necessary, it is said, by the increased cost of cans and production, regardless of the cost of contents of the various sized packages.

Under the new differentials, large users of paint will be encouraged to secure their requirements in the larger packages. Owing to the tin-plate situation, it is said that there is a possibility of the 5-gal. size container being supplied in wood in place of tin, with wood casing as at present.

MONTREAL

MONTREAL, June 28.—While the principal lines in the paint industry remain this week steady at the very firm range of quotations prevailing, the feature of the market is the advance in mixed paints. This advance has long been foretold by **HARDWARE AND METAL**. Cost of materials for making paint has been out of proportion to the prices of the ready mixed product for a long time. Prices of linseed oil, and the metals have advanced greatly since the last advance in mixed paints, and the present advance of 35c is considered fully justifiable. There are no changes in white lead in oil, or putty this week but their market is firm.

Mixed Paints Have Advanced 35 Cents

Montreal.

MIXED PAINTS.—As pointed out in several recent reports in **HARDWARE AND METAL** the steady advance of raw materials for mixed paints could not fail to affect the market for the manufactured product sooner or later. There has been this week an advance in mixed paint including the principal lines of shelf goods in the paint department of the hardware business. There will also be changes of differential between the various sized cans. That such alterations were likely to take place has been indicated also in **HARDWARE AND METAL** in several reports recently drawing attention to the cost of tin-plate and its effect on articles manufactured of tin. The new prices and changes in differential are fully dealt with in an article immediately preceding this report.

Passing Easiness In Linseed Oil

Montreal.

LINSEED OIL.—There has been a passing phase of easier market tone in linseed oil recently, believed by those in closest touch with primary market supplies to be transient, but affecting the market slightly. Flax-seed declined to \$2.76-\$2.78 during the present week, and continued in weak market. The tone

was due to the weakness in the wheat market rather than to any actual factor affecting flax. Good supplies were reported coming into Winnipeg, but supplies for Eastern crushers were not nearly so satisfactory according to reports. Seed was only trickling in, and not in any large quantities by water which might have helped the railway situation out. The undertone of the market is strong in spite of apparent easier phases, and though news from the North West suggests a larger acreage of flax sown for the coming harvest, this news is rewarded as coming too early to form a basis for definite optimism as to crop outlook. Quotations for linseed oil remained unchanged for the most part in Montreal, one firm quoting \$1.32 for raw in 1 barrel lots, and \$1.35 for boiled which is higher than was heard last week. About \$1.30 for raw, and \$1.33 for boiled represents the average price to retailer for one barrel lots, but lower prices were obtainable. Demand was less pronounced as far as call for large quantities is concerned, but steady business in general was reported.

		Per Imperial Gallon		
Linseed Oil—		Raw	Boiled	
1-4 bbls.	..	\$1.20-\$1.24-\$1.30	\$1.22½	\$1.26½-\$1.33
5-9 bbls.	..	1.19- 1.23- 1.29	1.21½-	1.25½- 1.32

Turpentine Tone Slightly Easier

Montreal.

TURPENTINE.—There was an easier tone generally over the turpentine market, but quotations to the retail trade remained at the lower figures of the range quoted last week. In the case of a firm supplying oils only turpentine was, however, quoted lower than the lowest figures given last week. This firm quoted for 1-4 bbls. per Imperial gallons 63 cents, and for 5-9 bbls. 61 cents. From 68 cents to 69 cents was a general average quotation for small lots of turpentine. The market was ordinarily active, demand normal, and the outlook appeared to be for steadiness.

		Per Imp. Gallon		
Turpentine—				
1-4 barrels	.....	\$0.63-	\$0.65-	\$0.68-\$0.69
5-9 barrels	.....	0.61-	0.64-	0.67- 0.68

White Lead In Oil Continues Very Firm

Montreal.

WHITE LEAD IN OIL.—The market for this product is still exceedingly firm, and this strength has had its effect on the mixed paint markets as was inevitable. The firmness of tone continues unabated, any slight easiness as to linseed oil not affecting the situation while the metal is still so firm. Dry white lead has kept advancing recently, and so far there are no signs of any sudden reductions in prices though in certain quarters white lead in oil is obtainable still at prices rather under the general market in cases where special advantages of supply have existed.

General quotations for 1 ton lots are now \$18.80 per 100 pounds, and for less than one ton lots \$19.10 per 100 pounds.

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70% Pure White Lead
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Putty Steady And In Firm Market

Montreal.

PUTTY.—There was no alteration in the general condition of the market for putty this week, firmness being the characteristic. Difficulty of obtaining whitening is not much improved, and though linseed oil is temporarily easier in tone this does not much affect the market for putty. Cost of containers for putty supplied in irons is always an increasingly serious factor at present. Demand is steady and average for the season. Standard putty bulk in barrels is quoted at \$3.60 per 100 pounds for less than 1 ton lots, and for 100-pound drums the price is \$4.05 per 100 pounds.

TORONTO

TORONTO, June 28.—The item of greatest interest during the week has been the advance in the price of mixed paints. Linseed oil was in weaker tone and lower prices were recorded in some quarters. Turpentine was also inclined to weakness, as some concerns intimated that quotations lower than the high levels would in all probability be made effective next week. White lead and putty held in steady market, and glass remained unchanged. Business in ready-mixed paints is reported very good for sorting orders.

Linseed Oil Sags To Lower Levels

Toronto.

LINSEED OIL.—A decline of 7c per gallon in linseed oil from the low levels of last week was recorded, which now makes the range from \$1.20 to \$1.32 per gallon. At least two concerns were quoting at the low figure, while another dealer was at \$1.25 for raw oil in single-barrel lots; but the wholesale jobbers for the most part were still quoting at \$1.32 per gallon. Intimation was made that lower prices could be expected from the higher quotations by next week. Flaxseed in the Winnipeg market showed an easier tendency during the week, although a somewhat erratic condition existed. On Wednesday of last week the cash flaxseed closed at \$2.78 per bushel, and on Wednesday of the present week it was down to \$2.72½. During the week, however, it reached \$2.87½, which was high point for the period. Demand has been fairly good for this commodity. Seed has been coming forward from the West in sufficient quantities. Much depends on the weather conditions in the West during the next few weeks as to the movement of price. With good weather conditions prices might go even lower. Oil cake has been going into consumption quite readily, and prices have held steadily firm. Following is the range of quotations:

	Raw, Per gal.	Boiled, Per gal.
1 to 2 bbls.	\$1.20-\$1.32	\$1.22½-\$1.35
3 to 5 bbls.	1.20-1.31	1.22½-1.34
6 to 9 bbls.	1.19-1.30	1.21*-1.33

Turpentine Prices Show Weaker Tone

Toronto.

TURPENTINE.—There was a weaker undertone to turpentine prices during the week, as some concerns quoting at the higher levels intimated that prices might be reduced next week. Prices remained unchanged from the quotations given last week, the range being from 62½c to 66c per gallon in single barrels. In the Southern United States prices held fairly steady during the week, with interest being manifested by dealers. This is taken to indicate that dealers in the United States are of the opinion that the market has reached about its low level, and that it is a good time for them to get in their stocks. The current demand for turpentine is small and export demand is still negligible. Following is the range of quotations:

	Per Imp. Gal.
1 barrel lots	\$0.62½-\$0.66
2 to 4 barrels	0.61 - 0.65
5-gallon lots	0.80½-0.74

Mixed Paint Prices Advance 35c Gallon

Toronto.

MIXED PAINTS.—The firm situation in mixed paints that has been referred to in these columns for a number of weeks past has worked out toward higher prices. The basis of quoting paints has been changed in our current market quotations from gallon in quarts to gallon tins, and in referring to the new schedule of prices this should be borne in mind. Quotations are now made on the basis of gallon tins. A special article dealing with the situation in detail and the advances, together with the new differentials, appears in the paint market section immediately preceding.

White Lead In Oil Quotations Unchanged

Toronto.

WHITE LEAD IN OIL.—The market for white lead in oil held steady during the week, prices remaining unchanged at the recent advances. In ton lots, pure white lead in oil is quoted at \$19 per 100 pounds, and in less than tons at \$19.30. There is a waiting market in pig lead in the United States, due to the fact that buyers are holding off to see what the requirements of the United States Government will be, and also what price will be named by the Government. There was no disposition to quote lower prices on the pig lead during the week, but there was little interest in buying.

Glass And Putty Prices Hold Steady

Toronto.

GLASS AND PUTTY.—The market for these commodities held steady during the week. Intimations were made in certain quarters recently that the price of putty was likely to advance, but such has not yet taken place. The opinion is expressed in some quarters that with a lower market in linseed oil and whitening in the market in fairly good quantities there does not seem to be sufficient rea-

son to expect higher prices immediately. Whiting, as a matter of fact, declined ½c per pound with some jobbers during the week. Glass was quoted at 50 and 10 per cent. off list, with the demand somewhat limited.



GIVE HEED TO THE COLOR CARD

Continued from p. 81

grips the wood and holds the pigment on, it is also true that linseed oil must be correctly balanced with proper proportions of white lead and zinc. An excess proportion of either oil or pigment will decrease the durability of the paint.

"These two pigments—lead and zinc—when incorporated with pure linseed oil produce a paint that is not only pure, but also efficient. This combination—white lead, zinc and linseed oil—forms into a leathery and elastic paint film, that stretches in summer, and contracts in winter, without breaking. Any adulteration destroys this elasticity, weakens the resistance to extreme changes in temperature, and finally results in the paint cracking and scaling."

Applying the Paint

Equally important as an understanding of the scientific preparation of paint, is a knowledge of how the paint should be applied. This is a knowledge which the dealer can acquire very readily, and is particularly facilitated by the information given in the color cards. Various manufacturers have varying ideas as to the material to be incorporated in the color card, but one subject which is invariably treated by all is in connection with the actual process of painting. Such a knowledge readily forthcoming when a customer is purchasing paint will give the purchaser confidence that the dealer knows his business and will result in more business in the future. On the other hand if the purchaser is given no word of warning, if such is really necessary, he makes a bad job through his failure to observe proper precautions in the application of the paint, and the result is general dissatisfaction.

Then again if this advice to customers is followed by the presentation of a color card embodying more detailed instructions, it is safe to assume that the average person would have digested sufficient knowledge about the application of paint to make a good job.

It is evident from the foregoing that there are several outstanding advantages from the intelligent use of the color card. The first is that it conveys to the dealer a thoroughly scientific knowledge of the preparation and ingredients of the paint which he is handling. Secondly it enables him to give intelligent instruction to customers as to the proper application of paints, and thirdly, it constitutes a source from which store clerks can acquire sufficient knowledge of a reliable character to justify their giving instructions to consumer customers, a matter which should be insisted upon by all store merchants.

"MURESCO"

**The Best
Wall Finish**

**Leads All
Other Finishes**

Best Value in Wall Finishes Manufacturing

"MURESCO" possesses a host of selling merits. Costs less than other wall finishes and is highly efficient. Whitening of factory plants to the plainest tinting of a small cottage, and the most elaborate colors schemes

for residence and public building are well within the scope of "MURESCO" efficiency. Churches, school-buildings, opera houses, apartment houses are all big buyers of "Muresco."

"MURESCO" will not peel, crack or rub off. A little goes a long way—very economical. Made in 16 tints and colors.

Sales are big—so are the profits. Write for agency proposition.

Benjamin Moore & Company, Limited
West Toronto, Ontario



MEAKINS BRUSHES



You know, Mr. Dealer, that price plays an important part in the sale—MEAKINS BRUSHES sell at a price that makes the sale easy and gives the quality that more than satisfies. Brushes may sell at higher prices, but MEAKIN QUALITY at MEAKIN PRICES is hard to beat.

Get our Catalog and compare values.

MEAKINS & SONS, Limited
HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal



If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London. Hamilton.

AMERICAN AMMUNITION

List Prices.
Subject to 2½% discount.
B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle, smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, \$32.75 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½, \$3.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (230 in box), \$3.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80.

Shot, standard, 100 lbs., Toronto, \$17.35; Montreal, \$18; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80¢; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½¢ per lb.; f.o.b. Montreal, Toronto, Hamilton London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.
3/16.....\$ 6.00 18/16.....\$12.00
4/16..... 5.00 19/16..... 14.00
5/16..... 5.00 20/16..... 14.00
6/16..... 5.00 21/16..... 16.00
7/16..... 5.00 22/16..... 16.00
8/16..... 5.00 23/16..... 18.00
9/16..... 6.00 24/16..... 18.00
10/16..... 6.00 25/16..... 21.00
11/16..... 7.00 26/16..... 21.00
12/16..... 7.00 27/16..... 24.00
13/16..... 8.25 28/16..... 24.00
14/16..... 8.25 29/16..... 27.00
15/16..... 9.50 30/16..... 27.00
16/16..... 9.50 31/16..... 30.00
17/16..... 12.00 32/16..... 30.00

Discounts from Standard List prices:

Common, 60%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 50 and 5%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 32½ to 33 1-3% off old list.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz. 10 00 12 00
Double Bit 13 00 15 00
Boys' Axes 7 50 8 50
Hunters' Axes 6 25 7 25

Bench—No. 2, doz. 9 40
No. 3, doz. 10 20
No. 4, doz. 10 90

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60¢ lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb....\$1.35-\$1.60
Cut Lace Leather, lb....\$1.50-\$1.85
F.O.B. Montreal, Toronto.

BELLS (FARM)

C x 40 lb. 3 00
B x 50 lb. 3 60
A x 75 lb. 4 75

F.O.B. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts (\$1 list), ¾ in. dia. and smaller, 10%.

Carriage Bolts (\$1 list), 7-16 dia. and larger, net list.

Machine Bolts, ¾ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts (\$3 list), net list.

Step Bolts, large head (\$3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list \$1.50.

Nuts, square, tapped, add to list \$1.75.

Nuts, hexagon, blank, add to list \$1.75.

Nuts, hexagon, tapped, add to list \$2.

Stove bolts, 55%.

Tire bolts, 40%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 0 15

F.O.B. Montreal, London, Toronto.

BRASS

Per lb.
Spring sheets, 8 in. wide, up to 20 gauge 0 60

Rods, base ½ to 1 in. round.. 0 55

Tubing, seamless base 0 57

Tubing, iron pipe size, 1 in. base 0 54

Copper I.P.S. 0 58

F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz. 5 00

3 sections, 5 ft., doz. 6 60

3 sections, 6 ft., doz. 7 50

F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy\$17 00

30-gal. Standard 13 00

F.O.B. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.
F.O.B. Stratford.

No. 1—18 in. x 24 in. 7 00

No. 2—18 in. x 28 in. 7 65

No. 3—20 in. x 30 in. 8 00

Ironing Boards.

Size 12 x 60 ins., doz. 8 00

Size 14 x 60 ins. 9 00

Folding, 14 x 58 ins., doz. 21 00

Sleeve Boards.

Basswood, stationary, doz. 2 25

Folding, per doz. 3 60

Boards, Stove.

See list under Wares.

Tin

Plate

Zinc

Boards (Wash)

Pony Dozen \$2 00

Crown 4 05

Dandy 4 25

Improved Globe 3 15 4 35
Standard Globe 3 25 4 45
Original Globe 3 50 4 75
Newmarket King 4 75
Diamond King (Glass). 5 00
Western King (Enamel).... 5 25
Wood, double faced 2 20

Subject to small discounts for quantities.
f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840 17½%
No. 800 15 %
No. 838 17½%
No. 808 17½%
No. 804 20 and 10%
No. 802, 842, 844 25 %
Nos. 810 and 814 12½%
Nos. 820 and 910 25 %

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—

3-16, \$20.50; ¼, \$15; 5-16, \$12.50;

¾, \$10.75; 7-16, \$10.50; ½, \$10.35;

9-16, \$10.35; ¾, \$10.20; ¾, \$10;

¾, \$9.90; 1 inch, \$9.75.

Fire Welded B.B.B. Chain—¼,

\$18.50; 5-16, \$16; ¾, \$12.90; 7-16,

\$12.70; ½ in., \$12.50; ¾, \$12.30;

¾, \$12.20; ¾, \$12; 1 inch, \$11.90.

Electric Welded B.B.B. Chain—

¼, \$15; 3-16, \$10.75; ¼, \$8.40;

5-16, \$7.85; ¾-¾ inch, \$7.25.

F.O.B. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains,

12½%; dog chains, 32½%; halter

chains, 32½%; tie-out chains, 60%;

stall fixtures, net list; breast chains,

2½%. F.O.B. Montreal, Toronto,

Hamilton, London.

CEMENT

Cement, per bbl., \$2.40.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0,

\$9; No. 1, \$9; No. 2, \$10; No. 3,

\$11; No. 4, \$13; No. 5, \$16.

List prices power churns:—No. 0,

\$11; No. 1, \$11; No. 2, \$12; No. 3,

\$13; No. 4, \$17; No. 5, \$20.

Discount of 30% f.o.b. Toronto,

Hamilton, Fergus, London, St.

Marys.

Discount of 27½% f.o.b. Mont-

real, Ottawa, Kingston.

St. John, N.B., 25% out of stock.

CHOPPERS, FOOD

Universal (doz.)— Montreal Toronto

No. 0 \$14 00 \$13 50

1 17 40 16 30

2 20 40 19 00

3 25 80 24 50

CLOTHES LINE (Galvanized)

No. Per 1000 ft.
17—7-strand, 100 ft. lengths..\$6 80
17—7-strand, 50 ft. lengths... 7 00
18—6-strand, 100 ft. lengths.. 5 20
18—6-strand, 50 ft. lengths... 5 45
19—6-strand, 100 ft. lengths.. 4 60
19—6-strand, 50 ft. lengths... 4 85

F.O.B. Montreal, Toronto, London.

COPPER Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.\$55 00 \$52 00

Plain sheets, 14 oz.,

14x28 in., 14x60 in. 50 00 54 00

Copper sheet, tinned,

14x60 in., 14 oz. 52 00 56 00

Copper sheet, plan-

ished, 14x60 base.. 58 00 60 00

Braziers' in sheets,

6x4 base 52 00 55 00

COMBE

Curry combs, list, plus 25%.

F.O.B. Montreal, Toronto, Hamilton,

London.

CORD (SASH)

No. 6, lb. 0 53½

No. 7, lb. 0 52½

Nos. 8, 9, 10, 12. 0 52

F.O.B. Montreal, Toronto, Hamilton,

London.

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets..\$10 00 9 50

Galvanized

Apollo Crown Gorbals

18x24x52 .. 9 75 9 75 9 75

60 ..10 00 10 00 10 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box

IC, 20x28 base\$24 00

IX, 20x28 base 23 00

IXX, 20x28 base 32 00

IXXX, 20x28 base 36 00

F.O.B. Toronto.

Raven and Murex Grades—

IC, 20x28 base, 112 sheets... 26 00

IX, 20x28 base, 112 sheets... 28 50

IXX, 20x28 base, 56 sheets.. 15 00

IXXX, 20x28 base, 56 sheets.. 16 00

F.O.B. Montreal.

TERNE PLATES

I C, 20 x 28, 112 sheets. 20 00

F.O.B. Toronto.

COKE, AMERICAN

Bessemer Steel—

14x20 IC, base\$13 50

20x28 IC, double box 27 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—

DOUBLE COATED TISSUE.

Nominal

IC, 14x20 base\$15 00

IX, 14x20 base 15 75

IXX, 14x20 base 16 50

CLOCKS

Big Ben\$2 40-\$2 65



Three Finishes that Repeat

It's the "repeats" not the initial order that insure good business. C. P.

Varnishes repeat consistently because your customers get the best service out of them that it is possible to get out of Varnishes at any price.

Sun Varnish Sun Spar Varnish Sun Waterproof Floor Varnish

form the strongest trio of varnish finishes you can stock. C. P. Varnishes are made for durability—durability that satisfies and brings the customer back to your store.

Be sure you have these Varnishes in stock. They cover all household needs—inside and out. They mean more sales and increased profits for you. So does every other C.P. product.

The C.P. "Full Line" Agency is the best paint proposition in Canada—ask us for particulars.

The Canada Paint Co., Limited

Makers of the
Famous Elephant Brand White Lead

572 William Street, Montreal
112 Sutherland Avenue, Winnipeg



FITTINGS

Malleable fittings, class A, net list; class B and C, net list. Cast iron fittings, 25% off list. Malleable and cast bushings, 35%; unions, 30 to 42½%; plugs, 35% off list. F.o.b. Toronto.

GRINDSTONES

Per 100 lbs.

Over 40 lbs. and 2 in. thick... 1 80
Under 40 lbs. 1 90
Mounted No. 115, each... 4 50
Bi-Treadle, each 5 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

Doz.

Russet rope shank, 1 in.... \$ 9 15
Russet rope shank, 1½ in.... 10 30
Black rope shank, 1 in.... 10 55
Black rope shank, 1½ in.... 12 00
Hand sewn, no shank, 1 in.... 14 40
Hand sewn, no shank, 1½ in.... 17 40
Hand sewn, with shank, 1 in.... 17 40
Hand sewn, with shank, 1½ in.... 19 30

Halters (Sisal).

7-16 in. gross, \$21.60; 9-16 in., \$32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.... 14 40
Masons, 5 lbs. and over, per cwt. 16 55
Masons, 5 lbs. and under.... 18 75
Napping, up to 2 lbs.... 20 65
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles, 35%; all ash axe handles, 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles, 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees, 25%; ash carriage neckyokes, 25%; ash and hickory carriage, buggy and democrat whiffletrees, 35%; twin neckyokes, 40%; chisel and file handles, 40%; chisel and file handles, 40%; Pearson horse pokes, 35%; dictator, Champion and Climax horse pokes, 30%; wood bow rake, 25%; wire bow rake, 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

Atlas, No. 0 8 45
Atlas, No. 1 9 25
Steelall, No. 50 7 30
Steelall, No. 51 7 30
Atlas, No. 2 10 75
Stearns, 4 in. 7 65
Stearns, 5 in. 10 65
Perfect, No. 1 10 45
Perfect, No. 1½ 12 00
Perfect, No. 2 10 00
Storm King and safety hangers, doz. 9 30
Steel track, 1½ in. 9 00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	\$3 00	\$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	14 40	14 40

Subject to discount of 20 and 10% off list.

Light	Strap	Tee
3-in., doz. prs....	1 00	1 00
4-in., doz. prs....	1 20	1 10
5-in., doz. prs....	1 40	1 30
6-in., doz. prs....	1 70	1 50
8-in., doz. prs....	2 50	1 80
10-in., doz. prs....	3 50	2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—
Under 12 in., per 100 lbs.... 7 25
Over 14 in., per 100 lbs.... 6 75
Extra hooks for above ½ in., per lb. 7¼
Extra hooks for above ¾ in., per lb. 7
F.o.b. Toronto, London, Hamilton and Montreal.

HOOKS, GRASS.

English

	Canadian	Fox
No. 2, per doz.	\$2 65	\$3 45
No. 3, per doz.	2 75	4 00
No. 4, per doz.	2 85	4 60
Little Giant	4 65	

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

	No. 2	No. 1
Patterns made larger smaller		
Light iron 0-7	\$5 25	\$5 50
Long heel light iron 3-7	5 25	
Medium iron .. 1-8	5 25	5 50
Heavy iron 6-8	5 25	
Snow 1-6	5 50	5 75
New light "XL" steel 1-6	5 70	5 95
Featherweight "XL" steel.. 0-4	7 10*	
Special counter-sunk 0-4	7 60*	
Toe weight (front only) 1-4	8 10*	

*All sizes.
Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

HOSE, LAWN

Toronto

Corrugated, ½ in., ft.... 0 14
Corrugated, ¾ in., ft.... 0 19
Corrugated, 1 in., ft.... 0 28
Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 90c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots 19 50
72x30, 26 gauge, case lots... 20 00
Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set 1 70
Mrs. Potts, No. 50, nickel-plated, set 1 80
Mrs. Potts, handles, japaned, doz. 1 15
Sad irons, common, plain, 3, 4 and 5 lbs. 10 50
Sad irons, plain, 6 lbs. up., 8 00
Sad irons, common, plated... 5 50
Princess Electric, each 3 20
Canadian Beauty Electric Irons, each 3 38
Gasoline Sad Irons, each... 3 15-3 85
F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders. Per ft.

Shelf-lock 15c ft.
Ontario 20c ft.
Faultless 23c ft.
Mechanic 29c ft.
Hercules 26c ft.
Perfect 25c ft.
Faultless, extra heavy 28c ft.
Hercules, extra heavy 31c ft.
Mechanic, extra heavy 34c ft.
B.T. Standard 19c ft.
B.T. Economy 15c ft.
B.T. Iron Bound, 4-8 ft.... 27c ft.
B.T. Iron Bound, 16 ft.... 42c ft.
B.T. Iron Bound, 18 and 20 ft. 52c ft.
Crescent 18c ft.
Household 14c ft.
Standard, 4-12 ft. 20c ft.
Electrician 26c ft.
Heavy duty 47c ft.
Extension 25c ft.

Common and Roped Extension.

Up to 32 ft. 18c ft.
34 to 44 ft. 20c ft.
46 to 60 ft. 30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft. 14c ft.
18 ft. to 22 ft. 15c ft.
Chair ladders, each 2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

Per doz.

Short Globe, doz. 8 50
Jumbo, doz. 11 00
Jap'd Dash, doz. 11 00
Search Dash, doz. X-ray 12 60
Little Bobs 1 75 3 60
Copper, well japanned, dob. 14 25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short 0 90
Cold blast 1 00
Cold blast, short ruby. 3 25
Cold blast, common ruby 3 25
Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz. 1 90
Steel Thumb, No. 3, per doz. 2 50
Steel Thumb, No. 4, per doz. 4 70
Barn Door, No. 5, per doz. 2 55
Barn Door, No. 9, per doz. 3 85
F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

List Each

Canadian 9 00
Dowswell 9 00
Easywork 17 30
Noiseless 15 50
Hamilton 11 00
Snowball 15 00
Momentum 16 50
New Century, style A 16 50
New Century, style B 18 00
Playtime, engine drive 19 50
Ideal Power 23 00
Seafoam, electric 102 00
Seafoam, engine drive 44 00
New Idea, electric 134 00
Sunshine 8 50
Popular, No. 1 9 50
Economic 11 50
Champion 17 00
New Excell-All 18 00
Blue Bell, without stand... 16 50
Puritan Water Motor Washer, complete 23 00
Hydro, One Tub, engine drive 45 50
Low pressure water motor washer, each 30 00

Connor ball-bearing, with rack 18 50
I X L 18 50
Gem 16 50
Winner, plain 13 50
Connor Improved 9 00
Jubilee 8 50
Canada First 19 00

Discount, 45, 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A 8 50
B.T. Bonnie, style B 9 00
B.T. Ideal 13 50
B.T. Ideal Power 15 00
B.T. Ideal Water Motor 25 40
B.T. Cyclone 12 50
B.T. Vollmar, No. 2 13 00
B.T. Vollmar, No. 3 14 00
Forest City, engine-driven 40 00
Forest City, electric 92 00

Discount on B.T. Goods 45%. F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLET

Per doz.

Tinsmiths, 2½ x 5½ in.... 1.75-2.00
Carpenters', rd. hickory... 2.00-2.50
F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net.... \$12 00
S. W. Mops, doz. 4 35
Mop Sticks, doz., No. 8.... 1 55
Cast head mops, doz. 1 80
Crescent, doz. 1 65
Crank wringing, doz. 6 25
F.o.b. Montreal, Toronto, Hamilton, London.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

	2½ inch....15c
1 inch....\$1	3 inch ....10c
1½ inch....\$1	3½ inch ....10c
1¼ inch....65c	3¾ inch ....10c
1½ inch....40c	4 inch 5c
1¾ inch....40c	4½ inch 5c
2 inch....30c	5 inch base.
2¼ inch....30c	5½ inch base.
2½ inch....15c	6 inch base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, \$5.45 base.

Freight equalized on above points. F.o.b. Montreal, Gananouque, Collingwood and Owen Sound, \$5.50 base.

Freight equalized on above points. Windsor, Walkerville, f.o.b. factory points, carload freight allowed, \$5.02½.

Sault Ste. Marie, Port Arthur, Fort William, \$4.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slatting, Box. Fencing, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, \$5.70 base; Toronto, \$5.80 base; London, \$5.75; Hamilton, \$5.80. No equalization of freights.

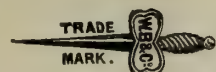
Roofing Nails — American, large head, keg, \$8.20.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

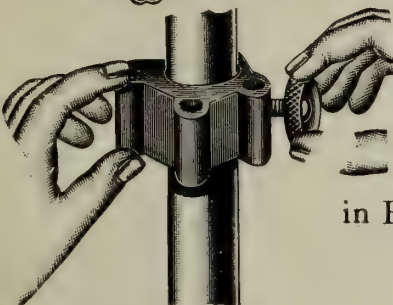
C Brand Per box of

Size	25 lbs.
No. 3	\$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00



WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM

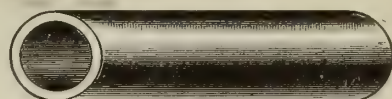


Patent Grip-Tight Socket

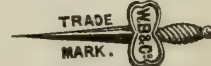
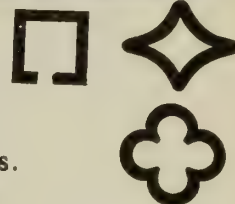
Specialists in
TUBES

Seamless, Brazed
Iron-cased Mould-
ings, Beadings, Rolled Metals
in Brass, Copper, German Silver, and other Metals.

GENERAL BRASSFOUNDERS
SHOP WINDOW FITTINGS MANUFACTURERS



Over 1000
different sections



**OFFICIAL
AWARD
RIBBON**



**PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915**

Chas. H. Johnson
PRESIDENT

Wm. H. Johnson
PRESIDENT OF THE SUPERIOR JURY

John G. B. Johnson
DIRECTOR OF EXHIBITS

Oct. Pembach
SECTY OF THE INTERNATIONAL
AWARD SYSTEM

**MEDAL
OF
HONOR**
DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Edward H. Green
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the
Trimo Wrenches,
both Pipe and Monkey.
They are equipped with
Nut Guards that pre-
vent the accidental turn-
ing of the adjusting nut
in close quarters, and
with Steel Frames in the
principal size that will
not break.

SEND FOR CATALOG
NO. 55.

**TRIMONT
MFG. CO.**

55-71 Amory Street
Roxbury, Mass.
U.S.A.



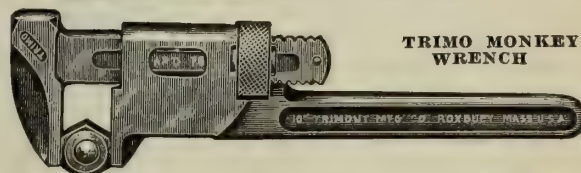
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



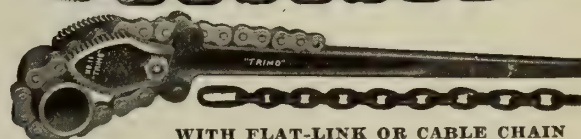
TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

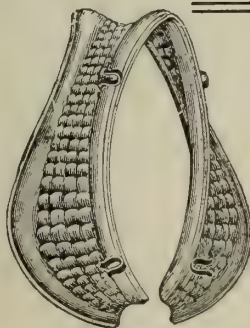
Arctic Metal



Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.

Try it and prove it for yourself.
We guarantee every pound.

Tallman Brass & Metal Co.
HAMILTON, ONT.



THEY
SELL

Good Profit Here SWEAT COLLARS

We have them in all kinds and sizes
—Stuffed Pads, Brown and White,
All Yellow, Red, Felt Edge, Vent-
plex and all Felt.

Write for description and prices.

SAMUEL TREES & COMPANY, Limited
Toronto Whitby Winnipeg

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton.

London
"M.R.M." BRAND

Net Price List

No.	Lengths	of 25 lbs.
3	1 1/2"	\$18 75
4	1 1/2"	8 75
5	1 15-16"	3 75
6	2 1/2"	3 50
7	2 5-16"	3 25
8	2 1/2"	3 25
9	2 11-16"	3 00
10	2 7/8"	3 00
11	3 1-16"	3 00
12	3 1/4"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.		
12 inch...	\$1 80	48 inch...\$ 6 20
18 inch...	2 65	60 inch... 7 70
24 inch...	3 40	72 inch... 9 20
30 inch...	4 00	84 inch... 10 50
36 inch...	4 75	96 inch... 12 00
42 inch...	5 50	
1 1/2 inch mesh and 19 ga. wire.		
12 inch...	\$3 50	42 inch...\$10 50
18 inch...	5 00	48 inch... 12 00
24 inch...	6 30	60 inch... 15 00
30 inch...	7 75	72 inch... 18 00
36 inch...	9 00	
1 inch mesh and 20 ga. wire		
12 inch...	\$4 00	42 inch...\$12 00
18 inch...	5 50	48 inch... 14 00
24 inch...	7 00	60 inch... 17 00
30 inch...	8 50	72 inch... 20 00
3/4-inch mesh and 20 ga. wire)		
24 inch...	\$10 50	36 inch...\$15 00
30 inch...	12 75	
1/2-inch mesh and 22 ga. wire)		
24 inch...	\$16 50	36 inch...\$24 00
30 inch...	20 10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30% off list.

Montreal, 30% off list.

American netting, 25% off list.

	Per rod
Invincible—1640	\$ 0 72
1848	0 77
2060	0 88
Put up in 10, 20 and 30-rod rolls.	
F.o.b. Montreal.	

OAKUM

Best (American).....	\$20 75
U.S. Navy (American).....	20 00
Clipper, U.S. (spun).....	21 00
U.S. Navy (Eng.).....	18 50
Plumbers	\$8 50 \$10 50

F.o.b. Montreal, Toronto

OIL		
	Montreal	Toronto
Can. prime white		
petrol	\$0 17	\$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 40
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16 1/2	0 15 1/2
Cylinder Green	0 37 1/2	
Paraffine	0 21	0 20
XXX Machine	0 24 1/2	0 23 1/2
Fuel oil, bbls.	0 13 1/2	0 12 1/2
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING	
	Per lb.
Fine jute	\$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

Per 400-ft. roll

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 66
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred felt, per cwt.	3 35
Asbestos sheeting, (per 100 lbs.)	\$9 00 \$12 00
Carpet Felt, 16 oz., per 100 lbs.	\$4 50 \$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS (CLAY)	
Rock	Clay
5 to 6 lbs. doz.	\$8 15
6 to 7 lbs. doz.	8 45
7 to 8 lbs.	8 75
8 lbs. only	9 00
7 lbs.	9 25
8 lbs.	9 50

F.o.b. Montreal and Toronto

PINS, CLOTHES

Per case

5 gross, 4-in. (loose)....	\$0.80-\$0.90
4 gross (cartons) 4 1/2 in.	0.85-0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective May 14, 1917:

Black Galvanized		
Per 100 feet		
Standard Butt weld		
1/4 in.	\$ 4 50	\$6 00
1/2 in.	4 50	\$6 00
3/4 in.	4 96	7 00
1 in.	6 29	7 86
1 1/4 in.	7 94	10 06
1 1/2 in.	11 73	14 83
1 3/4 in.	15 87	20 13
2 in.	18 98	24 06
2 1/2 in.	25 53	32 38
3 in.	40 95	51 77
3 1/2 in.	53 55	67 70
4 in.	66 24	83 26
4 1/2 in.	78 48	98 65
Standard Lap weld		
2 in.	28 40	34 97
2 1/2 in.	42 71	52 94
3 in.	55 85	69 23
3 1/2 in.	68 08	86 02
4 in.	80 66	101 90
4 1/2 in.	93 98	118 70
5 in.	109 50	138 40
6 in.	142 10	179 50
7 in.	185 60	232 05
8 L in.	195 00	243 75
9 in.	224 60	280 80
10 L in.	269 10	336 38
10 L in.	249 60	312 00
10 in.	321 40	401 70

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 50%.
4 1/2" and larger, 45%.
4" and under, running thread 30%.

Standard couplings, 4" and under, 40%.

4 1/2" and larger, 20%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain		List
2 in., in 10-ft. lengths, list		\$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Montreal Toronto		
	%	%
Medium and extra heavy, 6" and under	45	45
8" soil pipe	35	35
Medium and extra heavy fittings, 6" and under	50	50

PIPE (STOVE)

See prices under Wares, etc.

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	\$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
1/2-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00
Discount, 33 1-3 per cent.	
Liquid Veneer—	
4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17 1/2%; Iron Burrs, 17 1/2%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.
Extras on Copper Rivets, 1/2-lb. pkgs., 1c per lb.; 3/4-lb. pkgs., 2c per lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square	
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 55
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 05
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 32
Coal Tar, bbl.	10 80
Roofing Pitch, 75 to 85c per cwt.	

F.o.b. Toronto, London, Montreal.

ROPE

Lb.	
Pure Manila basis	37
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	24 1/2
Above quotations are basis prices 5% and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than 5% and down to 7/16 dia.—1/2c above basis; 3/4 dia., 1c above basis; 1/2 and 5/16 dia. 1 1/2c above basis; 3/16 dia., 2c above basis.	
Single lath yarn basis	26 1/2
Double lath yarn	27
Yacht marine, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemo, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17 1/2
Italian rope basis	50
Cotton, 1/8 in.	0 44 1/2 0 54 1/2
5-32 in.	0 43 1/2 0 51 1/2
3-16 in.	0 41 0 48 1/2
1/4 in. and up	0 40 0 47

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Scale Stamping	
Champion—	List extra
4 lb.	\$ 4 60 \$0 20
10 lb.	6 00 0 30
240 lb.	10 00 0 50
600 lb.	25 00 1 00
1200 lb.	30 00 1 00
2000 lb.	39 00 1 00
2000 lb. Drop lever	46 00 1 00
10 lb. Household ..	4 00 0 10
25 lb. Household ..	5 20 0 30

Above list prices subject to a discount of 10%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72 1/2
---------------------------	--------

Wood, R. H., bright	67 1/2
Wood, O. H., bright	67 1/2
Wood, F. H., brass	37 1/2
Wood, R. H., brass	32 1/2
Wood, O. H., brass	32 1/2
Wood, F. H., bronze	27 1/2
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Each

SETTEES

Settees, 4 passenger

Awning, each

Table, each

F.o.b. Stratford.

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10 1/4 oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs.	
10 1/4 oz.	\$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, \$11.55; 22-24 gauge, \$11.75; 26 gauge, \$12; 28 gauge, \$12.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand Montreal Toronto

14 gauge	\$11 05	\$10 85
16 gauge	11 05	10 95
18-20 gauge	11 20	11 10
22-24 gauge	11 40	11 25
26 gauge	11 60	11 40
28 gauge	11 90	11 70
10 1/4 ozs.	12 25	12 00

Add 20c for less than ton lots.

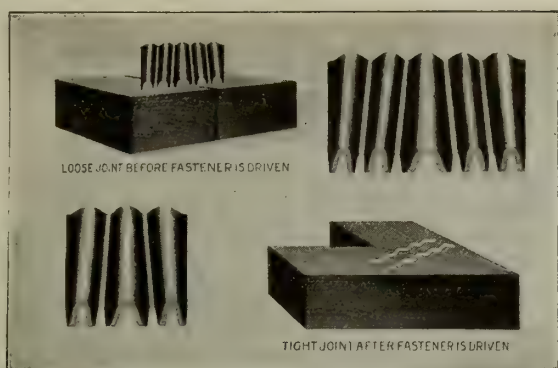
B.W. Queen's Fleur-de-Lis "best-best"

gauge Head	\$11 55	\$11 55	\$13 20
16	11 55	11 55	13 40
18-20	12 25	12 25	13 60
22-24	12 25	12 25	13 80
26	12 00	12 00	14 20
28	12 00	12 00	14 50

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES



CORRUGATED FASTENERS

For nailing door frames and picture frames

and for all general household purposes.

Packed 100 in a carton—100 cartons in a case called "Handy Assortment."

Makes work easy

Assortment consists of 10 cartons $\frac{1}{4}$ -in. x 5—
30 cartons $\frac{3}{8}$ -in. x 5—30 cartons $\frac{1}{2}$ -in. x 5—
30 cartons $\frac{5}{8}$ -in. x 5.

and strong,

Write Canadian Representatives for Prices and Samples, or direct to us.

tight joints

Acme Steel Goods Co. of Canada, Ltd.
MONTREAL

Still's Handles

Superior
Canadian
Products

Made in Canada from celebrated Canadian hickory by experienced Canadian workmen.

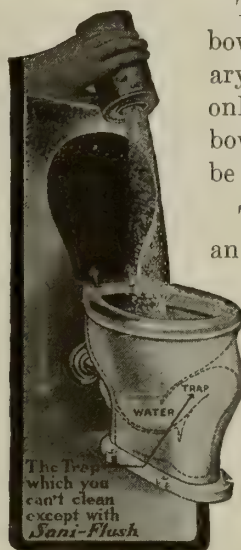
**No Better Handles
Made Anywhere
in the World**

Largest Canadian makers of Axe, Pick, Sledge, Fork and other handles.

If your jobber can't supply you write to us.

J. H. STILL MFG. CO.
St. Thomas, Ont.

Where Only *Sani-Flush* Reaches and Cleans the Bowl



The trap of a water-closet bowl is never cleaned by ordinary methods. Scouring reaches only the exposed surfaces. A bowl may look clean and still be offensive.

The trap becomes coated with an incrustation which makes the water in the bowl foul and insanitary. Warm weather makes it worse.

Sani-Flush dissolves the incrustation in the trap and flushes out, leaving the entire closet clean and odor-free.

HAROLD F. RITCHIE & CO., LTD.
10-12-14 McCaul Street, Toronto, Ontario

HOCKEY STICK SPECIALISTS

OUR HOCKEY STICKS

are made in the largest factory in Canada. They are manufactured with a view to get the best

QUALITY, SHAPE AND FINISH

They LOOK WELL, SELL WELL and LAST WELL

WRITE FOR LATEST PRICE LIST.

St. Mary's Wood Specialty Co., Limited
ST. MARY'S, ONT., CANADA

Acme Waste Mfg. Co.

Manufacturers of all kinds wiping, polishing and packing waste.

Samples and Prices on Request

GRANATSTEIN & SONS

482 Wellington Street, West Tel. Adelaide 1892

TORONTO

5 Queen Street Tel. Main 4308

MONTREAL

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Ontario, Quebec and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35%	20 and 10%	12½%
Draining Tools	35%	35%	.....
Hollow Back Scoops	15%	.....	7½%
Hollow Backs, Sand Shovels and Coal Shovels	33 1-3%	.....	2½%
Riveted Back Scoops	12½%	12½%	12½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43....	12½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	1st Grade	2nd Grade	4th Grade
No. 2, black	\$19.00	\$16.50	\$12.00
Draining Tools, No. 2, black.....	19.00	18.00	.....
Hollow Back Scoops, No. 2, black.....	16.80	.....	13.80
Sand Shovels, No. 3, black.....	18.50	.....	11.50
Hollow Back Shovels, No. 2, black.....	18.00	.....	10.50
Coal Shovels, No. 2, black.....	21.50	.....	14.00
Riveted Scoops, No. 2, black.....	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished\$1.00 per dozen net

Half polished50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SWEEPERS, CARPET Bissell's

Boudoir	Doz. \$31 00
Champion Nic	25 00
Champion Jap	23 00
Univ. japd., cyco bearing.....	26 00
Univ. N.P., cyco bearing.....	29 00
Grand Rapid, japd., ball-bearing	28 00
Grand Rapid, N.P., ball-bearing	31 00
Princess, N.P., ball-bearing.....	32 00
Elite, ball-bearing	36 00
Am. Queen, N.P., ball-bearing	34 00
Parlor Queen	37 00

F.o.b. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac. ....doz	\$77 00
Household Vac.	63 00
Superba Vac.	92 00

F.o.b. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, each...	\$7 20
Ontario, 2-passenger, each...	5 50
Baby, each	3 50
F.o.b. Stratford .....	.....
"Quebec," 4-passenger, each...	6 50
"Quebec," 2-passenger, each...	5 50

F.o.b. Montreal

TACKS Discount

Wire Tacks .....	.65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916 .....	.65 and 12½%
Double pointed tacks.....	60 10%
Shoe findings list adopted April 23, 1917—Net list.	.....
List of Capped Goods adopted Jan. 1, 1916.....	.65 12½%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 33 1-3%.	.....
Samson, 25 and 5%.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAWE)

O. G. Square bead and half round.	.....
Size in girth	Per 100 ft.
8 in.	\$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz.

Victor No. 1	\$1 65
Jump, No. 1	2 15
Hawley & Norton, No. 1....	2 50
Newhouse, No. 1	3 45

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft.	\$0 19½
550 ft.	0 20
600 ft.	0 20½
650 ft.	0 21¼

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.....	39½-55c
4-ply wrapping, lb.....	42-58c

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	\$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75

F.o.b. Newmarket

VALVES %

Ground work	35-53
Compression work, standard.....	55
High grade	48
Cushion work	49
Fuller work, standard.....	54
High grade	47
Basin cocks, No. 0 standard.....	53
High grade	49
Nos. 1 and 2, standard	49-53
Bath cocks	55
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard.....	10
Radiator valves, standard.....	15
High grade	7½
Globe, angle and check valves, standard	15
Do. high grade	7½
Patent quick opening valves.....	50

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.	.....
Colonial, 33 1-3%.	.....
Imperial Ware, 33 1-3%.	.....
Pearl, 33 1-3%.	.....
Premier, 10%.	.....
Canada Ware, 10%.	.....
Diamond, 10%.	.....
White Ware, 50%.	.....
Japanned Ware, list plus 20%.	.....
Japanned Ware, White, list, plus 30%.	.....

Plain and Jap Sprinklers, list plus 20%.

Stamped Ware, plain, 50%.

Stamped Ware, retinned, 45%.

Copper Bottoms, list, plus 10%.

Tinnings' Trimmings, plain, 50%.

Tinnings' Trimmings, retinned, 45%.

Tinnings' Trimmings, general, list plus 10%.

Milk Can Trimmings, list, plus 50%.

Cream Cans, list, plus 10%.

Railroad cans, list.

Pieced Tinware, C.B., list, plus 50%.

Sheet Iron Ware, list, plus 10%.

Pieced Ware, ordinary, list, plus 30%.

Frv Pans, 40 and 10%.

Spiders, 25%.

Fire Shovels, list, plus 10%.

Steel Sinks, painted, list, plus 10%.

Steel Sinks, galvanized, list, plus 15%.

Light Galv. Pails and Tubs, list plus 20%.

Heavy Galv. Pails and Tubs, list, plus 10%.

Garbage Pails, list, plus 10%.

Jap. Coal Hods, list, plus 25%.

Galv. Coal Hods, list, plus 40%.

Paper Lined Boards, 40 and 5%.

Wood Lined Boards, 30 and 10%.

Stove and other Pipes, list, plus 40%.

Stove Pipe Thimbles, 50, 10%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, net list. Per 100 lbs.:

¼ in., \$20; 5-16 in., \$17; ½ in., \$15; 7-16 in., \$12.50; ¾ in., \$12; 9-16 in., \$11.20; 1 in., \$11.10; 11-16 in., \$11; 13-16 in., \$10.80; 15-16 in., \$10.80; 17-16 in., \$10.80; 50 lbs. of one size, \$2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

Tor'to Lond'n Mont'l

Sectional, 1 lb., per 100 lbs. \$4 45 \$4 25 \$4 60

Sectional, ½ lb., per 100 lbs., 4 45 4 50 4 60

Solid, 3 to 30 lbs. per cwt. 2 85 3 50 3 10

WHEELBARROWS

Navy, steel wheel, doz..... 45 40

Garden steel wheel, doz..... 47.40-60

Light garden, doz..... 33.00-41

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9 \$6 60

No. 10 6 65

No. 11 6 70

No. 12 6 85

No. 13 6 95

No. 13½ 6 95

No. 14 7 10

No. 15 7 35

Stovepipe Wire

No. 18 7 20

No. 19 7 70

Hay Wire in Coils

No. 13 6 30

No. 14 6 35

No. 15 6 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire.

10c; spring wire, \$2.50; bright, soft drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases.

15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils.

15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, \$1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17.....\$5 00 No. 26.....\$ 9 50

No. 18..... 5 50 No. 27..... 10 00

No. 19..... 6 00 No. 28..... 11 00

No. 20..... 6 65 No. 29..... 12 00

No. 21..... 7 00 No. 30..... 13 00

No. 22..... 7 30 No. 31..... 14 00

No. 23..... 7 65 No. 32..... 15 00

No. 24..... 8 00 No. 33..... 16 00

No. 25..... 9 00 No. 34..... 17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots. net.

Tinned wire, Nos. 17-25 \$3 00

Nos. 26-31 5 00

Nos. 32-34 7 00

Coopered 0 75

Oiling 0 10

In 25-lb. bundles 0 15

In 5 and 10-lb. bundles..... 0 25

In 1-lb. hanks 0 25

In ½-lb. hanks 0 28

In ¼-lb. hanks 0 50

Packed in casks or cases..... 0 15

Bagging or papering..... 0 16

Oiled and Annealed Wire

No. 10 \$6 66

No. 11 6 72

No. 12 6 80

Wire Bale Ties

No. 12 \$6 75

No. 13 6 85

No. 13½ 6 90

No. 14 7 00

No. 15 7 20

No. 16 7 45

Fence Wire. Toronto

Barb \$6 95

No. 9 pl. galv. 6 55

No. 12 pl. galv. 6 70

No. 13 pl. galv. 6 85

No. 9 coil sp. 6 60

No. 12 coil sp. 6 80

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright\$5 75

Fence staples, galvanized 6 75

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list\$12 00

Less discount of 12½%.

Bright poultry netting staples are \$1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%

Brass wire, 3 to 24 gauge, add.40%

25 to 36 gauge, add25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls.....\$3 00

In 50-ft. rolls 3 05

Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%

Bright Iron Gate Hooks and eyes 82½%

Bright square cornered screw hooks, and stove pipe eyes 82½%

Brass, screw eyes suits, A.B.C. 70%

Brass Screw Hooks 70%

Brass Gate Hooks and eyes 70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list \$84 72

Eze, 11 in., per doz. 91 80

Trojan, 12 inch 185 00

Favorite 511E 105 80

Unexcelled, 1041E 129 60

Easy Work 90 50

Challenge, 3111E 94 30

Gem, 141E 91 80

Sunlight, 111E 103 30

Ottawa, 341E 103 30

Empire, 11 in. 93 80

Superior, 11 in. 84 80

Majestic, 11 in. 88 00

Perfect, 11 in. 97 50

Bicycle, 11 in. 103 30

Daisy, No. 2 114 72

Daisy, No. 1 105 84

Maple Leaf No. 2 103 20

Maple Leaf No. 1 94 32

Sun 78 90

Rapid 82 80

Universal 63 00

Eureka, 10 in. 65 00

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Selling Camp Supplies?

Here's a Profitable Line!

Now is the time to stock well and display the Camper's requisites.

We Manufacture

**Camp Cots, Camp Chairs and Lawn
Chairs of all Kinds** and Famous "All Wooden"
Folding Chairs.

Sell a line that has a high reputation for "class" and serviceable features, a line that also pays good profits—that's ours.

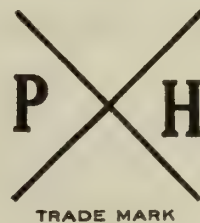
Stratford
Camp Cot
No. 40



Get in
Touch with
Us

The Stratford Mfg. Co., Limited
Stratford, Canada

"Stratford"
Lawn Chair No. 17



THE QUALITY PLUS FILE

Quality, plus service, is embodied in every file we make.

In this strenuous age long, efficient service is demanded from every tool.

P. H. FILES stand up to their job. They bite into the metal like a kid into cake.

AND THEY WEAR

Hard as a diamond and straight as a string they are right because they are

"Made for Craftsmen—by
Craftsmen"

**Port Hope File Manufacturing
Co., Limited**

Port Hope, Ontario

Ask Your Jobber

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, \$8 for 100 lbs.; 5-lb. packages, \$7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

Per lb.

Small quantities\$0 40 \$0 45
Larger quantities ... 0 38 0 40

F.o.b. Toronto.

BLUE STONE

Montreal Toronto

Per lb. 14-16 14-16

BRONZING LIQUID

Bronzing liquid, No. 1.\$1.50-\$2.00
Banana oil, gal..... 3.50-4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each.\$1.35 \$2.00
Weighted, 20 lbs., each.. 1.60-2.25
Acme, 15 lbs., each..... 1 75
Acme, 20 lbs., each..... 2 00
Acme, 25 lbs., each..... 2 35

F.o.b. Montreal, Toronto, London.

COATING

Cement Coating\$2 25 \$3 38

F.o.b. Montreal, Toronto.

COLORS (DRY)

Per lb.

Raw Umber, 100 lb. keg... 7-12c
Burnt Umber, 100 lbs., each.. 7-12c
Raw Sienna, 100 lb. kegs... 7-12c
Burnt Sienna, 100 lb. kegs... 7-12c
Imp. green, 100 lb. kegs.... 0 23
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.... 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright... 0 04
Venetian red, No. 1..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs... 0 06
White ochre, 100 lb. kegs.... 0 03
White ochre barrels 0 02½
Yellow ochre barrels 0 02½
Spruce ochre, 100-lb. kegs... 4-5c
Canadian red oxide, bbls.... 0 01½
Super magnetic red..... 2¼-2½c
Canadian red oxide, lb..... 0 01½

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure 0 15
Indian red 20-26
Chrome yellow, pure 36-45
Golden ochre, pure 20-22
French spruce ochre, pure... 16-18
Chrome green, pure 18-26
French permanent green, pure 0 26
Signwriters' black, pure... 27-36
Marine black, 5 lb. irons... 0 17
Lampblack 0 25

F.o.b. Montreal, Toronto.

ENAMELS

Gal.

Luxeberry Enamel\$6 00
Screen Enamel, BB..... 1 70

GLUE

Per lb.

French medal (prices withdrawn)
English common sheet 30-35
English prima 0 38
White pigfoot 0 40
Cake bone, 112-lb. bags 0 35
Hide, 112-lb. bags 35-38
Gelatin, 112-lb. bags 45-60
Ground glues, 112-lb. bags,
No. 1 30-32

GLASS

Single Double

Montreal Prices. Thick Thick

Under 25\$ 7 80 \$11 90
26 to 34 8 15 12 85
35 to 40 8 50 13 60
41 to 50 11 75 15 50
51 to 60 12 25 15 85
61 to 70 13 10 16 80
71 to 80 14 75 18 35
81 to 84 22 75

85 to 90 24 35
91 to 94 25 00
95 to 100 29 00
101 to 105 32 00
106 to 110 37 00

Montreal—Single or Double Thick,
10%; 35 cases and over, open.

Ontario Prices.

B.S. B.D.

Up to 25\$17 00 \$24 00
26 to 34 18 00 26 00
35 to 40 18 60 26 40
41 to 50 24 30 31 20
51 to 60 25 60 32 00
61 to 70 27 50 34 00
71 to 80 31 00 37 00
81 to 84 49 00
85 to 90 53 00
91 to 94 54 00
95 to 100 65 00
101 to 105 68 50
106 to 110 79 00

Discount 50 and 10%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate
glass list.

Montreal city price 25 and 5
per cent. off list; country, 20 and
5%.

Toronto, Hamilton and London,
net list to 20% discount, according
to specifications.

F.o.b. warehouse on orders up to
\$75 gross list value. Orders over
\$75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots.
Less than ton lots are 30c per
100 lbs. higher than quoted be-
low.

Montreal Toronto

C.P. Lily Pure\$18 80 \$19 00
Anchor, Pure 18 80 19 00
Crown Diamond 18 80 19 00
Green Seal 18 80 19 00
Tiger Pure 18 80 19 00
Ramsay's Pure 18 80 19 00
Moore's Pure 18 80 19 00
O.P.W. Dec. Pure 18 80 19 00
Red Seal 18 80 19 00
Decorator's Pure 18 80 19 00
O.P.W. English 19 00 19 20
Elephant Genuine 19 40 19 50

B.B. Genuine Lead, less than
tons, \$21.25 Toronto; \$21.05 Mont-
real. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound
casks, per cwt....\$14 50 \$14 70
Genuine, 100-pound
kegs, per cwt.... 15 25 15 45
Less quantity 16 50
F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs Dry Paste
1-lb. tins\$32 50 \$23 75
2-lb. tins 22 75
5-lb. tins 30 50 18 50
10-lb. tins 29 50
25-lb. casks 29 00 17 25
50-lb. casks 28 50 16 75
100-lb. casks 28 00 16 25
300-lb. casks 16 00
600-lb. casks 15 75

F.o.b. Toronto, Montreal and
Hamilton

MURESCO

White and tints—5-lb. packages,
per 100 lbs., \$7.20.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant White 3 50
Elephant, Colors 3 30
B.H. English, white 3 50
B.H. English, colors 3 30
Minerva, white 3 40
Minerva, colors 3 15
Crown Diamond, white 3 30
Crown Diamond, colors 3 05
Fresco Tone, white 3 50
Fresco Tone, colors 3 30
Moore's House Colors 3 30
Moore's Floor Paint 3 30
Moore's Egyptian Paint 3 30
Moore's Sani-Flat 3 30
C.P.C. Pure, white 3 55
C.P.C. Pure, colors 3 30
O.P.W. Can. Brand, white... 3 30
O.P.W. Can. Brand, colors... 3 30
O.P.W. Can. Brand, floor... 3 30
O.P.W. Flat Wall, white... 3 30
O.P.W. Flat Wall, colors... 3 30
Ramsay's Pure, white 3 40
Ramsay's pure, colors 3 10
Martin-Senour, 100% white... 3 55
Martin-Senour, 100% colors... 3 30
Martin-Senour, Porch Paint... 3 30
Martin-Senour New-Tone, wht... 3 30
Martin-Senour New-Tone, col... 3 30
Senour's Floor Paint 3 30
Sherwin-Williams, white 3 55
Sherwin-Williams, colors 3 30
Flat Tone, white 3 05
Flat Tone, colors 2 85
Lowe Bros. H.S., white 3 55
Lowe Bros. H.S., colors 3 30
Mellotone, white 3 10
Mellotone, colors 2 95
Sanitone, white 2 95

F.o.b. Montreal, Toronto.

PARIS GREEN Mun- C.P. Ber-
ro's Co. gers
600-lb. bbls.\$53 75 \$54 50
250-lb. kegs... 53 75 54 00 54 75
100-lb. drums. 54 75 55 00 55 75
50-lb. drums... 54 75 55 00 55 75
25-lb. drums... 55 00 55 25 56 00
1-lb. 100s. pks. 57 00 57 25 58 00
1-lb. 100s. tins 59 00 59 25 59 00
1-lb. 100s. tins 59 00 59 25 60 00

Prices f.o.b. Toronto, Hamilton,
London.

PASTE WOOD FILLER

Standard
Less than tons
Montreal Toronto
1 lb. cans 0 14
2 lb. cans 0 14
5 lb. cans 0 14
12½ lb. cans 0 10
25 lb. cans 0 09

F.o.b. Montreal, Toronto.

PURTY

Bulk, in casks 3 60 3 90
Bulk, 100-lb. drums 4 05 4 35
Bulk, 25-lb. drums. 4 15 4 45
Bulk, 12½-lb. irons. 4 30 4 70
Bladders, in bbls... 4 40 4 60

Ton lots standard are 20c per
hundred pounds less.

Pure Putty, \$1 cwt. advance.
London and Hamilton prices same
as Toronto.

SHELLAC

Pure White, gal..\$4.25-\$4.50.
Pure Orange, gal., \$4-\$4.25.
Gum Shellac, TN, 67-80c lb.;
finest orange, 72-79c; finest white,
79-80c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans\$2 40
Cumoff 2 40
O.P.W. Presto 2 50
Lingerwett 2 90

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in
this issue for prices.

SLATING

Gal.

Liquid Slating, B.B.\$2 20

VARNISHES

Per gal. cans

No. 1 Furniture, extra, bar-
rels, \$1.10 gal.; gal. tins..\$ 1 32
Gold Medal 2 05
Maritime Spar 4 25
B.-H. tSovepipe Varnish, ½
pints, per gross 10 20
Sun Varnish 2 40
Sun Spar 4 18
Sun Waterproof Floor..... 2 75
Sereite Interior and Ex-
terior 2 25
Jasperite Pale Hard Oil 1 60
Jasperite Floor Finish 2 25
M-S Marble-ite Floor 2 77
M-S Wood-Var 2 77
M-S Durable Spar 3 90
M.S. Finest Interior 3 25
Elastic Interior 2 40
Quick Action House 2 25
Mar-not 3 20
Rexspar 4 20
Scar-Not 3 03
Kyanize Spar 4 50
Kyanize Cabinet Rubbing... 3 50
Kyanize Interior 3 50
Luxeberry light 3 00
Luxeberry granite 3 15
Luxeberry spar 4 50
Ramsay's Universal 2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls..... 0 13½
Opalite, 100 lb. kegs..... 0 14
1 gal. packages, per keg... 0 75
½ gal. package, per pkg. 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06
B.H. Frescota, 5 lbs. white,
\$5.50; colors 6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX.....\$0 18½
XX Quality\$0 16½
XA Quality 0 15
X Quality 0 14

F.o.b. Toronto

WHITE WIPING

XXX Extra0 20
X Grand 0 19
XLCR 0 18
X Empire 0 17
X Press 0 16

WASTE, COLORING WIPING

Quality I 0 14
Quality II 0 10
Quality III 0 09
Quality IV 0 08½

WIPERS WASHED COTTON

Select White 12
Mixed Colored 10
Dark Colored 9

This line subject to trade discount
for quantity.

WAX

Per lb.

C. & B. Floor Wax.....\$0 35
B.H. Wax 0 40
Ronuk Floor Wax lb. 0 38
Berry Bros. 0 34
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 44-46
Johnsons 44-46
Gold Medal 0 30
Ramsay's 0 30

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.....\$2.00-\$2.25
Gilders, bolted, in bbls.. 2.50-2.75
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

Per gal.

In gallons.....\$2 10 \$2 15
Barrels 1 90 2 00

\$4 extra for barrels

F.o.b. Montreal, Toronto, London.

DOUGALL'S Linoleum Varnish

Here is a line it will pay you to push—applied to linoleum or oilcloth at night, it is dry in the morning. Besides giving a beautiful finish to the floor covering it increases its wearing power and preserves the pattern.

Write for special educational booklet dealing with this varnish.

One of the complete Dougall Line of Quality Varnishes.

The Dougall Varnish Company, Limited
MONTREAL

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$19; chilled, \$20.50; buckshot, \$19.80; ball, \$20.20.

ANVILS

Peter Wright, 80 lbs. and up, 20c per lb.; clip horn, 21c lb.
Norris, 80 lbs., and over, 15c.

AXES

Single Bit\$ 9 00 \$14 00
Double Bit 14 50 16 50
Broad axes 28 00 31 00

BARS, CROW. \$6.25 per 100 lbs.

BAR IRON

Bar iron, 3-16, 1/4, 5-16 in., \$7.75 base; other sizes, \$4.75 base; Swedish iron, \$5.25; sleigh shoe steel, \$5.50; spring steel, \$6.50; machinery steel, \$6.50; tool steel, octagon, 100 lbs., \$15.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.
Agricultural or No. 1 leather belting, 47 1/2% off list.
Standard, 30, 10 and 5% off list.
The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, \$1.30 per lb.; cut, \$1.45 per lb.; rawhide, sides, \$1.25; cut, \$1.40.
Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, 3/4 and smaller, 5%; 7-16 and larger, 5% on list; machine, 3/4 and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%, plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 30%; sleigh shoe bolts to 3/4, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, \$1.10 to \$1.75 per roll, according to quality; plain, 80c to \$1.60.

CHAIN

Coil, 3-16 in., \$12.50; 1/4, \$9.75; 5-16, \$8.85; 3/8, \$8; 7-16, \$7.75; 1/2, \$7.50; 9-16, \$7.50; 5/8, \$7.40; 3/4, \$7.25; Logging, 5-16, 9/16c; 3/8, 8 3/4c; tie-out, 57 1/2c.

CHURNS

Barrel, No. 0, \$6.75; No. 1, \$6.75; No. 2, \$7.50; No. 3, \$8.25; No. 4, \$9.75 each.

CLEAVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, 1/2 in. round shank, 30%.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., \$6.10; 10 in., \$6.80; 12 in., \$8.
Conductor pipe, 2 in., per 100 ft., ft., \$7.15; 3 in., \$8.60; 4 in., \$11.40.

ENAMELWARE

Canada, 20; Imperial, 30, 12 1/2; Premier, 20; Colonial, 30, 12 1/2; white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, \$2.15 each; 24-oz. bottles, \$4.35 doz.; 12-oz. bottles, \$2.25 doz.

GALVANIZED WARE

17 1/2% advance on net list, except heavy tubs and heavy pails, which are 7 1/2% advance on list.

GLASS, WINDOW Single Double
Up to 25 in.\$ 8 75 \$12 75
26 to 40 9 75 14 75
41 to 50 12 50 16 50
51 to 60 13 00 17 25
61 to 70 14 00 18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., \$2.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 15%.

Corrugated Strap Hinges—4,
\$1.35 5, \$1.30; 6, \$2.65; 8, \$4.30;
10, \$6.35; 12, \$9.70.

Corrugated Tee Hinges—4, \$1.70;
5, \$2.60; 6, \$3.15; 8, \$5.50; 10,
\$7.85; 12, \$11.10.

HORSESHOES

Iron, No. 0 to 1, \$6.25; No. 2 and larger, \$6.00; snowshoes, No. 0 to No. 1, \$6.50; No. 2 and larger, \$6.25; steel, No. 0 to 1, \$6.70; No. 2 and larger, \$6.45; featherweight, \$7.85.

JACKSCREWS

20 per cent. off list.

IRON BAND

1 1/2 in., \$6.30; 1 1/4 in., \$6.30; 1 in., \$6.40.

IRON GALVANIZED Apollo and "Fleur Premier de Lis"

10 3/4 oz. or 28 Eng..\$13 00 \$13 00
28 Am. or 26 Eng... 12 70 12 70
26 Am. or 26 spec... 12 40 12 40
24 12 25 12 25
22 12 25 12 25
18 and 20 12 10 12 10
16 Am. 11 95 11 95

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.
Mrs. Pott's No. 55, set..... \$1 20
Mrs. Pott's No. 50, set..... 1 25
Mrs. Pott's common sad iron handles, \$1.15 dozen. Mrs. Pott's improved, \$1.50 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$5.50; per doz., 75c; B, per case 6 doz., \$4.85; per doz., 90c.

LANTERNS

No. 2, plain \$8 75
No. 20, X-ray 12 50
No. 22, Dash-board 11 25
Short Globe, doz. 8 75

LEAD PIPE, \$17.40

LEAD WASTE, \$18.40

LINSEED OIL

See weekly report.

MATTOCKS

Picks, \$7.75; cutter, \$7.75.

NAILS

Wire, f.o.b. Fort William, \$5.45 base; Winnipeg, \$5.45 base. Cut f.o.b., Winnipeg, \$6.

NETTING. Poultry, 37 1/2%.

Banner Netting, 24 in., \$3.50; 36 in., \$4.50; 48 in., \$5.25; 60 in., \$6.25; 72 in., \$7.

NUTS

Square, small lots, blank, 4 1/2c; Tapped, 4 1/4c advance on list; Hexagon, small lots, blank, 4 3/4c; Tapped, 45c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 20c; Ideal Thresher, 37c; "B" Castor machine oil, 24 1/2c; Buffalo engine gasoline, 35c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 20c; "Engoline" engine coal oil, 16c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 10 1/2c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, \$3.35; Stephens' House, \$3.10; Stephens' Floor, \$2.70; Silkstone, \$2.65.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, \$2.50; less than barrels, \$3.50; American vermilion, 20c; English vermilion, \$3 per lb.; Canadian metallic oxides, barrel lots, 3 1/2c; English purple oxide, in casks, 3 1/2c; less quantities, 4c per lb. Red lead, kegs, \$14; less quantities, 16c.

PICKS, Clay, 6-7, \$7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
1/4 inch	\$ 5 63	\$ 7 97
3/8 inch	5 72	8 06
1/2 inch	7 34	9 14
3/4 inch	9 27	11 70
1 inch	13 73	17 28
1 1/4 inch	18 57	23 40
1 1/2 inch	22 19	27 95
2 inch	29 84	37 62
2 1/2 inch	47 84	60 12
3 inch	62 55	78 66
3 1/2 inch	77 40	.....
4 inch	91 70	.....
4 1/2 inch	108 00	.....
5 inch	126 00	.....
6 inch	163 80	.....

PLASTER, Paris, per bbl., \$3.75.

PLATES, CANADA

18 x 21 per box, half polish, \$11.50; full polished, \$12.50; 18 x 24, half polished, \$11.50; full polished, \$12.50; 20 x 28, half polished, \$11.50; full polished, \$12.50.

FLOW SHARES10c per lb.

POINTS

Landslide plow, 1 1/2 x 14 in., \$1.75 per dozen.

PUTTY

100-lb. irons 5 00
25-lb. irons, per cwt. 5 30
1 1/2-lb. tins 0 09

RIVETS AND BURRS

Iron rivets, 10 per cent. copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.
Five-lb. assorted boxes, No. 8 74c; No. 10, 79c lb.
Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26 1/2c base; pure Manila, 36 1/2c base; British Manila, 30c; base; lath yarn, 26 1/2c base; African hemp, 26 1/2c base; cotton rope, 1/4 and over, 46c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), Net list.

SAWS, BUCK

Happy Medium, \$7.50; Watch Spring, \$7.75; Lance Tooth or Lightning Blades, \$8.25; New Century, \$9.75.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge \$10 25
12 gauge 10 50
14 gauge 10 75

16 gauge 11 00
18-20 gauge 10 30
22-24 gauge 10 35
26 gauge 10 40
28 gauge 10 50

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., \$11.50 per doz.; D.H. Rd. Pt., \$11.50 per doz.; L.H., Sqr. Pt., \$11.50; L.H. Sqr. Pt., \$11.50; D.H., Rd. Pt., \$11.50; Bulldog and Jones, D.H., Rd. Pt., \$12.35; D.H. Sqr. Pt., \$12.35; L.H., Rd. Pt., \$12.35; L.H. Sqr. Pt., \$12.35; Black Cat and Crescent Scoops—No. 4, \$13.70 doz.; No. 6, \$14.60; No. 8, \$15.55; No. 10, \$16.50; Moose and Jones Scoops, No. 4, \$15.15; No. 6, \$16; No. 8, \$16.85; No. 10, \$17.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, 1/4 in., \$7.05; 5-16, \$6.70; 3/8, \$6.50; 1/2, \$6.30.

STAPLES

Bright wire, per cwt., \$5.30 at Fort William, \$5.70 Winnipeg; galvanized staples, \$6.10 Fort William, \$6.50 Winnipeg.

STEEL

Sleighshoe, \$5.50 base per cwt.; plow, common, \$6.50; crucible plow, \$7.50; angle, \$5.35; harrow, \$5.50 base; cast, octagon tool steel, 15c base; square tool, 15c base, spring, \$6.50; machine, \$6.50 base; tire, \$5.60. Mild, 3-16, 1/4, 5-16, \$7.75 base; other sizes, \$5.50 base.

STEEL HOOPS

1/2 in., \$7.75; 3/8 in., \$7.50; 1/4 in., \$6.75; 5/16 in., \$6.50; 1 in., \$6.50; 1 1/2 in., \$6.50; 1 1/2 in., \$37.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C. \$27 00
20 x 28 I.X. 29 00
20 x 33 I.C. 32 00
20 x 33 I.X. 34 25
Terne plates 24 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.... \$2 20
Stephens Exalite, gal..... 3 00

WASHERS

Iron, small lots, 5%+75c; full boxes, iron, 10%+75c.

WHITE LEAD

Decorators' pure, ton lots, \$19.55; less than ton lots, \$19.90.

WIRE, BARB

Lyman, 4-point, \$4.20 f.o.b. Ft. William, \$4.50 Winnipeg; Glidden Cattle, 2-pt., \$4.05 Ft. William, \$4.35 Winnipeg; Baker 2-pt., \$4 Ft. William, \$4.30 Winnipeg; plain twist, cwt., Ft. William, \$4.35; Winnipeg, \$4.75; plain galvanized, Ft. William, No. 9, \$4.85; No. 12, \$5.10; Winnipeg, No. 9, \$5.25; No. 12, \$5.50; coil spring, Ft. William, No. 9, \$5; No. 12, \$5.25; Winnipeg, No. 9, \$5.30; No. 12, \$5.55.

Patented screen in 100-ft. rolls, \$3 per hundred sq. ft.; in 50-ft. rolls, \$3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, \$7.20 Winnipeg; \$6.80 Fort William. Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, \$6.95; 10, \$7; 12, \$7.15; 14, \$7.35; 15, \$7.50; 16, \$7.65 per 100 lbs.

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Royal Canadian, \$17.65 per doz.; Eze, \$51.50 per doz.; Bicycle, \$57.80 per doz.; Ajax, \$115.40 doz.



Reinforcing Bars for Concrete

Shipment from Mill or Stock

Medium Steel, Square Cold Twisted, sizes from $\frac{1}{4}$ to $1\frac{1}{4}$ inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from $\frac{1}{4}$ to $1\frac{1}{4}$ inches, lengths up to 60 feet.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

Now is the time to protect yourself against the ever-increasing prices.

SMALL ANGLES

From $\frac{3}{4}$ " x $\frac{3}{4}$ " x $\frac{1}{8}$ " to 2" x 2" x $\frac{1}{4}$ " in all sizes, thicknesses and lengths.

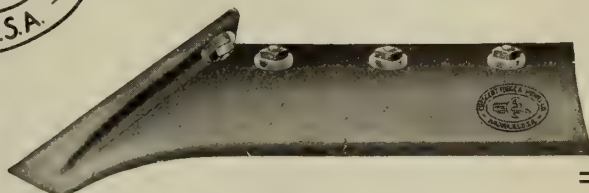
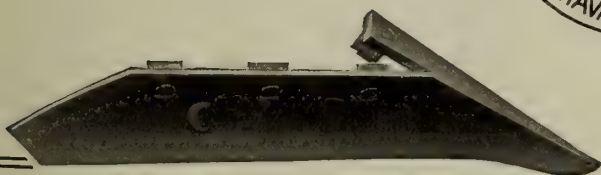
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We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

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WINNIPEG MANITOBA LIMITED



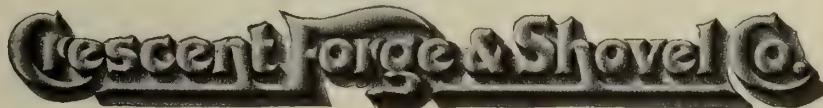
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PIG LEAD PIG TIN
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AND HAVE EVERYTHING FOR
THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

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WANTED, AT ONCE — CAPABLE HARD-
ware man to manage retail hardware
business in thriving Ontario town. State ex-
perience, salary expected, and give references.
Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of *HARDWARE AND METAL*. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading *HARDWARE AND METAL*.

USE THE WANT AD PAGE

If interested, tear out this page and keep with letters to be answered.



Have YOU Seen the New KEYSTONE METAL CASE STAPLED BROOM

It is standing up fine under the hardest kind of treatment in factories, warehouses and railroad yards. The sturdy, all-corn, or corn and bamboo filling cannot be pulled or broken from the heavy maple handle, and business is booming for our dealers.

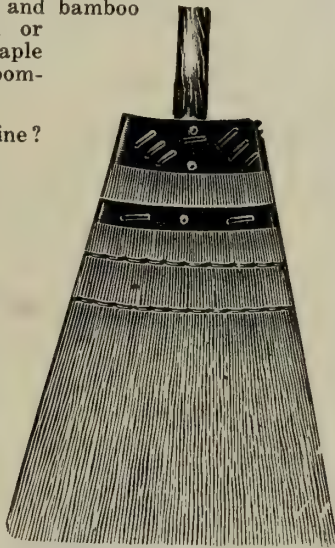
Are you stocking the line?

*Write for prices,
etc., to*

**Stevens-Hepner
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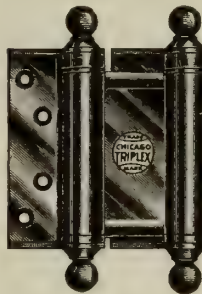
Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.



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Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

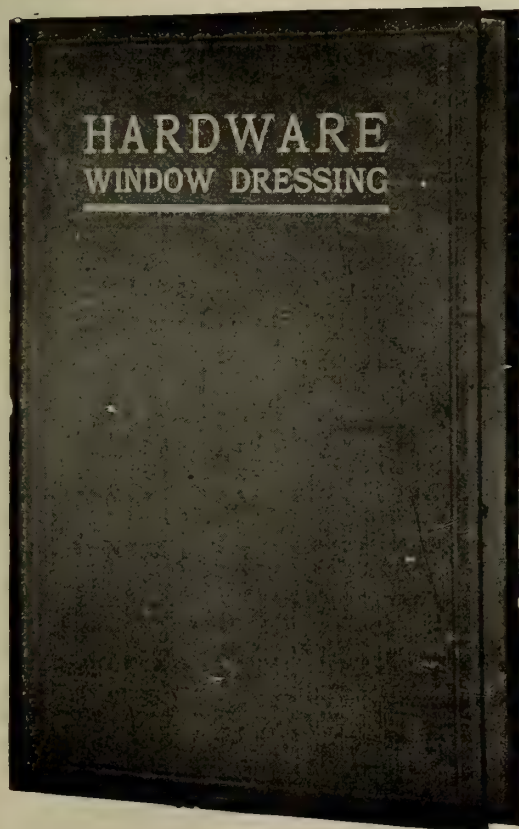
Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

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You May Become a Practical Window Dresser for \$2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

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If interested, tear out this page and keep with letters to be answered.

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Caverhill, Learmont & Co., Mont-
real.
Walter Woods & Co., Hamilton.

Carriage Painters' Supplies

D. Ackland & Son, Winnipeg.

Carriage Tops and Trimmings

D. Ackland & Son, Winnipeg.

Carriage Tires

Gutta Percha & Rubber, Limited,
Toronto.

Cartridges, Metallic

Dominion Cartridge Co., Ltd.,
Montreal.
Remington Arms-Union Metallic
Cartridge Co., Windsor.

Cartridges, .22 Calibre, Big

Game, Sporting
Dominion Cartridge Co., Ltd.,
Montreal.
Remington Arms-Union Metallic
Cartridge Co., Windsor.

Cartridges, Pistol

Dominion Cartridge Co., Ltd.,
Montreal.
Remington Arms-Union Metallic
Cartridge Co., Windsor.

Carving Sets

Landers, Frary & Clark, New
Britain, Conn.

Cash Carriers

Gipe-Hazard Store Service Co.,
Toronto.

Casseroles, Ramequins, Etc.

Landers, Frary & Clark, New
Britain, Conn.

Casters

Faultless Caster Co., Evansville,
Ind.

Ceilings, Metallic

Metallic Roofing Co., Toronto
and Winnipeg.
Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Collar Drainers

Jas. Morrison Brass Mfg. Co.,
Toronto.

Centre Reamers

Wells Bros. of Canada, Galt.

Chafing Dishes

Landers, Frary & Clark, New
Britain, Conn.

Chains

B. J. Coghlin & Co., Montreal.
Andrew B. Hendryx Co., New
Haven, Conn.

Chain Drills

Goodell-Pratt Co., Greenfield,
Mass.

Chairs

Beauchamp, J. E., Montreal.
Walter Woods & Co., Hamilton.

Chamois Skins

Evans & Co., Montreal.

Chasers

Pratt & Whitney Co., Ltd., Dun-
das.

Cheese Cutters

Walter Woods & Co., Hamilton.

Chisels, Cape, Cold, etc.

Brown-Boggs Co., Ltd., Hamil-
ton.

**Caverhill, Learmont & Co., Mont-
real.****Goodell-Pratt Co., Greenfield,
Mass.****Buck Bros., Milbury, Mass.****Stanley Rule & Level Co., New
Britain, Conn.****National Machinery & Supply
Co., Hamilton.****Chucks, Tap****Wells Bros. of Canada, Galt.****Churns, Hand and Power****Beatty Bros., Ltd., Fergus.****Caverhill, Learmont & Co., Mont-
real.****Cummer-Dowswell, Ltd., Hamil-
ton.****Landers, Frary & Clark, New
Britain, Conn.****Walter Woods & Co., Hamilton.****Clamps, Steel****Goodell-Pratt Co., Greenfield,
Mass.****Clamp, Steel Bar****National Machinery & Supply
Co., Hamilton.****Clippers, Horse and Sheep****American Shearer Mfg. Co.,
Nashua, N.H.****Clippers, Toilet****American Shearer Mfg. Co.,
Nashua, N.H.****Closets****Wakye Mfg. Co., Winnipeg.****Clothes Dryers****Cummer-Dowswell, Ltd., Hamil-
ton.****Stratford Mfg. Co., Ltd., Strat-
ford.****Clothes Lines****Walter Woods & Co., Hamilton.****Western Wire & Nail Co., Lon-
don.****Clothes Pins****Wm. Cane & Sons Co., New-
market, Ont.****Megantic Broom Co., Lake
Megantic, Que.****Walter Woods & Co., Hamilton.****Clothes Reels****Cummer-Dowswell, Ltd., Ham-
ilton.****Clothes Racks****Walter Woods & Co., Hamilton.****Coal Chutes****Winnipeg Ceiling & Roofing Co.,
Winnipeg.****Coal Hods****Thos. Davidson Mfg. Co., Ltd.,
Montreal.****Coal Tar and Pitch****J. H. McComb, Ltd., Montreal,
Que.****Coal Oil****Imperial Oil Co., Toronto.****Prairie City Oil Co., Winnipeg.****Cocks, Basin****Jas. Morrison Brass Mfg. Co.,
Toronto.****Cocks, Bath****Jas. Morrison Brass Mfg. Co.,
Toronto.****Cocks, Brass and Iron****Jas. Morrison Brass Mfg. Co.,
Toronto.****Coffee Mills****Landers, Frary & Clark, New
Britain, Conn.****Coffee Percolators**

Thos. Davidson Mfg. Co., Mont-
real.
Landers, Frary & Clark, New
Britain, Conn.

Coffee Urns

Wrought Iron Range Co., To-
ronto.

Coils, Brass, Iron and Copper

Jas. Morrison Brass Mfg. Co.,
Toronto.

Concrete Reinforcings

McGregor, Banwell Fence Co.,
Ltd., Walkerville.
Pedlar People, Limited, Oshawa.

Commutator Stones

Cleveland Stone Co., Cleveland,
Ohio.

Compasses

Marble Arms & Mfg. Co., Glad-
stone, Mich.

Conductor Heads, Ornamental

Metallic Roofing Co., Toronto
and Winnipeg.
Wheeler & Bain, Toronto.

Conductor Hooks

Wheeler & Bain, Toronto.
Metallic Roofing Co., Toronto
and Winnipeg.

Conductor Pipe

Metallic Roofing Co., Toronto
and Winnipeg.
Thos. Davidson Mfg., Co., Ltd.,
Montreal.
Winnipeg Ceiling & Roofing Co.,
Winnipeg.
Wheeler & Bain, Toronto.

Coping Saws

Bridgeport Hdwe. Mfg. Corp.,
Bridgeport, Conn.

Copper Ingots

Tallman Brass & Metal Co.,
Hamilton.

Copper Sheets

Tallman Brass & Metal Co.,
Hamilton.

Corner Bead, Metallic

Metallic Roofing Co., Toronto
and Winnipeg.

Cornices, Metallic

Metallic Roofing Co., Toronto
and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Corrugated Fasteners

Steel Co. of Canada, Ltd., Ham-
ilton.
The Stanley Works, New Bri-
tain, Conn.

Cold Rolled Strip Steel

The Stanley Works, New Bri-
tain, Conn.

Corn Brooms

T. S. Simms & Co., St. John,
N.B.

Corn Planters

Eureka Planter Co., Woodstock.

Cotton Waste

Prairie City Oil Co., Winnipeg.

Corrugated Irons

Metallic Roofing Co., Toronto
and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Counters

Cameron & Campbell, Toronto.

Countersinks

Goodell-Pratt Co., Greenfield,
Mass.

Couplings, Wrought

Canadian Tube & Iron Co., Ltd.,
Montreal.

**Cultivators, Garden, Hand
and Wheel**

Eureka Planter Co., Woodstock.
C. S. Norcross & Sons, Bushnell,
Ill.
Pull Easy Mfg. Co., Waukesha,
Wis.

Cuspidors

Thos. Davidson Mfg., Co., Ltd.,
Montreal.

CLASSIFIED LISTS OF ADVERTISEMENTS

Crowbars
B. J. Coghlin & Co., Montreal.

Cut Nippers
Brown, Boggs Co., Ltd., Hamilton.
L. S. Starrett Co., Athol, Mass.

Cutlery
Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
McGlashan-Clarke Co., Niagara Falls, Ont.
Lewis Bros., Ltd., Montreal.

Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.

Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Cutlery, Pearl Handle and Silver
Landers, Frary & Clark, New Britain, Conn.

Cotter Pins
Wilkinson & Kompass, Hamilton

Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.

Crimped Iron Sheets
Wheeler & Bain, Toronto.

Cut Nippers
L. S. Starrett & Co., Athol,

Cylinder Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.

Dies
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas.

Display Racks and Stands
Cameron & Campbell, Toronto.

Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.

Door Bolts
The Stanley Works, New Britain, Conn.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.

Door Pulls
The Stanley Wks., New Britain, Conn.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Driers
Dougall Varnish Co., Ltd., Montreal.

Driers
Benjamin Moore & Co., Ltd., Toronto.

Driers
Martin-Senour Co., Ltd., Montreal.

A. Ramsay & Son, Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg

Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain.
Wilkinson & Kompass, Hamilton

Dies, Threading
Wells Bros. Co. of Canada, Galt.

Disinfectant, Liquid
Wakye Mfg. Co., Winnipeg.

Disinfectant, Powder
Wakye Mfg. Co., Winnipeg.

Die Stocks
Wells Bros. Co. of Canada, Galt.

Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto.

Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Dusters
Channel Chemical Co., Toronto.

Dry Colors
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian H. M. Johns-Manville Co., Toronto.

Dry Cells
Hyslop Bros., Ltd., Toronto.
Line Hansen & Kimball, Moose Jaw.

Dry Cells
Great West Electric Co., Ltd., Winnipeg.
Mavtag Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago, Ill.

Eave Trough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.

Eave Trough
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Cases
Walter Woods & Co., Hamilton

Factories and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Fibrows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Limited, Oshawa.

Fibrows
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Fans
Northern Electric Co., Ltd., Montreal.

Electric Fans
A. C. Gilbert Co., New Haven, Conn.

Egg Beaters
Collette Mfg. Co., Collingwood.

Electric Flashlights
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Barton Netting Co., Windsor.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal.

Electric Specialties
A. C. Gilbert Co., New Haven, Conn.

Electric Specialties
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.

End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

Enamels
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Engine Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Envelopes
Walter Woods & Co., Hamilton.

Extension Ladders
Stratford Mfg. Co., Ltd., Stratford.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Faucets
Jas. Morrison Brass Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felt, Tarred
J. H. McComb Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.

Fencing and Gates
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.

Fencing and Gates
Steel Co. of Canada, Ltd., Hamilton.

Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd., Hamilton.

Fencing, Lawn
Caverhill, Leamont & Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.

Lewis Bros., Ltd., Montreal.
Standard Tube & Fence Co., Woodstock.

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.

Files
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton

Files
Benjamin Moore Co., Ltd., Toronto.

Filters
Thos. Davidson Mfg. Co., Montreal.

Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Extinguishers, Fire
Northern Electric Co., Montreal.
Gutta Percha & Rubber, Toronto

Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fireplace Furnishings
Barton Netting Co., Windsor.

Flashlights, Electric
Canadian National Carbon Co., Toronto.

Flashlights, Electric
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.

Flashlights, Electric
Interstate Electric Novelty Co., Toronto.

Flashlights, Electric
Great West Electric Co., Ltd., Winnipeg.

Flashlights, Electric
Metal Specialties Mfg. Co., Chicago.

Flashlights, Electric
Northern Electric Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Floor Paints
Benjamin Moore & Co., Ltd., Toronto.

Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford.

Food Choppers
F. W. Lamplough & Co., Montreal.

Food Choppers
Landers, Frary & Clark, New Britain, Conn.

Fire Alarm Apparatus
Northern Electric Co., Montreal.

Farm Lighting Outfits
Northern Electric Co., Montreal.

Floor Oil
Prairie City Oil Co., Winnipeg.

Force Cups
Canadian Consolidated Rubber Co., Toronto.

Force Cups
Gutta Percha & Rubber, Ltd., Toronto.

Fore Planes
National Machinery & Supply Co., Hamilton.

Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Forgings
Steel Co., of Canada, Ltd., Hamilton.

Fruit Jars
Walter Woods & Co., Hamilton.

Friction Taps
Northern Electric Co., Ltd., Montreal.

Forstner Bits
Progressive Mfg. Co., Torrington, Conn.

Funnels
Thos. Davidson Mfg. Co., Ltd.,

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The dealer creates permanent good-will toward his store with each sale of a

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Quality does it—the good work they do and the long service they give create a remembrance that is suggestive to the customer to purchase other needed articles at the same store where those dandy files were bought.

Thus do other sales follow the selling of Delta Files.

Let us tell you all about our attractive agency proposition and of our plans to help the dealer.

Write for full particulars.



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**Never Varies
in Quality and Toughness**

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

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Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
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Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

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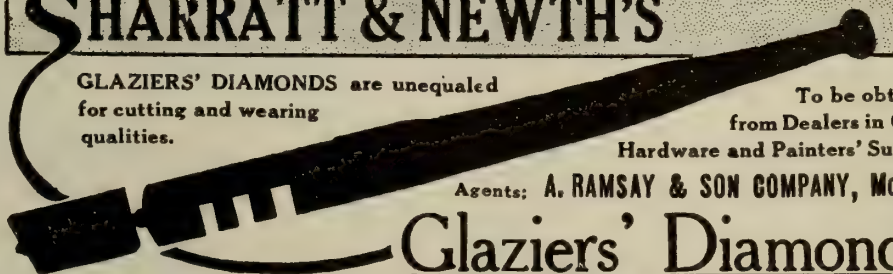
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Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is up to date. Prices right.

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Toronto, Canada

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Channel Chemical Co., Toronto.

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Wells Bros. Co. of Canada, Galt.

Galvanized Iron Cornices

Metallic Roofing Co., Toronto and Winnipeg.

Galvanized Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanized Iron

Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanized Steel Tanks

Pedlar People Limited, Oshawa.

Galvanized Steel Sheets

Dominion Sheet Metal Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Galvanizing

Thos. Davidson Mfg. Co., Montreal.

Gas Water Heaters

Jas. Morrison Brass Mfg. Co., Toronto.

Gauges and Recording Instruments

Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline

Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasoline Drums

Winnipeg Ceiling & Roofing Co., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.

Garden Cultivators and Weeders

C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock, Ont.

Garage Hardware

The Stanley Works, New Britain, Conn.

Garbage Cans

Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

Garnet Paper

The Carborundum Co., Niagara Falls, N.Y.

Garages, Portable

Winnipeg Ceiling & Roofing Co., Winnipeg.
The Pedlar People, Oshawa.

Gates, Farm

McGregor-Banwell Fence Co., Ltd., Walkerville.

Gates, Stock

McGregor-Banwell Fence Co., Ltd., Walkerville.

Glass

A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Plate

Toronto Plate Glass Imp. Co., Toronto.

Glass, Beaded

Toronto Plate Glass Imp. Co., Toronto.

Glass, Ornamental

Toronto Plate Glass Imp. Co., Toronto.

Glass, Stained

Toronto Plate Glass Imp. Co., Toronto.

Glass Cutters

Goodell-Pratt Co., Greenfield, Mass.

Glass Benders

Toronto Plate Glass Imp. Co., Toronto.

Glaziers' Diamonds

Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Glues

R. C. Jamieson & Co., Ltd., Montreal.

Grain Scoops

Wakyte Mfg. Co., Winnipeg.

Granaries, Portable Metallic

Pedlar People Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Granary Lining

Metallic Roofing Co., Toronto and Winnipeg.

Grease Cups, Pressed Steel and Brass

Canadian Wrinkley Co., Windsor

Grinders, Hand and Power

The Carborundum Co., Niagara Falls, N.Y.

Grindstones

Carborundum Co., Niagara Falls, N.Y.

Cleveland Stone Co., Cleveland.

Grinding Wheels

The Carborundum Co., Niagara Falls, N.Y.

Generators

Northern Electric Co., Montreal.

Glass, Art

Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Polished, Wired

Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Bevelled

Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto.

Glass, Window

Excelsior Plate Glass Co., Toronto.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Windshield

Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Greases, Transmission

Prairie City Oil Co., Winnipeg.

Gloves, Rubber

Northern Electric Co., Montreal.

Gunsights

Marble Arms & Mfg. Co., Gladstone, Mich.

Guns

Remington Arms-Union Metallic Cartridge Co., Windsor.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.

Hack Saws

Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

National Machinery & Supply Co., Hamilton.

Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Blades

Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Frames

Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

National Machinery & Supply Co., Hamilton.

L. S. Starrett Co., Athol, Mass.

Hack Saw Machines

Goodell-Pratt Co., Greenfield, Mass.

Hammers

Stanley Rule & Level Co., New Britain, Conn.

Hand Drills

Goodell-Pratt Co., Greenfield, Mass.

Hammer Handles

St. Mary's Wood Specialty Co., St. Mary's, Ont.

Handles

The Stanley Works, New Britain, Conn.

Handles, All Kinds

Wilkinson & Kompass, Hamilton
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hangers, Door

Beatty Bros., Ltd., Fergus.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Wks., New Britain, Conn.

Hangers, Door and Track

Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.

Hangers, Storm Sash and Screen

The Stanley Works, New Britain, Conn.

Hand Taps

Wells Bros. Co. of Canada, Galt.

Handscrews

National Machinery & Supply Co., Hamilton.

Handscrews, Adjustable Wood

National Machinery & Supply Co., Hamilton.

Hand Vises

Goodell-Pratt Co., Greenfield, Mass.

Hardwood Lumbers

D. Ackland & Son, Winnipeg.

Hardware Specialties

Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.

Hardware, Metal Window

The Stanley Works, New Britain, Conn.

Harvester Oil

Prairie City Oil Co., Winnipeg.

Harness Oil

Prairie City Oil Co., Winnipeg, Man.

Hatchets

Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps

Canada Steel Goods Co., Hamilton.

Heaters

Beauchamp, J. E., Montreal.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Hinges, Spring

Wm. Newman & Sons, Birmingham, Eng.

Hinges

Beauchamp, J. E., Montreal.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.

Wm. Newman & Son, Birmingham, Eng.

Steel Co., of Canada, Ltd., Hamilton.

The Stanley Works, New Britain, Conn.

Hockey Pucks

Gutta Percha & Rubber, Ltd., Toronto.

Hockey Sticks

J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes

Ward & Payne, Sheffield, Eng.

Hoists

Manitoba Bridge & Iron Wks., Ltd., Minnipeg.

Hollow Handled Tools

Stanley Rule & Level Co., New Britain, Conn.

Horse Singers

Collins Mfg. Co., Toronto.

Hones, Razor

The Carborundum Co., Niagara Falls, N.Y.

Hose, Mill Fire

Gutta Percha & Rubber Co. Ltd., Toronto.

Hoes, Five-Prong and Three-Prong

C. S. Norcross & Sons, Bushnell, Ill.

Hose, Garden and Lawn

Gutta Percha & Rubber Co., Toronto.

Hooks, All Steel, Conductor

Metallic Roofing Co., Toronto and Winnipeg.

Horse Covers, Rubber

Canadian Consolidated Rubber, Montreal.

Horse Shoes

D. Ackland & Son, Winnipeg.
Steel Co., of Canada, Ltd., Hamilton.
Wilkinson & Kompers, Hamilton.

Horse Nails

D. Ackland & Son, Winnipeg.

Hotel and Restaurant**Kitchen Equipment**

Wrought Iron Range Co., Toronto.

Hoops, Wire

Laidlaw Bale Tie Co., Ltd., Hamilton.

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Caverhill, Learmont & Co., Montreal.

Lewis Bros., Ltd., Montreal.

Jas. Morrison Brass Mfg. Co., Toronto.

Gutta Percha & Rubber, Limited, Toronto.

Goodyear Tire & Rubber Co., Toronto.

Ice Cream Freezers

Wm. Crane & Sons Co., Ltd., Newmarket, Ont.

Thos. Davidson Mfg. Co., Ltd., Montreal.

North Bros. Mfg. Co., Philadelphia, Pa.

Ice Scrapers

James Bros. Co., Perth.

Ignition Accessories

Northern Elec. Co., Montreal.

Incubators

Collins Mfg. Co., Toronto.

Indicators, Speed

L. S. Starrett Co., Athol, Mass.

Injector, Automatic

Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision

L. S. Starrett Co., Athol, Mass.

Iron Sheets, Black and Galvanized

Dominion Sheet Metal Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.

Iron Bars

Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Iron and Steel Bars

Caverhill, Learmont & Co., Montreal.

Steel of Canada, Ltd., Hamilton.

Lewis Bros., Ltd., Montreal.

Nova Scotia Steel Co., New Glasgow, N.S.

Irons, Gas

National Stamping & Electric Works, Chicago, Ill.

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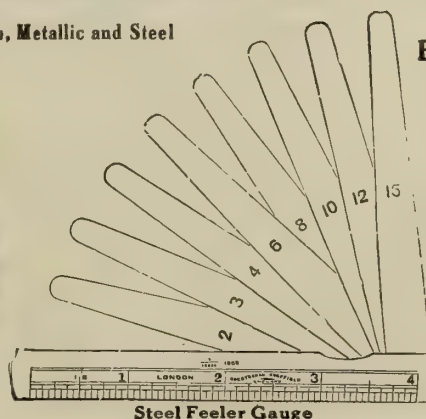
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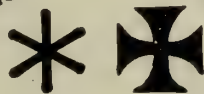
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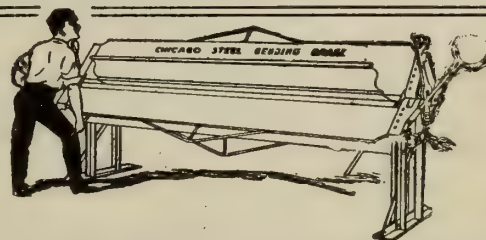
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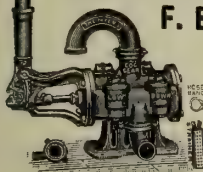
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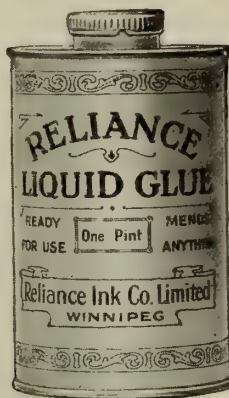
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PIG IRON**
and SIEMENS-MARTIN
OPEN HEARTH STEEL

If you have a business to dispose of,
or are in need of efficient help, try a
Want Ad. in Hardware and Metal, and
let it assist you in filling your needs.



RELIANCE LIQUID GLUE

THE intense
strength of
this glue, com-
bined with the
fact that it is
always ready for
use, and grips any
surfaces, makes it
the ideal glue for
any kind of work.

Your wholesaler
sells it.

Reliance Ink Co., Ltd., Winnipeg

A condensed ad. in this paper will
bring replies from all parts of
Canada.

Reliable
**Building
Supplies**
of all kinds

**Building Paper, Wall Board,
Ready Roofing, Deading Felt,
Plaster Paris, Fire Brick, etc.**

Increased Sales In Sight

Building in Western Canada
country districts is showing an
increase this year. Meet the de-
mand for materials with our profit-
making, business-pulling lines.

WALTER BELYEA & CO.
Successors to late Thomas Black, Winnipeg



WE'RE HEADQUARTERS FOR

Eavestroughs,	Corrugated
Conductor-	Iron,
pipes,	Ventilators,
Fittings,	Etc.

**LARGE STOCKS OF
GALVANIZED IRON SHEETS**

WRITE FOR PRICES

Wheeler & Bain

Toronto

OPINION NO BETTER THAN INFORMATION

FORTUNES have been lost, and
are being lost, by men who have
made or make bad investments,
because of insufficient information,
who take capricious opinion—their
own or others'—as their guide in buy-
ing or selling.

"A man's opinions is no better than
his information."

Paste this in your hat, on your desk—
anywhere and everywhere as a good
working principle.

Then follow the lead of this saying by
having each week The Financial Post
of Canada.

There you will get informed opinion—
by many men trained to get at facts,
to get ample information, and to in-
terpret their knowledge lucidly.

In THE POST each week, you will
find authoritative and well informed
opinion—lots of it—grouped under
these and other heads—Steel, Milling,
Transportation, Pulp and Paper, Light
and Power, Textiles.

You will find much else bearing on in-
vestments. THE POST will help you
to acquire the broad and balancing
mind of the well-informed banker or
business man.

Issued every Saturday, \$3 per year. Sample
copy gladly sent on request.

THE FINANCIAL POST OF CANADA
143-153 University Avenue, Toronto.

Telephone Main 7324.

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

- Registers**
Barton Netting Co., Ltd., Windsor, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Kir-Ben, Ltd., Almonte, Ont.
Pease Foundry Co., Toronto.
- Reamers, Pipe**
Wells Bros Co. of Canada, Ltd., Galt.
- Repairs for Binders and Mowers**
D. Ackland & Son, Winnipeg.
- Rifles**
Harrington & Richardson Arms Co., Worcester, Mass.
Remington Arms-Union Metallic Cartridge Co., Windsor.
- Ridge Cap**
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
- Rivets**
Brown, Boggs Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.
- Robe Rails, Automobile**
Kinzingers, Bruce & Co., Niagara Falls, Ont.
- Roller Crushers**
Manitoba Engines, Brandon, Man.
- Rollers, Lawn**
Rice, Lewis & Sons, Ltd., Toronto.
Whites, Limited, Collingwood.
- Roller Bearing Plate Slides**
Faultless Caster Co., Evansville, Ind.
- Roof Lights, Metallic**
Metallic Roofing Co., Toronto and Winnipeg.
- Roofing**
Bird & Son, East Walpole, Mass.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Roofing, Rubber**
J. H. McComb, Ltd., Montreal.
- Roofing, Felt**
J. H. McComb, Ltd., Montreal.
- Roofing, Roll**
Bird & Son, East Walpole, Mass.
- Roofing Supplies**
Bird & Son, East Walpole, Mass.
J. H. McComb, Ltd., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Roofs, Silo**
Pedlar People, Ltd., Oshawa.
- Rope, Cotton**
Star Brand—All Jobbers.
- Rubber Cement**
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.
- Rubber Footwear**
Gutta Percha & Rubber, Ltd., Toronto.
- Rubber Goods**
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.
- Rubber Tubing**
Gutta Percha & Rubber, Ltd., Toronto.
- Rubber Mats**
Canadian Consolidated Rubber Co., Montreal.
- Rules**
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
- Rules, Boxwood**
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
- Rules, Spring Joint**
Lufkin Rule Co., Ltd., Windsor, Ont.
- Rules, Steel**
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
- Rules, Wooden**
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
- Saddlery Brushes**
T. S. Simms & Co., St. John, N.B.
- Sanitary Closets**
Wakyte Mfg. Co., Winnipeg.
- Sash Cord**
"Hercules" Brand—All Jobbers.
"Star Spiral" Brand—All Jobbers.
- Saws**
Caverhill, Learmont & Co., Montreal.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal.
- Saws, Crosscut and Hand**
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal.
- Saws, Hack**
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
Simonds Canada Saw Co., Montreal.
- Saw Sets**
Goodell-Pratt Co., Greenfield, Mass.
- Saw Sets, Jointers and Gauges**
Dillon Mfg. Co., Oshawa, Ont.
- Scales and Balances**
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
- Scales, Pitless**
Aylmer Pump & Scale Co., Aylmer, Ont.
- Scales, Wagon Stock**
Aylmer Pump & Scale Co., Aylmer, Ont.
- Screws**
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.
- Screw Plates**
Wells Bros. Co. of Canada, Galt.
- Screw Drivers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
- Screen Door Sets**
The Stanley Works, New Britain, Conn.
- Screw Drivers**
Goodell-Pratt Co., Greenfield, Mass.
National Machinery Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
- Scrapers**
Stanley Rule & Level Co., New Britain, Conn.
- Seythe Stones**
Cleveland Stove Co., Cleveland, Ohio.
The Carborundum Co., Niagara Falls, N.Y.
- Shades, Gas, Electric Fixtures**
Northern Electric Co., Montreal.
- Shaving Strops**
The Carborundum Co., Niagara Falls, N.Y.
- Sheet Metal Products**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Shears, Garden**
Ward & Payne, Sheffield, Eng.
- Shears and Scissors**
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Son, New York.
- Sheep and Cattle Dip**
Wakyte Mfg. Co., Winnipeg.
- Shells, Empty Paper Shot**
Remington Arms-Union Metallic Cartridge Co., Windsor.
- Shells, Loaded**
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Ltd., Montreal.
- Shells, Shot**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
- Shellac**
McArthur Irwin, Montreal.
Berry Bros., Walkerville.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
- Shingles, Asphalt**
Bird & Son, East Walpole, Mass.
- Shelf Boxes**
Cameron & Campbell, Toronto.
- Shingles, Metallic**
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Shelves, Glass**
Kinzingers Bruce & Co., Niagara Falls, Ont.
- Shingle Stains**
McArthur Irwin, Montreal.
- Shot**
Steel Co. of Canada, Ltd., Hamilton.
- Shot Guns**
Dominion Cartridge Co., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Remington Arms—Union Metallic Cartridge Co., Windsor.
Marble Arms & Mfg. Co., Gladstone, Mich.
- Shot Guns, Repeating**
Remington Arms—Union Metallic Cartridge Co., Windsor.
- Shovels, Snow**
Beauchamp, J. E., Montreal.
- Silo Roofs**
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Limited, Oshawa.
- Shower Baths**
Kinzingers Bruce & Co., Niagara Falls, Ont.
- Smooth Plates**
National Machinery & Supply Co., Hamilton.
- Sidings, Metal**
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa.
- Skylights, Metallic**
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Sockets**
Northern Electric Co., Montreal.
- Solderall**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Skylights**
Pedlar People Limited, Oshawa.
Wheeler & Bain, Toronto.
- Solder**
Hoyt Metal Co., Toronto.
Northern Electric Co., Ltd., Montreal.
- Snow Shovels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Soap Dishes**
Kinzingers Bruce & Co., Niagara Falls, Ont.
- Spark Plugs**
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
Interstate Electric Novelty Co., Montreal.
Northern Electric Co., Ltd., Toronto.
Eclipse Mfg. Co., Indianapolis, Ind.
- Spoke Shaves**
Stanley Rule & Level Co., New Britain, Conn.
- Sponge Baskets**
Kinzingers Bruce & Co., Niagara Falls, Ont.
- Sporting Goods**
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood.
Thos. Davidson Mfg. Co., Montreal.
- Sprayers**
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
- Spring Dies**
Wells Bros. Co. of Canada, Galt.
- Spring Hinges**
Wm. Newman & Sons, Birmingham, Eng.
- Springs, Shoe Door**
Wm. Newman & Sons, Birmingham, Eng.
- Sporting Goods**
Wm. Newman & Sons, Birmingham, Eng.
- Spring Shackle Bolts**
Canadian Winkley Co., Windsor.
- Squares, Wood and Steel**
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
- Stable Fittings**
Beatty Bros., Fergus, Ont.
- Stains, Shingle**
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
The Ottawa Paint Works, Toronto.
Sherwin-Williams Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
- Stains, Oil, Wood**
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
- Stains, Wood**
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
- Stable Fittings, Steel**
Dillon Mfg. Co., Oshawa, Ont.
- Staples**
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.
- Steamers and Boilers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Steel Bars**
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

MEDALS

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

"EUREKA" Garden Tools and Implements

The Eureka Line includes Garden Drills, Cultivators, Sprayers, Planters and Seeders, Sanitary Churns, Root Cutters, Combination Wagon Box and Rack Spring Seats. These goods are standard goods of a high quality and are guaranteed as represented. Ask for Catalogue.
The Eureka Planter Co. Ltd., Woodstock, Ont

BATH ROOM FITTINGS



KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES



The Original
Short Globe
Lantern.

Made only by
Ontario Lantern & Lamp Co.,
HAMILTON, CANADA Limited

TRADE **SAWYER** MARK
Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"

PLEWES LIMITED, Distributors,
WINNIPEG

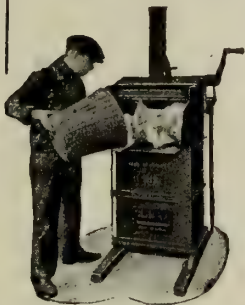


Strong, Easy-Running Trucks

Made in all styles and sizes. Stocked for quick deliveries. Rubber tired if ordered. Made to order. Also hand trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

Waste Paper Balers



"CLIMAX"
ALL-STEEL

Turn your waste
paper into money.
12 sizes. \$22.50 up

**Climax Baler
Company**

Emerald St.
Hamilton, Ont.



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLUGH & CO.
Unity Bldg., Montreal

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite



Quick
Service

Northern Bolt, Screw & Wire
Co., Ltd., Owen Sound, Ont.



**POULTRY
LEG BANDS & 25¢
EAR TAGS FOR STOCK**

Poultry Leg Bands and Ear Tags for Stock. Tag your stock and mark your poultry. Best means of identification for Sheep, Cattle and Poultry. Name, address and number stamped on tag. Samples and prices on request.
THE RIDEAU SPECIALTY CO.,
Smiths Falls, Ont.

BEAR BRAND LAMP BLACKS

A Germantown of quality
that gets big business.
WILCKES, MARTIN, WILCKES CO.
115 WILLIAM ST. NEWYORK



SPRAYERS

We are makers of several kinds of Sprayers—Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

THE COLLINS MFG. CO.
415 Symington Ave., Toronto



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.



Manufacturers of Builders' Hardware,
Castings and Steel Stampings.

**NATIONAL HARDWARE CO.
LIMITED**
GRILLIA ONTARIO, CANADA

The PARMENTER BULLOCH CO., Ltd GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Over-shoe Buckles, Felloe Plates.

Make Your Own Paper Money



Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

**Paper
Baler**

Strongest, simplest, most efficient and easiest to operate—Full particulars from
SPIELMANN AGENCIES RGD
45 St. Alexander St., Montreal.

WRITE TO-DAY

ENAMELLED STEEL BATH

Body made of high-grade galvanized steel, finished on the inside with three coats of Pure White Enamel.
A VERY ATTRACTIVE, DURABLE BATH AT A SMALL PRICE. Write for full details.

The Steel Trough & Machine Co., Limited, Tweed, Ont.

Tell the Advertiser where you
saw his Advertisement.

This space \$1.00
per insertion on
yearly order.

CLASSIFIED LIST OF ADVERTISEMENTS

Vises, Household

National Machinery & Supply Co., Hamilton.

Wads

Remington Arms-Union Metallic Cartridge Co., Windsor.

Wall Board

Beaver Companies, Ottawa, Ont.
Bird & Son, East Walpole, Mass.

Washers

Dillon Mfg. Co., Oshawa, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee, Wis.
Wilkinson & Kompass, Hamilton

Wash Boards

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
McFarlane Ladder Works, Toronto.

Wash Stands

Wakye Mfg. Co., Winnipeg.

Washing Machines, Electric and Power

Beatty Bros., Ltd., Fergus.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton.
Northern Electric Co., Ltd., Montreal.

Washing Machines, Hand

Beatty Bros., Ltd., Fergus.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Waste, Cotton

Prairie City Oil Co., Winnipeg.
Wilkinson & Kompass, Hamilton

Water Bowls

Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.

Watering Cans

Thos. Davidson Mfg. Co., Ltd., Montreal.

Wax, Floor

Benjamin Moore & Co., Ltd., Toronto.

Well Curbing

Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Weather Vanes

Metallic Roofing Co., Toronto and Winnipeg.

Whitewash Outfits

Collins Mfg Co., Toronto.

Weeders, Flowers and Shrubbery

C. S. Norcross & Sons, Bushnell, Ill.

Weeders, Garden (hand and wheel)

C. S. Norcross & Sons, Bushnell, Ill.

Wholesale Hardware

Caverhill, Learmont & Co., Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice, Lewis & Sons, Ltd., Toronto.
Whites, Ltd., Collingwood.

Whisks

Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John

White Lead

Brandram - Henderson, Ltd., Halifax, N.S.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Windows, Metallic, Fireproof

Pedlar People, Ltd., Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.

Wire

Canadian Tube & Iron Co., Ltd., Montreal.
British Aluminum Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Steel Co. of Canada, Hamilton.
Western Wire & Nail Co., London.

Windmills

Manitoba Engines, Brandon, Man.

Wires and Cables

Northern Electric Co., Montreal.

Wire Fence

Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cutters

Northern Electric Co., Ltd., Montreal.

Wire Hoops

Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire Nails

Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Wire Rods

Steel Co. of Canada, Ltd., Hamilton.

Wood Finishes

R. C. Jamieson & Co., Ltd., Montreal.

Wood Screws

Canadian Tube & Iron Co., Ltd., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal

Wrenches & Accessories

Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Timont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.

Wrenches, Car

Dillon Mfg. Co., Oshawa, Ont.

Wrenches, Ratchet

L. S. Starrett Co., Athol, Mass.

Wrenches, Rim

Goodell-Pratt Co., Greenfield, Mass.

Wrenches, Bit, Brace, Nut

Wells Bros. Co. of Canada, Galt.

Wringers, Hand

Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal.
Cummer-Dowswell, Ltd., Hamilton.
J. H. Connor & Son, Ltd., Ottawa.
Lewis Bros., Ltd., Montreal

Wringers, Power

J. H. Connor & Son, Ltd., Ottawa.
Cummer-Dowswell, Ltd., Hamilton.

Zinc Ornaments and Stampings
Metallic Roofing Co., Toronto and Winnipeg.

To the Wholesale Trade

RAZORS

We have in stock at Montreal

600 DOZEN

high-grade guaranteed razors manufactured by The Geneva Cutlery Co., Geneva, N.Y. Sizes $\frac{1}{2}$ ", $\frac{5}{8}$ ", $\frac{3}{4}$ ". Assorted handles, square, round and swedged points.

Every Razor Guaranteed.

LOW PRICES

Seize this opportunity while they last.

Write or wire

SAUNDERS & COMPANY

St. Nicholas Bldg., Montreal



White

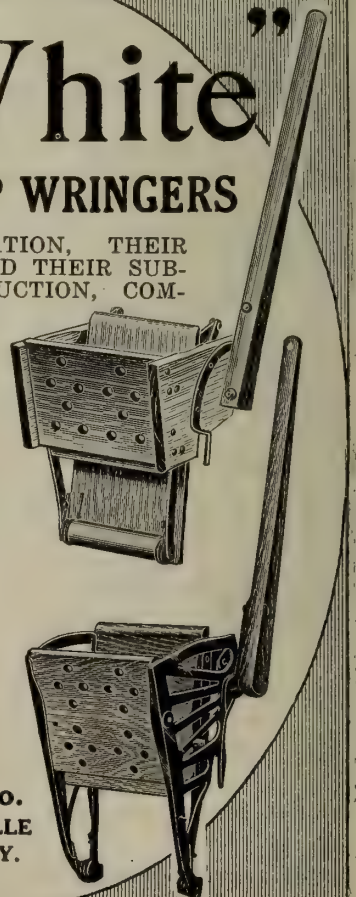
MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use — often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife — it sells itself and is a good profit-maker.

White Mop
Wringer Co.
FULTONVILLE
N.Y.



Wanted

SITUATIONS VACANT

WANTED — CAPABLE salesmen to call on the retail hardware merchants in Manitoba, Saskatchewan and Alberta, representing established house. Give your qualifications in first letter. Applications will be treated confidentially. Will pay good salary and commission. A real live salesman can earn from \$300.00 to \$400.00 a month at this proposition. No order takers need apply. Apply Box 468, Hardware and Metal.

SITUATIONS WANTED

EXPERIENCED TRAVELLING MAN DESIRES new connection in hardware, stove or paint line. Good connection in Ontario. Box 474, Hardware and Metal.

YOUNG MAN WITH SEVERAL YEARS' EXPERIENCE in general hardware business, is open for a position of hardware salesman or machinery supply clerk. An A.R. man. Apply Box 471, Hardware and Metal.

FOR SALE

FOR SALE — FINANCIAL INTEREST IN A retail hardware business in a Western Canadian city. Party investing would have to be capable of taking charge of the business as manager, and would be required to invest at least \$5,000.00. Business in excellent shape and making good money. A rare opportunity for the right man. Write Box 472, Hardware and Metal.

FOR SALE—TINSMITHING BUSINESS WITH stock of tin and iron and full equipment of tools required for country work. No opposition for miles around. Splendid opportunity for good man. Apply Miss MacIntosh, Minden, Ont.

UNDERWOOD TYPEWRITERS — MODERN visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

Agents wanted to sell our Signs and Show Cards

W. H. STEVENSON
STEVENSON BLDG. TORONTO

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACTURERS' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal under this heading.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIX- tures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY IN- stallation of Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness — it compels people to think of you.



A PERFECT SAW for Every Purpose



ATKINS

SAWS

and



Trowels

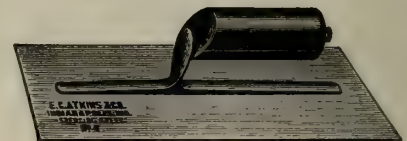
The entire line made of Sterling Steel. Best possible combination of Quality, Material, Satisfaction and Profit. Covered by our Money-Back Guarantee.

Order from your Jobber—or direct from Branch or Factory.

Write immediately for complete book on Sterling Steel Saws. (Mention Catalog H.M.)

E. C. ATKINS & CO., STERLING SAWS MADE IN CANADA

Factory—Hamilton, Ont.; Vancouver Branch: 109 Powell St.



Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Ask Us For Wrapping Papers

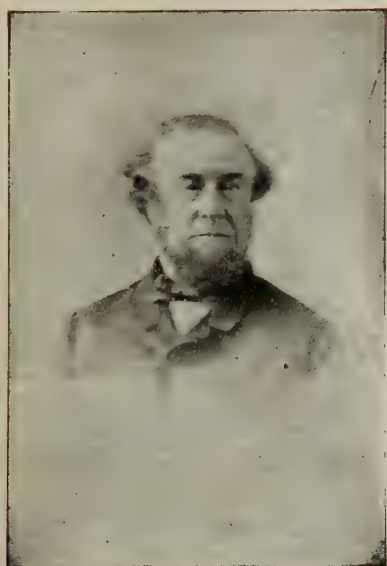
10,000 Rolls and Reams
and

Twines

Very large assortment.

Walter Woods & Co.
Hamilton and Winnipeg

If interested, tear out this page and keep with letters to be answered.



ALEXANDER RAMSAY
Founder of A. Ramsay & Son Co. (1842)



ALEXANDER RAMSAY
Late President. Died 1916



WALTER B. RAMSAY
President 1917

Three Generations IN BUSINESS 75 YEARS

Since 1842 this firm has been engaged in the manufacture of high-grade paints, varnishes and similar lines. The policy of square dealing and fair dealing laid down by the founder has always been strictly adhered to in the past, and the present executive is guided by the same principles.

Quality products at a fair price will always be the aim and object of this institution.



A. Ramsay & Son Co.

Manufacturers of

READY MIXED PAINTS

"The Right Paint to Paint Right"

also

Varnishes, White Lead, Colors, Japans, etc.

MONTREAL

TORONTO

VANCOUVER

If interested, tear out this page and keep with letters to be answered.

FROTHINGHAM & WORKMAN, Limited

Wholesale Hardware and Iron Merchants

Montreal

Canada

Established



108 Years

TRADE

MARK

This Company is among the few Canadian firms that have passed the century mark of their career. That the firm has experienced history is a fact that the accompanying cut bears out. The cut is the last part of an invoice for English Hardware imported by the firm in the spring of 1815, and it shows how the escape of Napoleon from the Island of Elba affected the business conditions of the day.

*Amount brought forward
Insurance on £4155 at 5 Quins to ret n 50% for convey &
Duty 10 10- Comen from making 12 1/2%
Disce 7 1/2% for Cash*

3798	18	10
218	2	9
31	5	6
249	8	3
4048	7	1
303	12	6
3744	14	7

*Errors Excepted
J.R. & Co.*

*The premium on Insurance has risen since the re-appearance of
Bonaparte & the above is the best Terms we could obtain*

Straightforward business methods have characterized the policy of the firm from its inception in 1809, with the result that it has gained the entire confidence of the Canadian trade.

If interested, tear out this page and keep with letters to be answered.

1866-1917

Fifty-one Years of Success Marks the Career of A. C. Leslie & Co., Limited Montreal Prominent Canadian Iron, Steel and Metal Merchants

The past half century has seen marvellous and undreamed of developments in Canada and the celebration of our semi-century of Confederation is surely a worthy event.

Closely allied with the Act of Parliament which effected a greater Canada, is the career of A. C. Leslie & Company, Limited. The firm was founded just one year before the Act came into effect, and has succeeded, by an aggressive but conservative policy, in sharing in the wonderful growth that has been Canada's since 1867.

The history of the firm is more than interesting. Its experience portrays notable commercial conditions in Canada of various periods since Confederation.

ALEXANDER CHRISTIE LESLIE, the founder of this business, was born in Aberdeen, Scotland, in 1833, but came to Canada with his parents while a very young child. The family lived for a short time at Kingston, Ont., and then moved to Rochester, N.Y., where most of Mr. Leslie's boyhood was spent, and later to St. Catharines, Ont., where he learned the hardware business with the firm of Jas. R. Benson & Co., long since out of business. After mastering the retail trade, he entered the wholesale house of R. Juson & Co., then one of the leading firms in Ontario, and by dint of hard work and thorough knowledge of the business had risen to the position of manager when the firm retired in 1866, after a successful career. Mr. Leslie then started for himself as a broker and manufacturers' agent for all kinds of shelf and heavy hardware, in Montreal, at first on Lemoine Street, but after a year or two he moved to the premises at 45 and 47 St. Paul Street, where the firm remained for fully thirty years.

One of his earliest agencies was that of Alfred Field & Co., Birmingham, England, still prominent as export merchants for all kinds of hardware. Not long after he arranged to represent the late John Lysaght, of Bristol, Eng., and with such success that the fame of "Queen's Head" Galvanized Iron, which was then newly on the market, was before long known throughout the whole country. Among other early agencies were those of William Jessop & Sons, Limited, of Sheffield; the Whitecross Company, Limited, and Monks, Hall & Co., Limited, of Warrington, Eng. (the latter firm being represented by Mr. Leslie since it started business); Sim & Coventry, metal merchants of Liverpool; Carron Company, the pioneer Scottish ironmasters, and Thomas Ellis, Limited, the leading Scottish bar iron makers. Most of these connections continue to the present time.

Mr. Leslie rarely missed his annual trip to Great Britain, and probably no person in the trade was so closely in touch with British manufacturers or more conversant with every detail of the business. With the advantage of such direct connections with makers, the firm, which, with the exception of a short period, was composed of Mr. Leslie alone, soon built up a large trade throughout Ontario and Quebec. At that time Manitoba was hardly heard of, and the Maritime Provinces did little business with "Canada," that little, until after the completion of the Intercolonial Railway, being done by direct steamers from Montreal to Halifax, St. John and other Atlantic ports.

Old-timers in the trade talk of the change in conditions of business now. Then, nearly everything was imported from Great Britain, and invariably by steamers direct to Montreal, inland points being reached by the Grand Trunk or Great Western Railways, or by steamers on the St. Lawrence and Ottawa Rivers, and on Lakes Ontario, Erie and Huron. From these ports, or from the nearest railway stations, freight was hauled great distances, and it was nothing unusual for goods to be teamed from Montreal to Ottawa, and even farther. The competition in rates between steamers and railways was often very keen, pig iron having been taken from Montreal to Toronto as low as 80 cents per ton, while immediately after the close of navigation the rate was raised to \$6.00 per ton. Naturally there was a great rush to receive and ship all goods before the close of navigation, and then a long, lazy winter.

The boom of '73 is still spoken of, when the price of pig iron went to \$45 per ton and collapsed the next spring, other commodities following suit, and the result was widespread disaster, involving many prominent hardware firms, but A. C. Leslie & Co., though heavy losers, weathered the storm. The old-time merchant speaks of having bought iron during the winter for spring delivery at \$45, which was only worth \$28 on arrival.

After the introduction of the National Policy in 1878, many of the manufactured lines formerly imported began to be made in Canada, causing a reduction in the firm's trade in such lines, and their attention was devoted to developing the trade in such raw materials as Pig Iron, Puddled Bars, Bar Iron, Wire and Wire Rods, and especially in Galvanized and other Sheet Iron. Most of the lines of shelf hardware formerly carried were dropped, but the connection in Cutlery and Silverware was retained, Mr. Leslie taking a special interest in those lines and being thoroughly familiar with all the details of this department.

Another change in the nature of the business was necessitated by the "Tupper Tariff" of 1888, which at once swept away the large trade previously done in Puddled Bars for the use of Canadian rolling mills, and a large part of the trade in Bar Iron, Wire and other lines. But again Mr. Leslie adapted himself successfully to changed conditions, and turned his attention more exclusively to the growing trade for Galvanized and Black Sheets, and in Tin and Canada Plates, securing a direct connection with the largest manufacturers of tinplate in Wales, which resulted in a large development in these lines.

In 1887 an office was opened in Toronto in charge of William S. Leslie, the oldest son of Mr. Leslie, who returned to Montreal in 1896, and was admitted as a partner in 1896.

The firm's agencies had been almost entirely British, except during the reciprocity treaty with the United States, when large quantities of American Iron, Steel and Hardware were imported, but in the early nineties, when prices of American Steel products ruled so low, they established connections with a number of the leading makers, including the Cambria Steel Co., Oliver Wire Co., and Garland Chain

Co., later merged into the Standard Chain Co., and built up a considerable trade in these lines. Most of these connections have since lapsed, owing chiefly to the absorption of individual companies in the U.S. Steel Corporation, and at all times, when it has been a choice between British and American connections, the firm has never hesitated in choosing the British, and has seldom suffered by doing so.

The death of Mr. A. C. Leslie, from heart trouble, on Nov. 13, 1896, was a severe blow, removing the one to whose personality and perseverance the business owed its success. It is more fitting that any appreciation of his worth should be expressed by those outside of his own family, but his successors must testify that their best asset was the good name left by Mr. Leslie, and that any success achieved since then has been primarily due to the strength of the foundations laid by him. They have simply tried to follow the principles which actuated him.

After Mr. Leslie's death the business was continued under the same name by his son, who associated with him Mr. Albert H. Campbell, formerly in the employ of Frothingham & Workman for fourteen years, and this partnership continued until the incorporation of the business in 1906, Mr. Campbell dying during 1907. Little change has been made in the nature of the lines handled, except that cutlery and other lines of shelf hardware have been entirely dropped, and exclusive attention paid to the heavier lines. A marked feature of recent years has been the rapid development in the use of Sheet Metals for roofing and interior decorations, and of galvanized and black sheets for a great variety of purposes. Such goods as "Queen's Head," "Fleur de Lis" and "Redcliffe" brands of Galvanized Iron, "Queen's Head" and "Southern Cross" Steel Sheets, "Dominion Crown" Galvanized Canada Plates, Ceiling Plates, and kindred lines, are now sold by the hundreds of tons instead of as formerly by carloads. The trade in Pig Iron has also been revived owing to the output of Canadian furnaces being inadequate to supply the increased demand, and special attention has been paid to such metals as Ingot Tin, Pig Lead, Ingot and Sheet Copper, Zinc Spelter and Sheets, and Antimony, a full stock of these being always carried.

In 1896, the firm's trade was practically confined to Quebec and Ontario, but since then has been extended to all the other Provinces, being represented in Toronto by Mr. George P. Ball (now on active service), and in Winnipeg by W. J. Cox, while the leading centres in the other Provinces are covered regularly by travellers.

The continued growth of the business, and the desire to take some of the staff who had helped to build it up into partnership, led to the incorporation in December, 1906, under the style of A. C. Leslie & Company, Limited, with an authorized capital of \$250,000. The business is now under the direction of the following officers, who form the directorate of the company: William S. Leslie, President; Thomas H. Jordan, Vice-President; Edward H. Copland, Secretary-Treasurer.

If interested, tear out this page and keep with letters to be answered.

1858-1917



In 1858

THE late R. C. Jamieson founded the present business which is now administered by his three sons. The only means of shipping goods between provinces at that time was by boat in the summer months. Raw materials had to be obtained in the same way.

In 1903

THE Baylis Mfg. Co., who had been engaged in the Paint and Varnish Business since 1842, were absorbed by the present company.

In 1908

AFTER a successful career of many years, P. D. Dods & Co., Limited, sold out, and their factory is now operated by and is part and parcel of the existing company.

In 1917

CROWN and Anchor paints and Jamieson's varnishes still hold an enviable reputation throughout Canada. They have stood the test for many years and are known and recognized from Coast to Coast as highest grade goods at a moderate price.

R. C. Jamieson & Co., Limited

Calgary

MONTREAL

Vancouver

If interested, tear out this page and keep with letters to be answered.

1825 Consumers Cordage 1917

Forty-two Years Before Confederation



To the Hon. John Molson belongs the honor of building and operating the first steamboat in Canada (1809-1832). The cut is taken from an old painting showing "The Accomodation" being hauled up the St. Lawrence River through St. Mary's current at Montreal where the water runs 7 miles per hour. "The Accomodation" used rope made in our first plant which was in operation at that period. It was good rope then and it is good rope now.

To-day,--Same Spot, Same Work, Same make of Rope



Here we have a powerful steam tug ("Sin-Mac" of Sincennes — McNaughton Line) photographed in almost the exact spot occupied by "The Accomodation" in the upper illustration. The "Sin-Mac" not only negotiates the same old St. Mary's current under her own power, but pulls two brigantines heavily laden with molasses. Our rope is the staunch connecting link between the boats—doing work that requires great strength and reliability. The ninety years between the dates of the above occurrences represent the ninety years of experience which is embodied in every inch of Lion Brand Cordage made by us.

Quality and wide variety of goods are outstanding features of our service. We Manufacture

Manila	Sisal	Italian	Russian	Jute
Cordage	Binder Twine	Small Twines	Packings	
of all descriptions				

Consumers Cordage Company, Limited

Mills: MONTREAL, QUE., and HALIFAX, N.S.

Branches: St. John and Toronto

Agents: Jas. Bisset & Co., Quebec. Teese & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton.
McGowan & Company, Vancouver.

If interested, tear out this page and keep with letters to be answered.



75 Years Ago

25 Years before Confederation

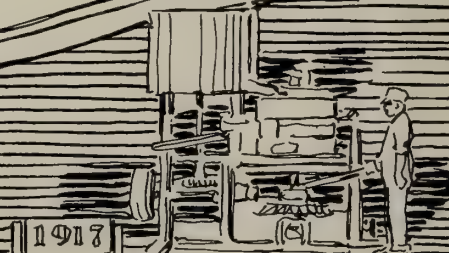
In the days when the country was young and modern methods of transportation and labor-saving machinery were unknown and the greater portion of Canada was still a wilderness—this is when the manufacture of *Crown Diamond Paint* was begun.

There is no better proof of the excellence of any product than that it should have endured and continued to satisfy the demands of three generations of critical users.

Crown Diamond Paint is the same today as it was 75 years ago: an honest product, built on fair dealings to all.

The same careful attention to the quality of the product has been continued, and while we are young in ideas our Old-Fashioned Honor is still retained.

McARTHUR IRWIN, LIMITED
MONTREAL ESTABLISHED 1842 TORONTO



If interested, tear out this page and keep with letters to be answered.

MARTIN-SENOUR PAINTS AND VARNISHES

TIME FLIES but QUALITY REMAINS

Old age has never been a big factor in our organization. In fact, we're mighty glad to be only 40 years young.

In striving to establish our identity as the best Paint and Varnish Makers, we have not only accomplished this in 12 years in Canada, but at the same time have built up the largest exclusive Dealer Agency business in the Dominion.

MADE IN CANADA



SOLD ON MERIT

Quality has been and always will be our watchword, and that Martin-Senour Quality has proven a success is evidenced by the fact that in looking the country over you will find that the live wire business man in almost every community is the one who is the Martin-Senour Dealer Agent.

Dealer Backed by Powerful Advertising

Our advertising campaign for the coming year will be the biggest effort we have ever made along this line.

Our mailing features and national advertising will be strictly modern and quite apace with the times. We will endeavor to reach the home of every paint user in every section of the country, and the Martin-Senour Dealer Agent is bound to be the one who will reap the benefit.

If you would like to hear about a real business-building paint proposition, write us.



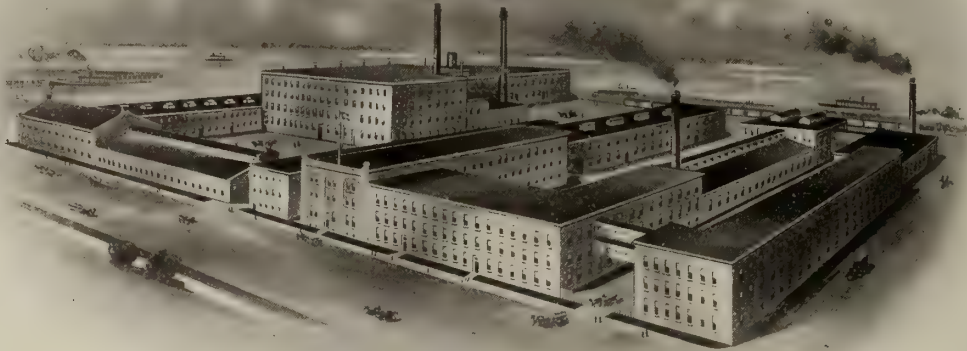
The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX



If interested, tear out this page and keep with letters to be answered.

1856

1917



Partial view of Factory of the James Smart Mfg. Company, Limited, Brockville, Ont. Plant covers 10½ acres.

Celebrated Survivor of Early Canadian Industrial Enterprise

Fifty years is a considerable period in the life of a young country like Canada, and one would hardly expect in looking back so far to find record of many of the manufacturing firms now operating which were in existence at the time of Confederation. Indeed they are few and far between, but among them will be found the forerunner of the present James Smart Mfg. Company, of Brockville, Ontario

Away back in 1856, about the time when the Grand Trunk Railway was under construction from Montreal westward, and when Brockville was the end of the steel, this town was an important centre of activity, and that time saw the beginning of the James Smart industry, which has operated continually since, practically without a break and through all the vicissitudes of the country's history, maintaining the even tenor of its way, putting in its three hundred working days a year, and fulfilling its double function of supplying the community's wants in iron goods, and furnishing work for an ever-increasing company of workers.

Aberdeenshire, Scotland, contributed to the Upper Canada of the day the sturdy Scotch pioneer, to whom this industry traces its origin, who all unconsciously started a considerable chapter in the country's industrial history. No doubt the work in connection with the building of the railway called for local foundry work, and the plant established for providing such work was naturally later devoted to the production of commercial work of such a nature as the market then called for. At what date the first cast thumb latch was made there is no authentic record, but it is many decades since the illustration of this useful domestic device has filled the first page of the Company's catalogue. Stoves were also made in those early days, mostly of the elevated-oven variety, and it is possible that at this day specimens of the "Brockville Air-Tight" may be still in service in some of the remote parts of the counties. A picture of this ancient cooking

device would be of very great interest to the dealers of the present day, but, unfortunately, no copies can be found.

Although he started in what was then the rear portion of the town, in the immediate vicinity of the railway, Mr. Smart very soon decided that the river-front was the most suitable location for his operations, and moved to the present site of the industry, still, of course, in a very small way compared with the present scale of operations. Many other industries were soon established in the same section of water-front, including shipbuilding, other foundries and machine shops, woodworking establishments, all of which are now out of existence, their sites now forming part of the present James Smart Works. None of the present buildings date back previous to Confederation, if we except a brick-lined wooden storehouse in one of the yards, which is now marked for destruction to make room for an extension of the present warehouses. This old building might fairly claim immunity from destruction on the ground of historical interest, but, like many more famous structures, it has to be sacrificed to the march of progress. It must have been built many years before Confederation; was there in the old ship-building days, and at one time was the machine shop of one of the Smart plants' most active competitors, a competitor which was finally absorbed.

The first buildings of the present plant were erected in Confederation year. They are those appearing at the upper left-hand corner of the illustration. They are substantial stone structures with iron roofs, as sound and strong to-day as the day they were built, and likely to endure for all time, barring calamity. They form the nucleus of the moulding shops of the Company, which since have been quadrupled in extent by additions southward. These buildings form the eastern boundary of the plant; the extensions since have all been westward and northward. The handsome and substantial reinforced concrete and brick woodworking building shown in separate illustration is the latest addition to the group, built in 1915, and situated to the north of the moulding shops and separated from them by an adequate space for lumber piling.

James Smart Manufacturing Co., Limited

Brockville - Ontario

If interested, tear out this page and keep with letters to be answered.

Memoirs of the Early Struggles of Canadian Captains of Industry

The early days, from 1856 onward, to the Confederation era, proved a period of struggle for James Smart and other Canadian manufacturers. Methods were crude in those early days and little was known of the science of manufacturing. There were compensations, however. During the period of the American civil war, conditions were very favorable to the Canadian manufacturer, and a market at remunerative prices could easily be found for any goods adapted to the country's wants. For some years after the close of the conflict, conditions did not change materially, but gradually as the re-United States of America settled down to peaceful pursuits and revived its manufactures, the Canadian captains of industry began to suffer from the competition of their cousins across the line who sought to relieve the strain of over-production in their home markets by "dumping" in Canada. Soon arose a demand for the readjustment of the Canadian customs tariff to provide protection for the struggling home industries, a demand that was refused by the Liberal Government of the day, but taken up with overwhelming success by Sir John MacDonald, then the leader of the Opposition, and made the law of the land in the session of 1879.

Liberal as he was, and moreover, a devoted personal friend of the Premier, Hon. Alex. MacKenzie, in whose company he emigrated to Canada, James Smart happened to be out of the country on the fateful day of September, 1878, when this momentous issue was decided, and failed to register his vote for or against.

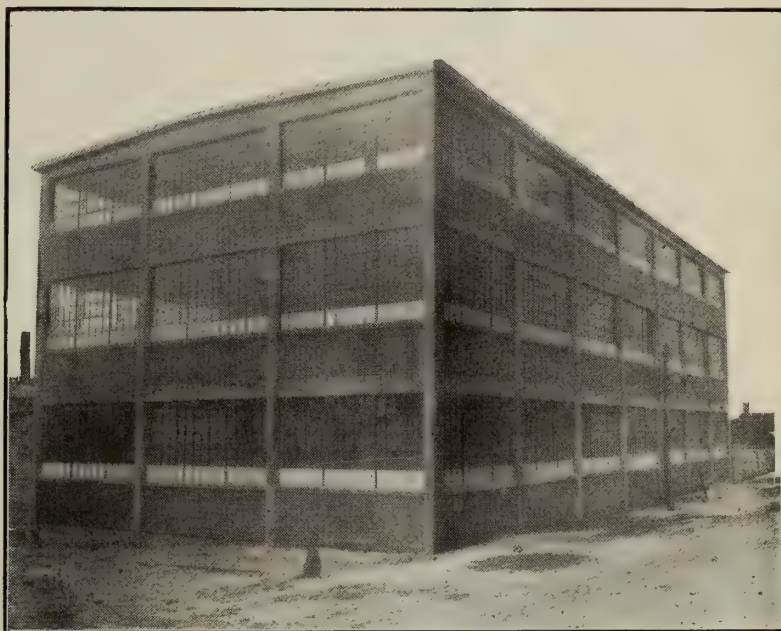
With protection established as the settled policy of the country, expansion of manufacturing naturally took place and enlargements of established industries were the order of the day. James Smart called to his assistance two young men of recognized business ability, with previous experience in manufacturing, though not in the iron line, Messrs. John M. and Robert Gill, and in May, 1881, was formed The James Smart Mfg. Company, Limited, with the Gill Brothers as President and Vice-President respectively, Mr. Smart as Managing Director, and John H. A. Briggs as Secretary-Treasurer. A few years later Mr. Smart retired to the comfortable seclusion of the shrievalty of the United Counties of Leeds and Grenville.

The Messrs. Gill applied themselves with energy and judgment to the development of the business, and progress in all directions was the result. Unfortunately, in 1886, after only five years' connection with the Company, Mr. Robert Gill died, leaving the burden of the undertaking to his brother, who took it up without hesitation and carried it on until 1912, when he handed the institution over to Canada Foundries & Forgings Limited, the present owning and operating Company. After three years' service as President of the last named Company, he retired to the enjoyment of a well-earned and well-deserved leisure.

The history of the James Smart Mfg. Company, Limited, from its incorporation in 1881 until the present day is one of continual progress and development. In good times and bad times, it has always been in operation, running uninterruptedly, paying its way always, and enjoying the respect of its customers, who now embrace practically every hardware merchant in the Dominion as well as numbers in other lands where its products have been freely distributed. Indeed it would be hard to name a civilized land where some of its goods have not found their way through one agency or another. Even the missionaries in far-away China have found it worth while to avail themselves of the Company's efficient heating appliances, which are thus aiding in the spread of the Christian religion.



James Smart, founder of the James Smart Mfg. Company, Limited, Brockville, Ont.



New Woodworking Plant of the James Smart Mfg. Company, Limited, Brockville, Ont.

James Smart Manufacturing Co., Limited

Brockville - Ontario



Brockville in 1834—Showing the site of the James Smart Mfg. Co., Limited.

Now "Canada Foundries and Forgings Limited"

James Smart Manufacturing Company After Absorbing Many Companies Has Itself Been Absorbed

The James Smart Company has grown by the absorption of competitors and coadjutors. In 1886 the hardware manufacturing firm of Smart & Shepherd, which had operated next door for some twelve years, was taken over. This added largely to the Smart Company's real estate as well as to its list of cast hardware lines. In 1893 the stove manufacturing firm of Chown & Cunningham, of Kingston, sold its stock and patterns to the Smart Company. About the same time the Brockville Wringer Co. came into the fold, and in 1898 the Gardner Tool Co., then carrying on at Sherbrooke, joined fortunes with the Smart Co. and moved its plant to Brockville to occupy a portion of the Smart Co.'s domain. With this company came the plant and facilities for the manufacture of the line of high-grade Hammers, Hatchets, Sledges and Axes, forming so important a part of the Smart Co.'s catalogue of manufactures. In 1909 the woodworking firm of John Briggs & Son was taken over, and finally, in 1912, the Smart Co. was itself absorbed by Canada Foundries & Forgings Limited, a corporation formed for the purpose of acquiring the business and undertaking of the Smart Company and those of the Canada Forge Co., and Canadian Billings & Spencer Ltd., of Welland, Ontario.

The business of the James Smart Mfg. Company has made further progress in the five years during which it has been conducted by Canada Foundries & Forgings Limited. Additions to the plant have been freely made to enable it to cope with the increased demand for its products and the export trade, in particular, has been greatly expanded. The Brockville plant has, as well, participated in the production of the munitions, which have been such an im-

portant feature in Canada's manufactures during the period covered by the war.

At the Welland plants, vast quantities of shell forgings have been turned out and the Company's activities in this direction have been of incalculable value to the cause of the Empire. Enlargements of the equipment there have been on a huge scale, and the staff of workers has been increased to many times its original number.

In fact since its inception in 1912, Canada Foundries & Forgings Limited has been a factor of ever-increasing importance in Canada's industrial life and after the close of the war, will be in an unequaled position for attacking the problems of production and distribution which will then present themselves.

Canada Foundries & Forgings Limited, incorporated 1912, with head office at Brockville, Ontario, owns and operates the following industries:

The James Smart Mfg. Company, Ltd., Brockville, Ontario.
Established 1856.

Manufacturers of Hardware, Tools and Woodenware,
Stoves, Ranges and Furnaces.

Canadian Billings & Spencer Limited, Welland, Ontario.
Established 1907.

Makers of high grade Drop Forgings.

Canada Forge Company, Limited, Welland, Ontario.
Established 1906.

Makers of Heavy Forgings.

Executive Officers of the Company:

W. M. Weir, President; J. Gill Gardner, Vice-President;
T. J. Dillon, General Manager; J. H. A. Briggs, Secretary-Treasurer.

James Smart Manufacturing Co., Limited

Brockville - Ontario



An Interesting Chapter in the History of Canadian Industrial Achievement

CANADA'S commercial history is replete with stories of industrial achievements of renown. Few of these stories make more interesting reading at this period than the illustrious achievements of the E. B. Eddy Company, Limited, Hull, Quebec, whose matches and paper mill products are a distinct national asset; for the Eddy products are used nearly all over the world and

to men of vision and energy. Hull, at that time, had a population of 200 people. Now the plant of the Eddy Company alone contains a working force of nearly ten times that number, and the city of Hull contains a population of 20,000.

Mr. Eddy started in the business of match making in a most humble way. He personally supervised the making of those matches which were soon destined to make his name famous. He did his own commercial traveling, too. Success was bound to follow in the wake of energy of this calibre and the demand for his matches grew to marvelous proportions; likewise the factories in which they were being made. The Eddy match factories and paper mills now cover 75 acres of ground and employ in the neighborhood of 2000 hands.

Adjacent to the company's plant is one of the greatest arrays of water power in the world, the famous Chaudiere Falls.

The late Mr. Eddy was the Canadian match pioneer. Previous to 1851 matches were imported and peddled in Canada. The first matches were crude in make compared

with the Eddy non-poisonous, chemically self-extinguishing type of to-day.

When the celebrated founder of this great Canadian industry died in 1906 his loss was greatly mourned. He left the business in excellent shape for his confreres to continue its success without interruption.



their high merit reflects credit upon Canadian industrial enterprise.

It was in the year 1851 that Ezra Butler Eddy, a native of Bristol, Vermont, was attracted by the unlimited water power and lumbering possibilities at Hull; hence he gave up the land of his birth and came to Canada to seize one of those golden opportunities that always come

E. B. Eddy Company, Limited, Hull, Que.



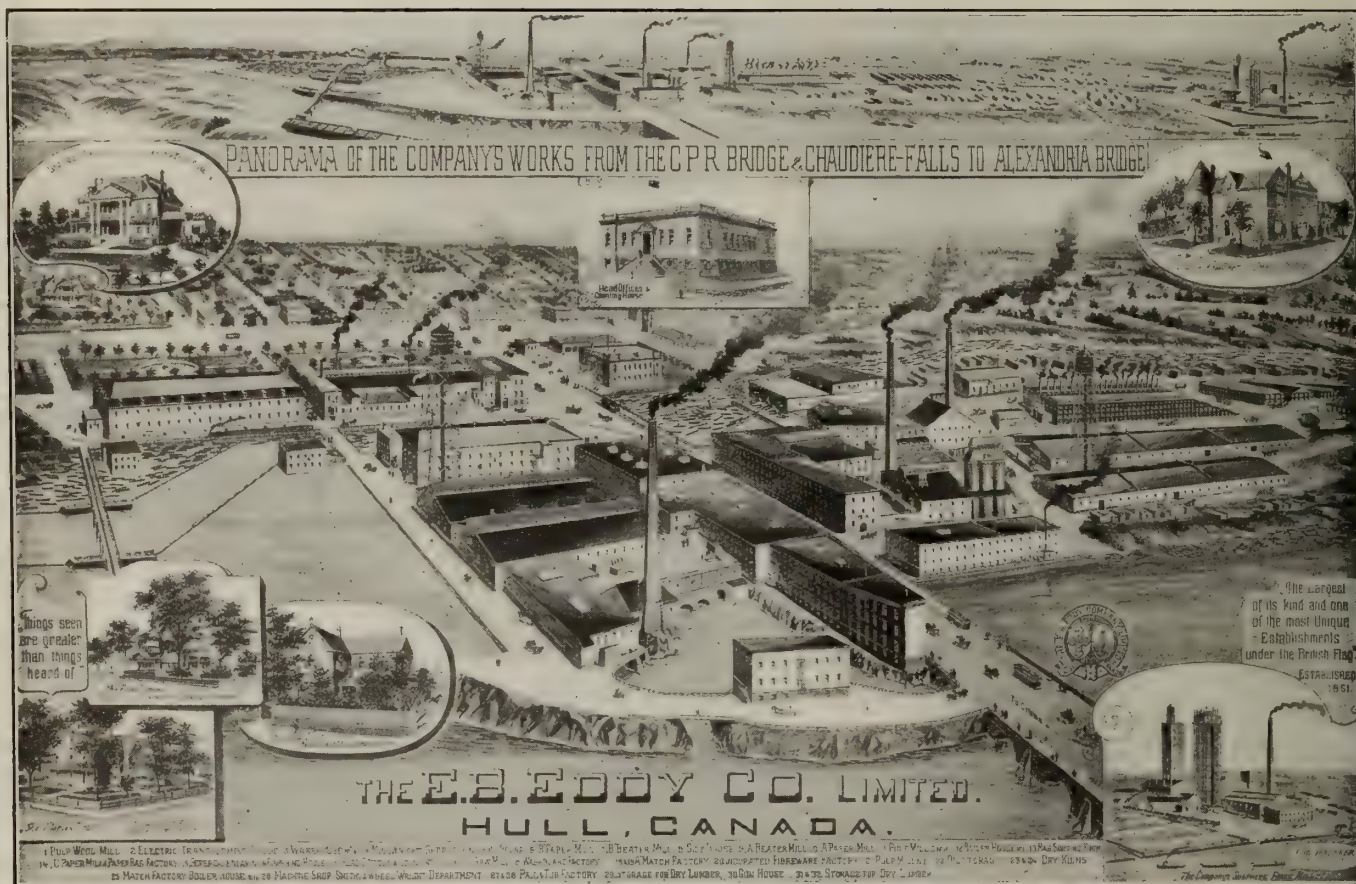
1851

1917

EDDY

ESTABLISHED A.D. 1851.

A Record of Rapid Business Expansion



Flushed with the success of the great match industry which he had built up at Hull, the late E. B. Eddy, in 1854, added a wooden pail factory to his establishment. Success also crowned his efforts in this direction but, the

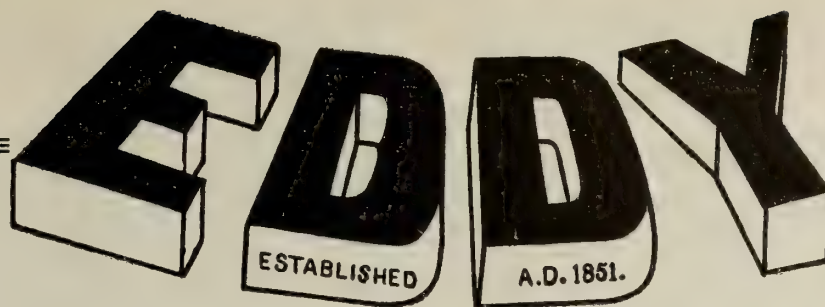
following year, fire swept through the premises and gave a temporary set-back to the young and thriving industry. With his characteristic energy Mr. Eddy rebuilt his plant bigger and better than ever.

E. B. Eddy Company, Limited, Hull, Que.



1851

1917



Still looking ahead, the enterprising match-maker decided to go into the business of manufacturing washboards, and a washboard factory sprang into existence. Another field of endeavor came within the range of Mr. Eddy's vision and in 1886 the first made-in-Canada fibreware articles were introduced to the public bearing the Eddy name, the Eddy reputation for service and the Eddy reputation for quality.

Expansion of more than ordinary magnitude was again

recorded by the company, 1890. The match factory was moved across the road and the paper mills erected in their place. The match-making industry was, and is still, the most important of the company's enterprises, but the E. B. Eddy Paper Mills have since gained recognition as one of Canada's foremost industrial achievements.

The Company is keeping good pace with Canadian expansion and bids fair to perpetuate and add to the achievements of the founder.

"From the Tree to the Trade"

Let us take a peep behind the scenes at the E. B. Eddy Company's plant at Hull. Few people in Canada are aware of the immensity of this concern and wonders of its workings.

Every Canadian is well acquainted with Eddy's matches and their great popularity, but their other lines too, are of great importance to the Canadian trade. Each day Eddy's mills turn out 115 tons of paper, 100,000 bags, 10,000 packages of toilet paper, 1,000 pieces of fibre ware, 1,000 washboards, 60 tons of sulphite fibre, 5 tons of binder and mill board, 100 tons of ground wood, and last, but certainly not least, 70,000,000 matches.

"From the tree to the Trade" is an Eddy saying. A trip through the Mill gives weight to claim. Great quantities of goods are all the time being prepared for shipment. Everything runs like clock work—not a moment is lost. Logs after their long journey from the lumber camps are landed at the Eddy mills where they go through many quick and wondrous changes, before emerging in countless matches all ready for use, or the smooth sheet or roll of paper, the paper bag or hardened fibre ware.

Perhaps the most interesting place of all in the Eddy Works is where matches are counted by the millions. They issue from the machines complete and ready for

packing. Here no pains and money have been spared to make the system of ventilation perfect and other health contributing factors, right up to the modern minute of efficiency.

There is in fact a conspicuous atmosphere of cleanliness throughout the whole of the Eddy works.

From 10 to 12 carloads of products leave the Eddy factories daily to supply a Dominion-wide demand. Warehouses are maintained at Montreal, Quebec City, Toronto and London, and branches and agencies at all the leading distributing points throughout the Dominion.

The E. B. Eddy Company are always glad to see their friends and patrons and a visit to the works at Hull is well worth while.

The fibreware factory of the E. B. Eddy Company is the only one of its kind in the Dominion of Canada and the excellence and service-giving qualities of these products are well-known to dealer and consumer.

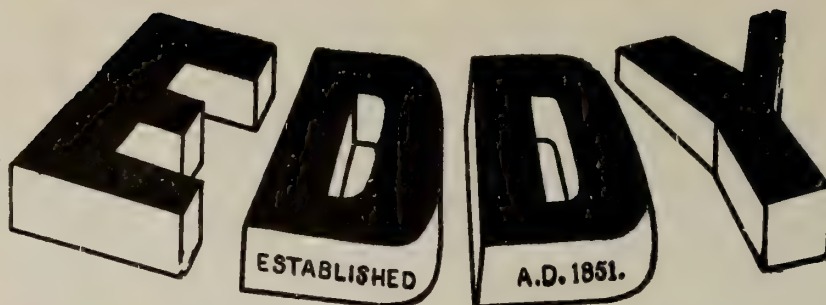
In making the Eddy fibreware, wood pulp is put under enormous pressure in hydraulic presses, baked hard by intense heat, dipped into special preparations, and finally turned out, after several days of hardening and finishing, into pails, tubs and other varieties of fibreware products. Eddy's washboards are among the best made anywhere.

E. B. Eddy Company, Limited, Hull, Que.



1851

1917



BUTTER OR SPICE PAIL

INDURATED FIBREWARE

The Line That Brings
Hardware Dealers
Big Profits.

GENERAL UTILITY OR
STAR PAIL

The fact that the housewives of Canada buy nearly a thousand of them daily speaks volumes for their worth. The latest product of Eddy's is a fibreware washboard known as the "Twin Beaver." This name was chosen by the President of the Company himself, because it seemed to peculiarly fit the product. It is made entirely from

material produced in Canada, and the name "Beaver" not only fits the origin of the article, but also its purpose. "The Beaver," said the President, "Is a water animal, and our washboard is built to stand severest use on wash day." It can be used on both sides, and so it is a real "Twin Beaver."



BARREL COVER


FIBREWARE
WASH
BOARDWASH TUB OR BABY'S BATH
TUB

E. B. Eddy Company Limited, Hull, Que.



1851

1917




THE growth of Canada, in its fifty years of nationhood, is, of course, reflected in the development of its large cities.

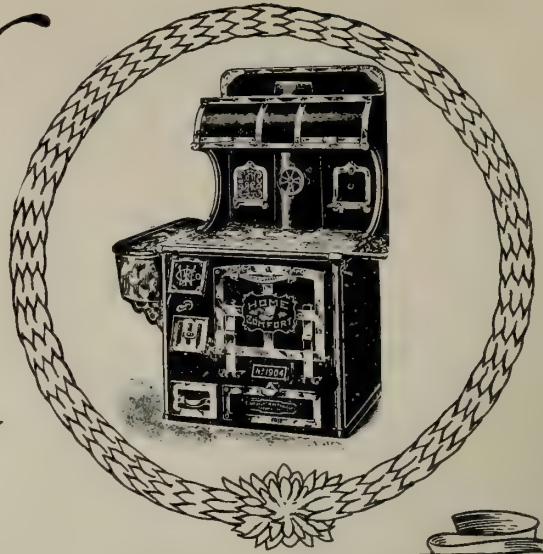
Toronto, the "Queen City," has shared fully in this development. Its favorable situation on Lake Ontario, coupled with the progressive spirit of its business men, has made Toronto a great manufacturing and distributing centre. In fact, railway statistics show Toronto to be the chief point in Canada for the origination of freight and passenger traffic.

Nothing could more graphically show the growth of Toronto than a comparison of the waterfront at the time of Confederation (depicted at the top of this page) and at the present time, as reproduced below. But the immediate future has still greater developments in store for Toronto's waterfront. The Harbor Commission are expending \$25,000,000 to open up new industrial areas, deepen the harbor to admit ocean-going boats, and improve the dock facilities.

It is with every confidence, therefore, that Toronto's manufacturers and wholesalers invite the orders of Canadian hardware merchants.



The Story of (a) Famous Range



*Being the gleanings from an interview by a Hardware and Metal man
with A. W. Caldwell, General Manager of the Wrought Iron Range Co.*



the man accused of belonging to the pedlar class.

Incidentally, it may be remarked that H. H. Culver sold the hotel a week later, and cleaned up \$5,000.



And who is, or was, Mr. Culver?

He was the originator of the Home Comfort Wrought Iron Range, of which 70,000 have been sold in Canada.

He began his business in St. Louis in 1864—a dozen years before the Centennial Exhibition at Philadelphia. He began his Canadian business a quarter of a century ago, coming up from St. Louis once a month or so.

He had his steel range made in the old Barnum Foundry, at West Toronto Junction, now grown to be the immense plant of the Willys-Overland people. He brought workmen with him, one of whom the shipper, still remains on his job.

* * *

Culver's practice in the United States and in Canada in the first days and for many years afterwards was to sell his range from wagons. A division superintendent and a crew of seven men—always seven—would go into a territory. A carload of Home Comforts would be shipped to this point. The men would start out every Monday morning each with three ranges in a wagon, and each was under instruction not to return before Saturday night—unless he had sold out beforehand.

They did big work, those men. They learned the arts of salesmanship good and plenty.

Every week end they were thoroughly well coached for the next week. Each man told of his difficulties, successes, methods; and all learned from each other.

* * *

These men had something good to talk about. Not a cast iron range, easily broken, and faulty in half-a-hundred ways; but a malleable iron range that blows and abuse and use didn't and couldn't hurt. A high-priced range that required masterly salesmanship to get the price for; but a range that stayed sold when sold, and sold many more in the same neighborhood. \$70 to \$80 or more was in a past day a very fancy price for a range—when the common price was half these sums, or less.

* * *

The Culvers no longer own the business begun by them. Old H. H. Culver died years ago. The present owners are the Wrought Iron Range Co., Ltd., of which J. C. Holtby is president, and A. W. Caldwell is secretary-treasurer and general manager.

Mr. Caldwell has been with the company for 18 years, originally as city salesman in Toronto and a good salesman he was and is. In days past 2,000 ranges a year was the record for several years of the Toronto branch and under his direction.

* * *

Mr. Caldwell made one sale from a wagon. It is a good story. He and the general superintendent visited one week-end a divisional man with his crew of seven. It was reported that there was one farmer who resisted every salesman and was hopeless.

"I have a man, Caldwell, who I think could sell that farmer," said the general superintendent.

"I'll just bet you a suit of clothes that he can't," said the divisional crew manager.

"BOY, I want your best rates per week for my seven men."

So said H. H. Culver to the youth acting as clerk in a Western Ontario hotel.

"We don't take pedlars at this hotel," said the young gentleman whose first name should have been Courtesy, but wasn't.

"My men are not pedlars, boy, and I ask you again, what are your best rates."

"I tell you that we don't take pedlars at this hotel," said the clerk.

Thereupon H. H. Culver left the hotel, made some enquiries, found the hotel was for sale, bought it—all within an hour or so. Then he returned to the hotel, and said to the gay young cock behind the counter: "Say, get out. You're fired."

"What do you mean?" challenged the hair-oiled fop.

"I mean that I've bought this hotel for the privilege of firing you," said

"It's a bet," said the G. S.

* * *

So Caldwell and the division manager started out with a wagon load of ranges on the Monday morning. But let Caldwell tell the story:

"It was a grey day, threatening rain. As luck would have it, we had just arrived at this farmer's gate when the rain began. It was our intention to go in.

"Before going in, Jake and I set one range pretty far back toward the tail-board of the wagon and loosened the ties. On the way I had been doing some deep thinking.

"When we got to the house, the farmer came out and readily agreed to giving us and our outfit shelter in his barn. 'But you're not back again to sell me a range?' he queried of the division manager whom he recognized. 'Not at all,' he said. 'All right,' said the farmer, and the wagon was driven into the opened barn.



"You know that the road into many barns is pretty steep. So it was in the case of this barn. Half-way up Jake gave the horses a cut with the whip, and they sprang forward. Out went the range over the tail-board."

* * *

"'Well, that's too bad,' said the farmer. 'Too bad! Scarcely worth taking away, I guess.'

"'Why, that range isn't hurt a bit! A little thing like that doesn't hurt a Home Comfort. Let's look.'

"'Well, by gum,' said the farmer, when he discovered that the range was uninjured; and all the time I was giving that farmer the best sales talk I ever gave anybody. Before we left, I had sold the farmer, and the boss won his bet, got his suit of clothes."

Caldwell is full of experiences of the most interesting kind. Once he took a brand new range to an old lady living in Cooksville, to offer it in even exchange for an old one that had been in constant use for over 20 years. He wanted the old one to show at the Toronto National Exhibition. But the old lady wouldn't part with it.



"Mebbe the new range wouldn't be as good as my old one," she said. "That old range is the only one I ever cooked on. It was given me as a wedding present." And she was adamant against the temptation.

"And that new one was the best fixed up range I knew how to put together," said Caldwell in his recollections.

* * *

Another experience was that of a wealthy farmer near Milton. He entered the Toronto show rooms to buy, but the rule then was to sell in outside territories only from the wagon. The farmer wanted a Home Comfort Range, and was enraged because he couldn't buy. In a huff he went away.



A week or so later he returned. "Caldwell," he said, "I'm in a h—of a fix. My daughter is going to be married, and she wants a Home Comfort Range. No other make will do. It's the kind her mother has; the kind she's been used to; and the only kind she'll have. If you won't sell me one, what am I to do?"

"Well, Mr. Brown," said Caldwell, "she'll have her range. Our men are working in Essex county. We'll have one sent from there, freight paid," and so the thing was done.

* * *

Another incident is interesting. Two young women entered the Toronto show rooms. One was a prospective buyer; the other her friend. This incident happened after a change in selling policy had been inaugurated.

The young woman, a farmer's daughter, explained that her mother had moved to town, and needed a new range. She wanted to bargain, and hinted that she might go elsewhere to buy. But the Home Comfort rule was one price, and it was adhered to.

Caldwell has penetration. He said: "Isn't it a fact that your mother wants a 'Home Comfort,' no matter what you may decide on?" And the daughter confessed, saying, "Yes, she does. And she said that if she couldn't have a 'Home Comfort' she'd rather have none," and then it came out that the hesitation about buying was due to the intriguing influence of her companion, who favored another make. Needless to say, a Home Comfort was then quickly sold to this dutiful daughter.

* * *

"Wherein lies the difference between the Home Comfort and other ranges?" I asked Caldwell.

Let Caldwell reply:

"The Home Comfort gets better from the moment the first fire is lighted in it. It tightens up all over; and stays tight.

The cast iron range loosens up, owing to the rigidity of the cast iron. It expands and contracts, and bolts do likewise and they corrode, and in the end something snaps. Also in cast iron ranges a black cement is used to fill up cracks, and by-and-by this dries up, loosens and falls out.

"Then the heat of the oven leaks out through these cracks. The moisture in the food being cooked is sucked out and escapes, and the range as a cooker steadily deteriorates.

"A Home Comfort, on the contrary, being made of steel, will bulge when heated, and go back to the old position when cooling. This takes the strain of the rivets which actually tighten with use and age.

"A cast iron range has a life of about seven years, and then will probably have to be renewed. A Home Comfort will last 20 years and longer. Hundreds of Home Comforts are in use to-day that were purchased over 20 years ago.

"A few months ago, a New Brunswick owner of a Home Comfort wrote us for a repair part, and in a postscript said: 'This is the first repair needed since I bought your range over twenty years ago.'

* * *

"The oven is the heart, 'the works' of any range, and the oven in a Home Comfort improves with use and age—gets tighter all the time, and so retains the heat thoroughly and does the cooking fast, is economical on fuel, and by keeping the moisture from the food in the oven while the cooking is going on, produces better cooking."



And then I asked: "Why should dealers prefer the Home Comfort to other makes of ranges?" (Just here it is necessary to remark that about three years ago the Wrought Iron Range Company abandoned its pioneer plan of selling from wagons by its own representatives, and is now distributing the Home Comfort through the hardware dealers.)

Said Caldwell:—

"A dealer acting as agent for the Home Comfort doesn't have to keep a big stock. We make only one size, and one style. This simplifies matters a whole lot.

"It used to be, and still is, the custom for the dealer to put forward on his floor the simplest and cheapest model of a range, and to sell his customers this particular range. Then having made the sale, the dealer would proceed to induce the customer to buy extras; that is a higher-priced model with many price-enhancing et ceteras. For this purpose, the more expensive models kept in the rear would be used for the purposes of demonstration.



"Now, after a long experience of this sort of thing, wise dealers very much prefer to sell just one model—the Home Comfort, for example. It saves their

selling time. It pleases the customer, and it saves them money, for they do not have to carry such a large stock. Indeed, there is no necessity to carry more ranges than just two or three, so that when one is sold another will be on hand, and the sold one can be quickly replaced.

* * *

"There is another thing; everywhere, all over Canada are Home Comforts which have been in constant use for 10, 15, 20, or more years. We ask any dealer to find, if he can, any other make of range used equally long and giving equal satisfaction. We say most confidently that there are more Home Comforts, bought ten or more years ago, still in use than will outnumber two to one any other make of range.

"This means only one thing. The Home Comfort is made better, and of better material than any other range made."

* * *

"There's not a freak or a patent on a Home Comfort," continued Mr. Caldwell. "Any other maker is free to make a counterpart of our range; and many have tried it. But they have invariably sought to make it cheaper—putting in less and poorer material, and the results have been disastrous.

"We used to say that we never allowed any range to be higher-priced than the Home Comfort. We openly boasted to farmers that our range was the highest-priced in the market, and for good reasons.

* * *

"If stove dealers will only look at the thing right, they will see that we've done them a world of good. We taught the farmers and city and town dwellers of Canada to know and desire a good range. We educated them. For over twenty years our men traveled all over Canada going into the houses of the people, spending hours there, inducing the people to buy a better range than the cheap \$30 kind.

"We made a \$70 range look cheap. We say with confidence that we have done more than any other stove makers in Canada to build up a demand for a really good range.

"To-day, the same system of selling as we employed at the beginning and for over 20 years, cannot be followed; it would be quite too expensive.

"Salesmen cost more; traveling about costs more; horses and wagons cost more; hotel bills cost more, and besides, the market is not as open as it was formerly, for ranges of one sort and another are very common.

"Moreover the price of the Home Comfort remains to-day pretty much the same as in former days when labor and steel were much cheaper than they are to-day.

"So it has become a practical impossibility to follow old methods of selling.

"We have made the Home Comfort the most easily sold range in the market. That's something our old policy has done, and that dealer is wise who sells the range most easily sold."

After we had done talking ranges, we talked lacrosse. Caldwell is an old Orangeville boy—not so old for a man, but old as a boy. He was a star centre fielder, and talks of old "Dufferin" triumphs with much zest. As we talked over old days and old players and old victories, I got a new glimpse into the kind of man Caldwell is—why he won out as a salesman, and why he is win-

ning out as a general manager. His successes and advancement are due to powers within him—powers that were in him as a boy, but, then, powers of promise. To-day they are realized promises.

A composed man is Caldwell to the casual caller, but a man of fire and dominant will and tremendous resolution underneath his quiet manner. Men who know him like him and customers trust him. This is high praise of any man.

Mr. Hardwareman, we have created a demand for a high-class range. Are you ready to cash-in on our efforts?

There are over 70,000 satisfied users of Home Comfort Ranges. Some of them are your customers and will help you make Home Comfort sales in their neighborhood. We want live agents in districts where we're not already represented.

No need to stock heavy, sales are sure and profits are good.

Write for our agency proposition.

**Wrought Iron
Range Co. of
Canada**

**Office: 151 King St. W.
Factory: 22 Orillia St.
TORONTO, ONT.**



THE Busy Melting Pots

A TRIP THROUGH THE HOYT PLANT

IF YOU know anything about babbitts, you are sure to know something about the Hoyt Metal Company. In any case, if you ride in a train or a motor car or a gas tractor—the gas tractor is the popular vehicle this year—or in the ultra-modern airplane, ten chances to one, you are profiting from the excellence of Hoyt Babbitts, for wherever there is extra pressure and extra friction, you will find Hoyt Babbitt metal bearing the pressure and reducing the friction.

It was away back in 1839 that Isaac Babbitt found, that from copper, tin, and antimony, mixed in certain proportions, he could produce an alloy which was just the thing for use in machinery where there was great friction. He got a gold medal for the discovery; later on, Congress voted him a more tangible reward, the sum of \$20,000—a dollar was worth something in those days—and

the metal trade has given him immortality by making his name a standard word.

Then came the Hoyts. They began in a modest way in St. Louis; but they made splendid alloys and for forty years the world's appetite for Hoyt Metals has been increasing. The result—the Hoyt Metal Works in St. Louis grew to be perhaps the largest of their kind in the world.

But all this happened in the U.S. It is the Hoyt Metal Company in Canada that concerns us. Some eight years ago Mr. G. F. Allen was the general superintendent of the great Hoyt Plant at St. Louis. Mr. Allen had then, as now, the utmost confidence in the future of Canada. He urged that the Canadian trade be treated as something more than a mere by-product. Canada should have a plant of her own. This policy was adopted and Mr. Allen was entrusted with its execution.

"Those were busy days," he said. "My first office was in the King Edward Hotel, but sixty days after I arrived in Canada we had our plant in running order, turning out babbitts, and mighty good babbitts too."

That was eight years ago and the Hoyt Metal Company of Canada is still growing. The plant on Eastern Avenue, though comparatively new, is already too small and an extension is under way to be ready in July.

"It was slow work though, getting trade at first," Mr. Allen confessed. Business was still dull after the panic of 1907. But Hoyt Metal and Hoyt service gradually won their way. "When we gained a customer, we kept him. Today the Hoyt Metal Company of Canada is certainly one of the largest producers of mixed metal in the Dominion." "How do you account for this rapid growth?"

Mr. Allen's answer was unhesitating. "There are three reasons for it. First,



the excellence of our alloys—we use the greatest care both in the selection of our materials and in their manufacture. In the second place, our prompt service, and thirdly, our courtesy to the trade. We believe in courtesy and the square deal. We do our best to serve our customers and they give us their confidence in return."

A Tour of the Plant

The Hardware and Metal representative was curious to see something of the manufacture of alloys and Mr. Jas. A. Taylor, the superintendent of the factory, was good enough to act as guide.

Mr. Taylor, by the way, is one of the best—if not the best metal mixer in Canada.

We first came to the carload department (photograph No. 2). The air was hot with the breath of the molten metal. From the huge pot in the foreground of the picture the liquid alloy was piped into the moulds on the floor. "That big pot," said Mr. Taylor, "holds 20 tons. The smaller pots on each side hold 10 tons apiece, and we can empty them all twice a day." Next we visited the mixing department where babbitt, type and solders are produced. (photograph 1). Here are four more pots for the mixing of molten metal. From one of them a man was ladling the liquid alloy into moulds. His huge ladle reminded one of the proverbial "long spoon". Next we visited the department for the manufacture of wire solder. (Photograph 3 shows a press used for this purpose). There too, we saw the wire solder being wound on huge fifty-



Babbitt Mixing Department—Showing furnaces used in alloying metals for babbitt, type and solders.

pound spools. "We are particularly proud of our solder" explained Mr. Taylor. "In making wire solders, for one thing you have to be very careful to get an even diameter throughout the entire spool. But we get it, and we turn out solders which please everybody. Of course, we don't confine ourselves to wire solders. Here are some other kinds that we send out in 100 lb. cases. They have to be mixed very carefully. The percentages are exact and the ingredients are mixed with exceptional thoroughness. You can safely swear by Hoyt's solders." Near by,

lead pipe and came leads were in process of manufacture.

A Hail of Bullets

Next we came to the most interesting department of all. The Hoyt Metal Company is doing its share in the war, by making bullets for shrapnel. The bullet making department is as picturesque as it is important to the public welfare. Here the rattle of bullets and roar of machinery suggest the din of battle. You see bullets everywhere—bullets coming out fresh and white, looking like the silver bullets they used in the old days against wizards, bullets in barrows and bullets in kegs; at one spot bullets were clattering down into an ingenious arrangement of pipes which rejected the imperfect ones almost automatically. Elsewhere an inspector was testing the finished product. "The inspector takes a sample from each keg," shouted Mr. Taylor (it isn't easy to talk in the bullet department), "and weighs them. Forty-one bullets should weigh a pound. If the sample fails to satisfy the requirements, the whole keg is rejected. But our work is accurate and we don't have many rejections."

A Talk With the Manager

Next came a visit to the manager's office and a talk with the manager himself, Mr. G. F. Allen.

It is our guess that the chief secret of the rapid development of the Hoyt Metal Company in Canada is the personality of Mr. Allen. He radiates efficiency. He knows how to get things done. But, though he spells "hustle" with a big H, he doesn't forget the amenities of business.



Carload Department—Furnaces for mixing babbitts in carload lots showing the metal cast on the floor ready for shipment. Foreground pot holds 20 tons, pot on either side holds 10 tons each. Total capacity 40 tons per day. Each mould holds about 90 pounds.



Small section of shrapnel bullet department, showing simple method of casting which ensures perfect spherical bullet.

"We are busy, but we are never so busy as to forget courtesy. Apart from other considerations, it doesn't pay. Make your customers your friends. Give them the benefit of the doubt, and they'll do the same for you. There's a lot of human nature in business. Courtesy and the square deal will go a long way."

A Hand-picked Staff

Mr. Allen was enthusiastic about his staff.

"I believe in picking good men and giving them a free hand. Put it up to them and give them credit when they make good. If they don't—well, business has no room for failures. But if you pick the right sort—and that's the kind we've got—they won't fail. We have a loyal staff—energetic, enthusiastic workers, and that's one secret of our success."

Some members of the Hoyt Metal Company's staff have seen active service. Mr. N. G. Richardson, assistant to the manager, has served in France over two years. One of the salesmen, Mr. H. D. Towers, has also been with the Canadian Expeditionary Force over a year.

The superintendent of the factory, Mr. Jas. A. Taylor—our guide through the works—is recognized as a young man of exceptional ability.

Mr. W. G. Downs and Mr. R. G. Niven, representatives of the firm—the one for Montreal, Quebec, and the West; the other for Ontario—should also be mentioned, for it must not be forgotten that the Hoyt Metal Company of Canada has

developed into a permanent Canadian institution, with agencies in all the principal cities of Canada.

"Our connection with the parent company in St. Louis and with the Hoyt Metal establishment in London, England, gives us special advantages," Mr. Allen explained. "We can profit by their experience. This makes our manufacturing costs exceptionally low, and, of course, our customers get the benefit."

Bullet Making

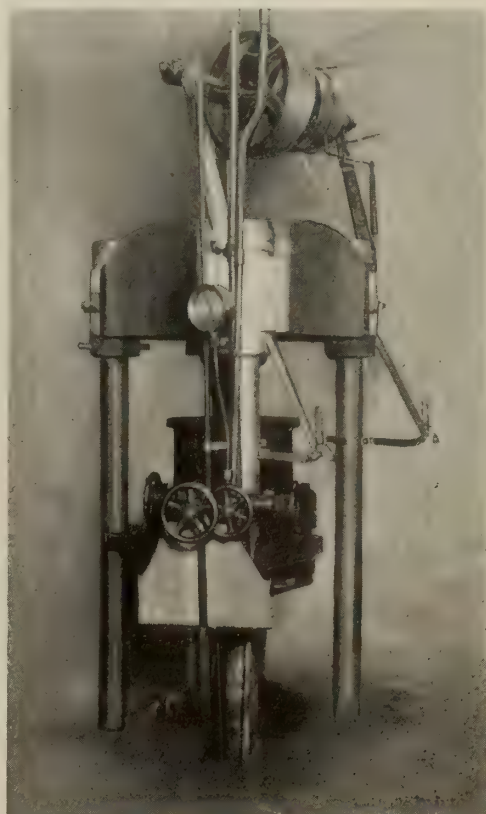
"Something about our experience with bullet-making? Well, we got into the game early in December, 1914. Ever since we have been hard at it, turning out—I shouldn't like to say how many tons of bullets every day. Inspection? That has given us little trouble. We have had few rejections. You see our ordinary product requires chemical and mechanical accuracy. So that the exacting demands of bullet-making were nothing new for us. No, there is no money in it now, but it's a big game, and we have to play up."

Quality and Service

"Some statistics about our growth? Well, I don't want to say much about that, sounds too much like bragging. It's quality that counts, anyway. Still, the trade knows we have one of the largest mixed metal businesses in Canada. After all, the growing demand for our products shows that the quality is there. Our plant is too small for the business offering. Even with the addition completed,

we shall be short of room. By the way, in our new building we are going to manufacture a new babbitt—ulco metal—which should make a hit. It is specially hardened, and yet it retains the ductility and anti-frictional qualities of pure lead. As a reasonably cheap high-grade babbitt ulco metal should have a great future.

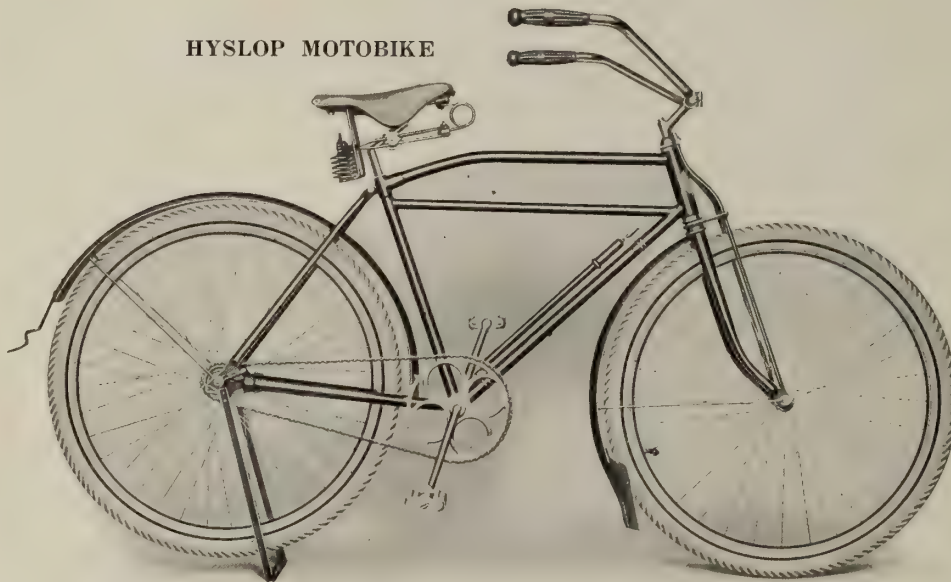
"Our best products? It's hardly fair to single out one or two for special mention. The Hoyt Metal Company stands behind each and every one from Hoyt's Genuine 'A' to Hoyt's Sheet Britannia. Babbitts, solders, sheet metal and lead goods—all are made of carefully selected materials, combined with every precaution that science and experience can suggest. Take our solders, for example. The ingredients are so well mixed that the solder is practically a new metal—and when we sell a 45/55 solder, we guarantee that it contains 45% tin and 55% lead. Or our type metals; look at this booklet. See how clear and sharp the print is. It was printed with type cast from Hoyt Monotype metal. And so with the rest of our products; we are proud of all of them—the best alloys at the lowest possible prices, and the best service to go with them—that is what you get from the Hoyt Metal Company."



One of our presses specially designed for wire solder, Came lead and specialties. Other presses not shown in the picture are especially adapted for lead pipe and Came leads.

Hyslop Bicycles

HYSLOP MOTOBIKE



OTHER
MODELS :

Diamond
Empire
Autobike
Ladies'
Juvenile
Youths'
Bicycles

For 28 years Hyslop Bicycles have been manufactured in Toronto, Canada. They were the leaders a quarter of a century ago and are in the lead to-day. For strength, easy riding, beauty of design and finish, Hyslop Bicycles are unexcelled anywhere in the world.

EASIEST TO SELL

Thousands of sons and daughters are riding Hyslop Bicycles this year, whose parents rode a HYSLOP in their youth. Such popularity makes for easy sales. This is the time of the year to sell bicycles. We can make immediate deliveries.

WHOLESALE ONLY

Hyslop Brothers, Limited

Toronto, Ontario

*Dealers, write for large Catalogue of Hyslop Bicycles and Sundries,
with discount sheet.*

If interested, tear out this page and keep with letters to be answered.

"LIVINGSTON"

—The Name that means more than
merely a name



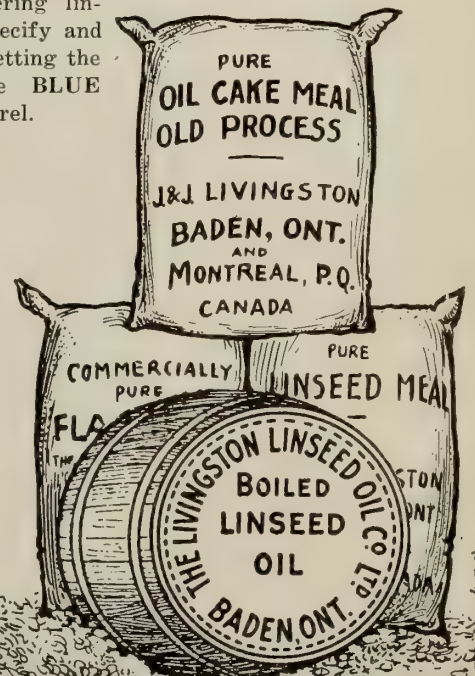
Right from the growing flax to the finished product—linseed oil, oil cake meal, etc., the name "Livingston" means quality—quality in the raw seed, quality all the way through, every process right to the finished article.

Not for one moment does the strict supervision relax during the manufacture of Livingston products—every department is manned by experts who have the "Livingston" interest at heart—men who for most part have spent the best part of their lives in our employ and who know the manufacturing of flax products from the ground up.

When the name Livingston goes on the head of a barrel it is the consumer's guarantee that every drop of the contents is as represented and absolutely guaranteed up to the Livingston standard of quality which is the highest.

When ordering linseed oil specify and insist on getting the oil in the BLUE painted barrel.

THE
DOMINION
LINSEED OIL
CO., Limited
TORONTO
BADEN MONTREAL



STRAIGHT TALK

FROM THE MANAGER

No. 68

The Buyer Must Not Guess!

Not many miles North of Toronto a representative of Hardware and Metal entered a hardware store, the other day, during the noon hour, while the proprietor was out for lunch.

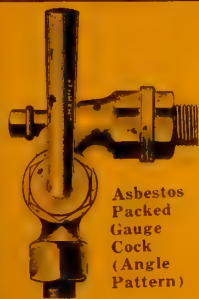
Chatting with the head clerk he learned that this young man had recently commenced to do some of the buying.

Buying hardware in these times is a work of great responsibility. Guesswork on the part of the buyer could not be tolerated. He must *know*.

So, this clerk had discovered the need of such information as is given in Hardware and Metal every week, and he placed his order for a year's subscription.

He and all new subscribers should carefully study the advertising pages of Hardware and Metal every week. It is the best way of keeping in touch with the good things that are being offered to the Canadian hardware trade.

J. G. L.



Asbestos Packed Gauge Cock (Angle Pattern)



Gem Ejector



Gasoline Cock



J.M.T. Reducing Valve (Bronze)



Fusible Plug



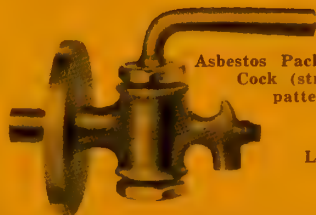
J.M.T. Gate Valve



J.M.T. Reducing Valve (Iron Body)



J.M.T. Check Valve



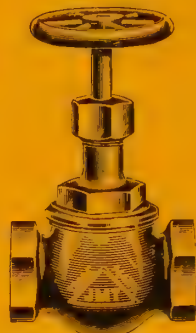
Asbestos Packed Gauge Cock (straight pattern)



Locomotive Steam Gauge



Beaver Combined Stop and Check Valve (Bronze)



J.M.T. Globe Valve



Cylinder Cock



Beaver Angle Valve (Iron Body)

Better than Fishing

"I'D sooner be around here than go fishing," said Mr. Morrison, senior, president and founder of the James Morrison Brass Manufacturing Company, Ltd., when interviewed at the works. Mr. Mor-



rison's heart is in the business he has built up. It was away back in 1864 — three years before Confederation — that he laid the foundation of the great business of to-day. From 1864 to 1917 — fifty-three years, he has helped to make the name of Morrison stand for thoroughness and quality.

"Why, not long ago a steam gauge I made forty-nine years ago came in for repairs. How is

that for service? Another one came in which had been in a G.T.R. engine for 32 years. It cost about \$1.50 to make it as good as ever. We have always refused to pare on quality, and honest goods wear well."

Mr. Morrison is one of the veterans of the business.



Beaver Check Valve
(Bronze)



Expansion Joint



Hose Coupling



Water Gauge No. 15



Water Column



Asbestos Packed Cock,
with gland and holding
down plate



Gland Cock

Soldiering in the Sixties

He learned his trade in Montreal where he was born seventy-five years ago, then gained additional experience first in Toronto and later in New York. He was working in New York when the American Civil War broke out.

A little later he established himself in Toronto. It was a modest beginning—turning out standard globe valves on foot lathes. But the foundations were well and truly laid and, Mr. Morrison points with pride to the fact that the older Canadian firms which bought steam specialties from him half a century ago are dealing with the firm still. "If a thing wasn't right, we stood behind it and made it right," said Mr. Morrison, "but very little came back."

That policy helps to explain the growth of the James Morrison Brass Mfg. Co., Limited.

Soldiering in the Sixties

Mr. Morrison's reminiscences of the sixties are interesting. He turned out to defend Canada from the Fenian Raid. "Soldiering?" Well, I joined the Royal Grenadiers when we expected war with the United States. There was a good deal of bitter feeling in Civil War days. Then when the Fenians raided Canada we were called out; we received orders to proceed to Chippewa, where we slept in a ploughed field the night of our arrival, and went on to Fort Erie. We missed the Fenians though, except a few stragglers."

In passing, one might note that the Morrison family has maintained its early connection with the Grenadiers. Three generations have been represented in that corps. The first—Mr. James Morrison himself; the second—



Hydraulic Valve



Stack Gas Water
Heater



Asbestos Packed
Angle Cock



Morrison's Automatic
Cellar Drainer



Asbestos Packed Drain Cock



Water Service Cock (Marine)



Twin
Marine
Safety
Valve



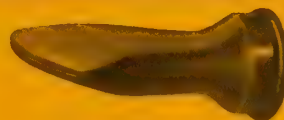
Morrison's Improved
Safety Valve



Whistles



Low Pressure Boiler Feeder



Rink Sprinkler



Shipside Cock

Beaver Cross Valve
(Bronze)

Whistles



Steam Whistle



Grease Cup



J.M.T. Injector



Cylinder Oil Pump



Engineer's Clock



Cushion Disc Faucet

"Rep by Pop"

Mr. Len Morrison, so well-known in athletic circles, who was wounded and captured at St. Julien, and is now a prisoner in Germany; the third generation is represented by Mr. Donald Morrison, son of Mr. Charles Morrison, at present in France, a lieutenant in the Third Battalion. Mr. Bert Morrison, another son of the President, is attached to the 255th, now in England; so that the family, as becomes good Irish stock, is well to the fore when there is fighting to be done.

Mr. Morrison spoke of two of the Fathers of Confederation. He himself was an ardent supporter of Sir John A. Macdonald and the National Policy.

"The difference between John A. Macdonald and George Brown was that George Brown stuttered and John A. didn't. 'Rep by pop!' was the war cry in the old days—representation by population. George Brown, always said 'r-r-rep by p-p-p-p-pop!' But they were both good men; it's a pity they aren't down at Ottawa now. They'd soon get together and form a strong national government."

It's a far cry from the Fathers of Confederation to the James Morrison Brass Mfg. Co. of to-day, but Mr. James Morrison bridges the gap. Head of the business, then, he is still head of it to-day, though he has shifted most of the burdens of management to the broad shoulders of his sons.

The Sane Policy

Mr. Charles Morrison, secretary-treasurer of the firm, gave some details about the modern business: "Our policy is unchanged, quality before everything else."



Radiator Valve



Relief Valve

Beaver Globe Valve
(Bronze)



Ship's Bell



Heintz Steam Trap



J.M.T. "Y" Valve



J.M.T. Locomotive Safety Valve



Steam Whistle (Marine)



Knickerbocker Generator



Beaver Check Valve (Bronze)



Asbestos Packed Cock



Gauge Test Pump



Steam Gauge

Indicator Cock (above)
Marine Oil Box (to right)

The Triangle that's Always Square

When you see our triangle on anything, you may be sure of good service. A record of fifty years of sound workmanship stands behind it."

"Munitions? No, we don't manufacture munitions directly, but we supply a great deal of equipment to munition manufacturers. For instance, their hydraulic presses require hydraulic pressure gauges, which we furnish, and so on, right down the line. Then, too, the demand for ships keeps us busy providing all sorts of marine specialties, boiler mountings, suction and discharge valves, injectors, ejectors, whistles, engine-room telegraphs, etc. I doubt if anyone else in Canada has gone into boiler equipment for ships to the extent we have. We send supplies of this sort to Collingwood, Montreal, even to the States—besides our work for ships building here in Toronto.

Still Growing

"Growth? Yes, we have spread out a good deal since my father began business on the north-east corner of Bay and Temperance streets. Since the move to Adelaide street the business has developed until it requires four storeys instead of the original one, and we need more room now. The reason? Simply that the trade has come to recognize that the TRIANGLE stands for quality.

"Our main lines? All sorts of steam and water goods in brass and iron, steam specialties, such as injectors, all types of pressure gauges, reducing pressure valves, locomotive and marine brass specialties, brass goods for sanitary and heating engineers, gas water heaters, in fact, a list too long to give in full."



Beaver Overboard Discharge Valve



J.M.T. Hose End Gate Valve



J.M.T. Reducing Valve (Low Pressure)



Sight Box

From Canada to the "States"

Confidence in the Quality of Their Product Resulted in the Canadian Carbon Co. Changing the Usual Order of Things by Branching Out Into the American Field

IT takes nerve and a mighty lot of confidence in a product for a small Canadian firm to extend its activities into the American field. This is especially so in the case of Flashlights and Batteries.

The flashlight and battery manufacture has made great strides in the past ten years—grown in fact from the toy stage to a most important necessity of daily use.

The First Flashlights

Those who remember the first flashlights that made their appearance on the market will possibly recall the very short life they had, and we might say very unsatisfactory service they gave. This was due to the faulty battery.

Everybody wanted a flashlight, every home needed a flashlight, batteries were needed in every corner of the map—were bought in fact, and many were the disappointments, for few lived up to the user's expectations.

Battery Most Important

Though the construction of the flashlight case is very important, the onus of life lies very heavily on the battery. It's not long ago since the acme of success was thought to be achieved when batteries of 16 to 20 amperes were made. To-day the consuming public are getting batteries that register 26 to 30 amperes and even more.

Along Came "Master"

After years of experiment and study the Canadian Carbon Co. brought out what is now known as the "Master" battery, and truly it has revolutionized the battery manufacture.

The flashlight battery has been designed so that after being used and put aside it will recuperate its strength and continue to do so for an indefinite period. This recuperative feature has made it very attractive, especially in foreign countries, where it requires months some times to make delivery.

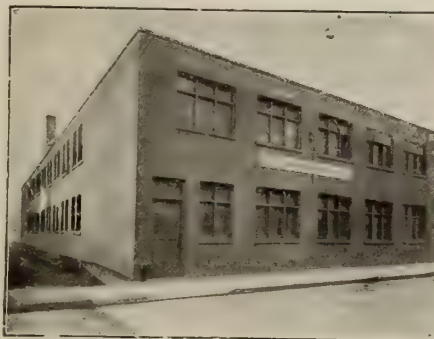
The Ignition Battery is so constructed that it resists water and atmospheric changes—the battery's worst enemies. The result is long, satisfactory life.

And there's the "Master" cap—but wait, we'll tell you about that later.

The Canadian Factory

At 23 Pearl Street the "Master" battery was born and from this factory all Can-

ada is supplied. This factory has been in operation for over nine years—not a long record for some lines of manufacture, but almost the lifetime of the bat-



The Toronto Plant

tery industry, for it's only in the last few years that the battery has climbed to its proper place in the world's staple commodities.

Into The "States"

Confidence in the "Master" battery being able to hold its place against all competition decided the Canadian Carbon Co. to extend their activities into the United States; quite reversing the usual order of things.

Late in 1915 offices were opened in New York and a factory in Brooklyn. Here the Canadian Carbon Co., under the name United Battery Corporation, broke into the American field, and in less than two years have built up an enormous business, employing over 400 operators, with the anticipation of adding 300 more to their staff when the new factory now being built in New York is completed.

Their Oriental Plant

Under the name Oriental Battery Co., of Manilla, P.I., the Canadian Carbon Co. are taking care of the flashlight and battery trade of the Philippines and surrounding districts. The fact that such a branch was necessary, combined with the tremendous export business done by this company is evidence that the world at large is quick to pick up a modern idea.

Exporters to the World

Before the war the "Master" flashlight and battery were practically unknown in Great Britain. To-day "The Master Leads" in the British Isles, in France, Italy, South America, Australia, New Zealand, and in fact every friendly country in the world where delivery is possible.

The growth of the demand for a battery that will "stand up" has given the "Master" the lead everywhere.

All export business is done under the name Canadian Carbon Co., Toronto, though the delivery at the present time is made from the Brooklyn factory, owing to the embargo placed by England on certain commodities used in the battery manufacture, making it necessary to secure these in the United States. It is more feasible to manufacture at source of supply of raw materials. Again it is almost impossible to get space in boats sailing from Canadian ports.

The Cap of Long Life

It's not a night cap, but a day-and-night cap that the "Master" wears which the Canadian Carbon Co. recently introduced. This is a close texture fibre cap, placed over the centre pole of the "Master" battery to prevent deterioration of the battery from atmospheric short-circuiting. This is only broken when put into use.

There is at all times, more especially if the atmosphere is moist, a current of electricity passing between the poles of

a battery.

Though this is very small it is nevertheless degenerating the power of the battery, thereby shortening its life.



The Brooklyn Plant



The Manilla Plant



Under "Granny's" Rule

A Romance of the Early "Seventies," when the Old Rag Carpet Hugged the Walls

"YOU get that carpet up, John, and beat it so there ain't no dust left, and be very careful of it, for lor' bless me boy, that old rag carpet has been in the family for well nigh twenty-five years, and it ain't over bad yet."

O-O-O

John knew "Granny," and he, like a dutiful grandson, followed out instructions to the letter. He beat and beat and beat, and the more he beat, the worse the dust got, so it seemed to him. He finally cornered the dust market in that old rag and inwardly prayed for the time to come when some wise-head would invent something to replace the insanitary carpet.

O-O-O

Little did he know that right then hundreds of men were thinking the same thing, and not far behind them were a few thousand women, who were not fortunate like "Granny" to have a "John."

O-O-O

When you get a few hundred men and a few thousand women with the same bee in their bonnets, there is going to be something happening.

O-O-O

—And it did.

O-O-O

It was not until a few years after that it happened, and John helped it to happen, for John took unto himself a wife.

O-O-O

The old rag carpet met its Waterloo, for the two new home builders voted its elimination and forthwith bought a rug to cover the centre of the floor. It was a rag rug, though, for in those days the Axminster and Wilton were not common and John's purse placed the rag limit.

O-O-O

"But John, dear, what are we going to do with the edge of the floor?" said his wife.

O-O-O

Now John hadn't planned on divorcing the old carpet from the wall without considering the consequences. He painted the floor a nice shade that blended with the rug—wifey was pleased—say, it did look fine and clean, shone like a nigger's heel.

O-O-O

Every day the little house-keeper went over the bare floor with a dust rag, or



cleaned the floor ever so often with soap and water—was alright at first, but as days grew into weeks and weeks into months, and the months began to look like years, many a complaint was registered with loving John—and John thought again.

O-O-O

Being of a rather inventive turn this young home-builder devised a contrivance which cut-out the knee-drill and allowed wifey to dust and clean the floors standing up. It was a mop—a mighty crude affair, but a mop just the same.

O-O-O

Then John moved to the city. Here his new home, built to his own specifications, was finished with hardwood floors, for "Ma and Pa" were sold on the sanitation idea. They wouldn't bring up the little Johns and Marys in a home where the carpet hugged the walls, leaving a harbor for all kinds of chicken-pox and measles microbes.

O-O-O

"Say, John, somebody has taken your idea." This is what the dutiful husband was greeted with one day on his arrival at home. And Mary went on to tell him about having seen his mop, all made of metal and fluffy strings and padded around the edges and all that, but it's your idea just the same.

O-O-O

Next day when John passed the hardware



store in question he went in, and sure enough there it was—the O-Cedar Polish Mop in a clean, bright yellow color, made with a pressed steel plate with a handle set at just the right angle. The fluffy fibre mop, the maker claimed could be washed, dried and re-treated with the polish which was sold in different sizes of bottles and cans.

O-O-O

"Granny's" reign had come to an end—dusty dusting had ceased to be, back-breaking stooping and bending was a forgotten labor.

O-O-O

It was O-Cedar day

O-O-O

The hundreds of "John and the thousands of Mary bees" had brought home the honey. O-Cedar Cleaning and Polishing took America by storm—the demand grew every day.

O-O-O

The inventor, Mr. C. A. Channell, introduced his first O-Cedar Mop in 1910, simultaneously with O-Cedar Polish, a compound of scientifically blended ingredients which is not an oil, but a polish of very high merit, a cleanser, preserver, beautifier, and disinfectant that is of proven efficiency.

O-O-O

With the growing demand came the introduction of many different styles until today there is an O-Cedar



mop or duster for every requirement in every home.

O-O-O



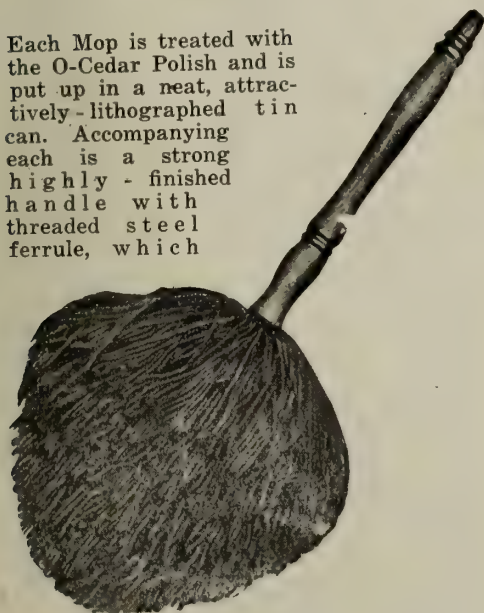
The round Mop, the first introduced, has a tremendous sale. Later came the tri-



angle Mop, which has features many women prefer.

O-O-O

Each Mop is treated with the O-Cedar Polish and is put up in a neat, attractively-lithographed tin can. Accompanying each is a strong highly-finished handle with threaded steel ferrule, which



screws into the holder on the plate.

O-O-O

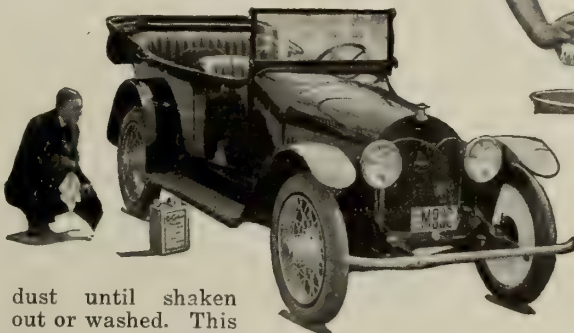
On waxed floors, walls, and other surfaces where the O-Cedar Mop is not



practical, the O-Cedar Dusting Mop gathers and holds the dust in a clean and sanitary way.

O-O-O

Besides the Mops, the Channell Chemical Company, Limited, the makers of the O-Cedar Products, turn out O-Cedar Dusters in various sizes. They are made of the same cotton fibre as the mops, are full, round and mounted on a short handle, taking the place of the old-fashioned feather duster. Instead of scattering the dust particles around the room, the O-Cedar duster treated with O-Cedar Polish, collects and holds the



dust until shaken out or washed. This duster is excellent for dusting around stair railings, furniture, and automobiles.

O-O-O

There is also an O-Cedar Dust Cloth, which is made in two sizes, and which, like the Mops and Dusters, collects rather than scatters the dust, it also prolongs the lustre of a polished surface.



O-O-O

Now, from the dusting standpoint, O-Cedar Polish, no matter how applied, whether with a mop, duster or polishing cloth, is a great boon to the modern housewife—a real labor saver. But besides that it is the greatest cleanser and polisher ever offered for sale—no matter for what kind of polishing, whether painted or hardwood floors, or the finest piece of mahogany or other furniture and piano.

Here we come to the latest use found for O-Cedar Polish. Thousands of Auto owners are to-day using O-Cedar on their highly polished cars and make great claims for it. After washing, O-Cedar will bring back the brilliant lustre without the slightest trace of a mar. The higher the finish of a surface the more need there is for O-Cedar Polish.

O-Cedar Polish Mop

The very extensive consumer-advertising of



the above trade mark, done in the leading magazines of America, has built up a tremendous demand in every corner of Canada for O-Cedar Mops and Polish. Merchants

everywhere are cashing in on this demand and are pleased with the repeat business in polish that every sale of



a mop or duster brings.

O-O-O

To get the best out of anything it must be used right.



There's the right way to use O-Cedar Polish, and the more people you get to use O-Cedar Polish the way it is intended, the greater will be your turnover.



O-O-O

First wet a piece of cheese cloth with water and wring it out until slightly more than damp; then

pour the polish on the cloth. Go over the surface to be cleaned; this removes the dust, scum and grime. Now, polish it with a dry cloth, slight rubbing quickly produces the desired hard, dry lustre. This lustre is retained for weeks by simply adding a few drops of O-

Cedar Polish to the dusting cloth when the daily dusting is done.

O-O-O

First the customer starts with the small bottle at 25c., and as the real worth of O-Cedar becomes known the larger sizes of bottles and cans are purchased. Get your customers educated to the "O-Cedar way" of polishing.

O-O-O

"Granny's" rag carpet that hugged the wall is past. O-Cedar day is here to stay

Making Portable Daylight

Why is a Flashlight?—What Makes it Burn?—How Do They Make the Batteries?—

The University of California Tells All About the Process—Information Supplied by The Interstate Electric Novelty Co., Toronto, Makers of

Franco Radio Flashlights and Batteries.

WHEN we think of the usefulness of this magic little torch and how adaptable and indispensable it has become to our modern life it is small wonder that we should admire the wonders of electricity and its constituent chemicals (the battery) that puts the flash in flashlight.

That we may understand the secret of this canned electric light (the battery), the following description, illustrated and numbered, will take you step by step in its making:

1. Sheet zinc cut to size.

2. Zinc blanks rolled for soldering.

3. Zinc cylinders with soldered seams.

4. Zinc bottoms blanked out by power press.

5. Completed zinc cups with bottoms soldered in: Zinc cups form the negative element of the cells.

6. Mixture of materials forming the positive elements of the cells.

7. Carbon sticks also used in forming the positive elements of the cells.

8. Core consisting of carbon sticks (7) surrounded by materials (6) and stamped into a solid unit.

9. Core (8) wrapped in a piece of cloth in order to prevent crumbling.

10. Brass caps used as terminals for the positive elements of the cells.

11. Finished positive element ready to be placed in zinc cup (5).

12. Insulators made from paraffined cardboard.

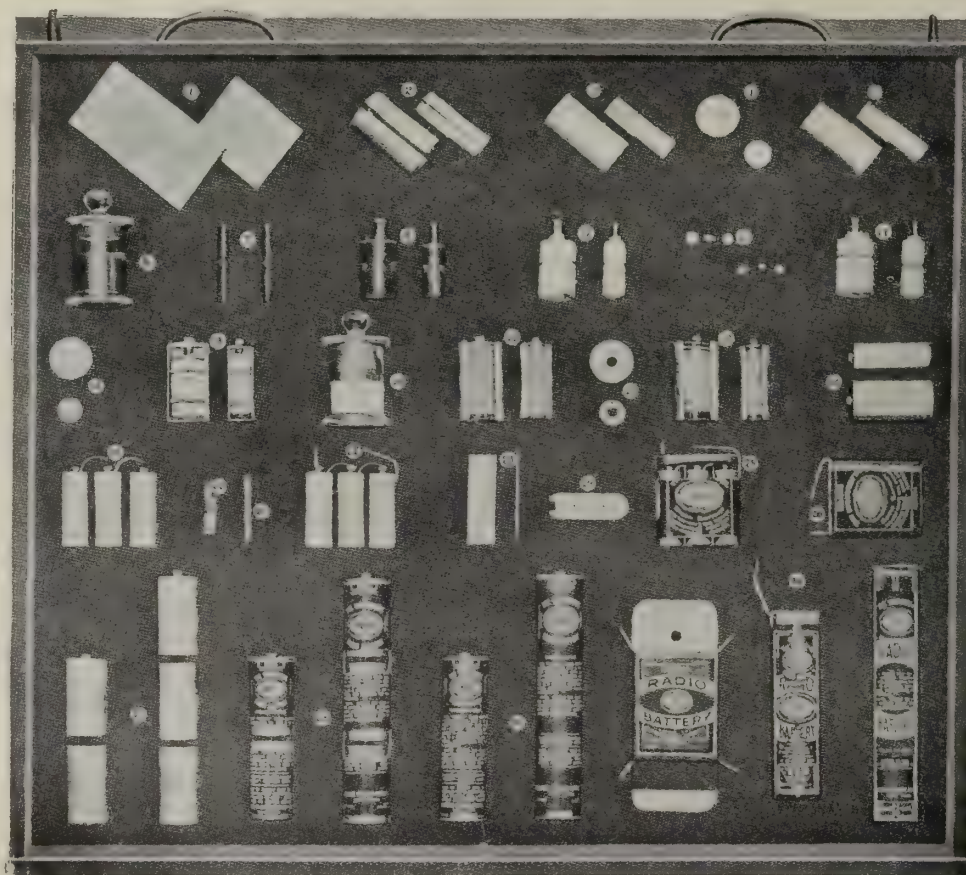
13. Sectional view of zinc cup (5) containing the positive element (11), showing how cardboard insulator (12)

electrolyte to thicken and become a solid paste, thus holding the moisture for a long time. Paraffine is then poured on top of the electrolyte in order to prevent evaporation.

16. Paraffined Cardboard Washer.

17. Sectional View of Completed Cell: showing how the cell is sealed by paraffined cardboard washer (16) and a layer of sealing wax.

18. Finished Cell. Every cell generates a certain amount of electrical current which varies with the size of the cell. Each individual cell, regardless of its size, generates approximately one and one-half volts. As this voltage is too low to produce a useful light, it is necessary to connect two or more cells in order to secure a unit of higher voltage. Cells are assembled in different man-



ners as shown, to furnish the different styles of flashlights.

19 to 26. Batteries for Coat Pocket Style Flashlights Assembled.

19. Two cells with wires attached to zinc cup, forming the negative element of the cell and a third cell without any connection. All three cells are placed in the position they will take when completely assembled.

20. Terminal contact for positive pole of battery.

14. Electrolyte. This generates electricity by chemical action when brought into contact with both the positive and negative elements of the cell.

15. Sectional View of Cell. The Electrolyte (14) is poured into Zinc Cup (5), containing positive element (11), as shown in No. 13. Then the cell is boiled at a low temperature, allowing the

21. Terminal contact for negative pole of battery.

22. Three cells connected as follows: The zinc cup (negative pole) of the first cell is connected with the brass carbon cap (positive pole) of the second cell. The zinc cup (negative pole) of this cell is connected with the brass carbon cap (positive pole) of the third cell. This way of connecting electrical cells is called "connecting in series." The negative pole of the third cell is free. To it the terminal contact (21) is attached. Terminal contact (20) is attached to the positive pole of the first cell, which is also free. By connection with these two terminals we get an electrical circuit with a vol-

tage equal to the total voltage of the three individual cells—approximately, four and a half volts.

23. Insulator made of paraffined cardboard.

24. Battery top made of paraffined cardboard.

25. Sectional view of the assembled cells (22), placed in a paper nest insulated from each other by paraffined cardboard insulators (23). The battery is sealed by means of battery top (24) and a layer of sealing wax.

26. View of completed coat pocket style battery.

27 to 29. Battery for tubular style electric flashlights assembled.

27. Two and three cells, respectively, placed in position which they will take when assembled.

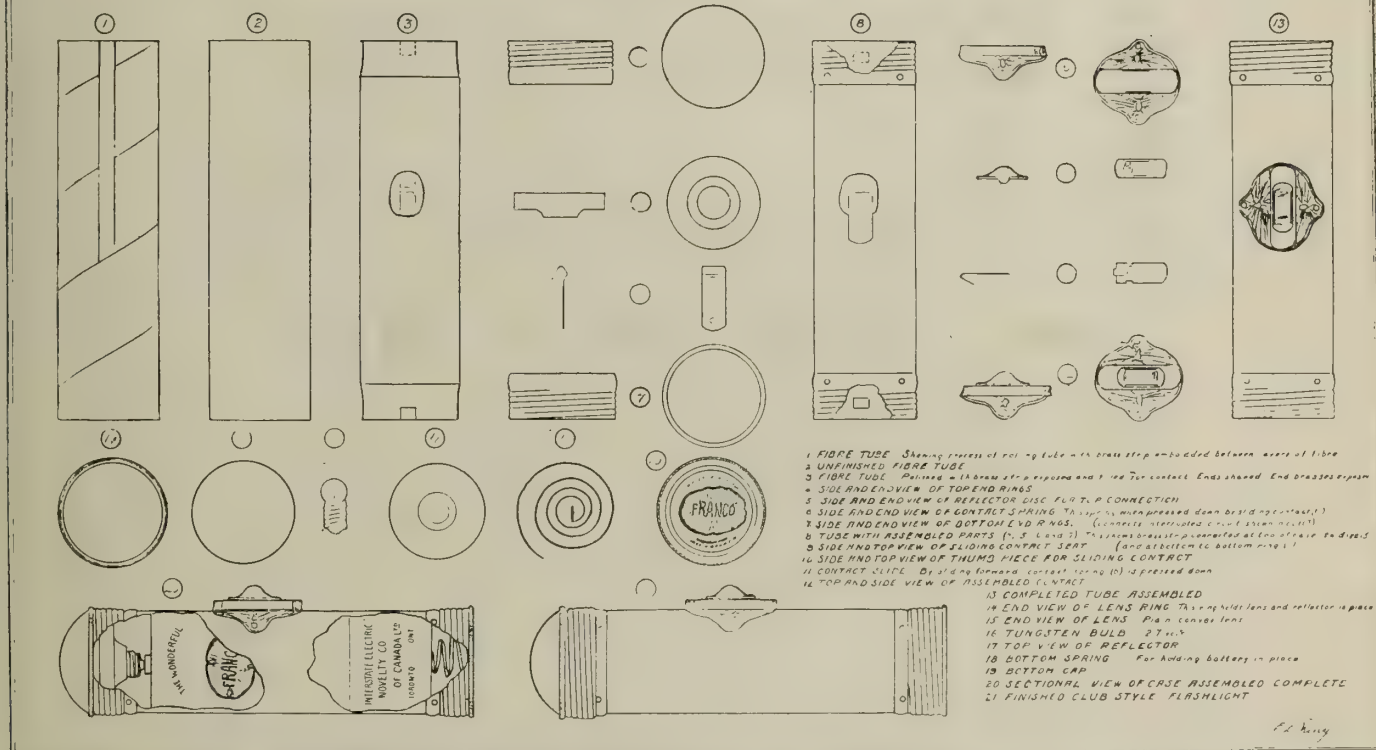
28. Sectional view of a two and three cell tubular battery. These cells are connected in series by being placed in a cardboard tube so that the brass cap (positive pole) of one cell connects with the zinc cup (negative pole) of the second cell, etc. The negative pole of the bottom cell and the positive pole of the top cell are free.

29. View of completed tubular two cell and three cell batteries.

30. Completed batteries placed in cardboard cartons ready for shipment.

THE WIRELESS FRANCO FLASHLIGHT

MADE IN CANADA
INTERSTATE ELECTRIC NOVELTY CO
220 KING ST W TORONTO



Is there any wonder as to why
Franco Flashlights and Radio Batteries
far excell other makes

Be a live dealer—prepare to give the public what they ask for and know to be right. "Franco" flashlights and batteries sold through various distributors at convenient locations to insure prompt delivery and fresh stock.

Interstate Electric Novelty Company of Canada, Limited

220 King Street West, Toronto

Most progressive Flashlight Manufacturers in the Dominion.

If interested, tear out this page and keep with letters to be answered.

MacLean's Magazine

FOR JULY

The Smugglers were Caught

THE true and complete story of a huge smuggling conspiracy which robbed the Canadian and United States Customs Departments of hundreds of thousands of dollars, and which was finally exposed by a Canadian Customs officer, is well told in the July MACLEAN'S. The parties concerned settled by handing over a huge check to the Canadian Government and not a word of the story has ever before been in print. The man who writes the article, J. D. Ronald, was personally concerned in the investigation, and he tells the whole case from first to last, merely changing the names of some of the central figures. This is one of the most striking special features that MACLEAN'S has ever had.

Confederation

the dominant theme of July MACLEAN'S

THE Jubilee of Confederation has led the Editor to make the July MACLEAN'S retrospective and interpretive of Confederation in the character of its main contents—this to meet the certain need and desire of the Canadian people. Note the fine provision of special Confederation article and features:

"THE MEETING OF MACDONALD AND BROWN."

By C. W. Jefferys, a frontispiece painted for MACLEAN'S.

"THE STORY OF CONFEDERATION."

By Thomas Bertram. A colorful narrative of the bringing about of the union of provinces.

"FIFTY YEARS OF BUSINESS EXPANSION."

By W. A. Craik, covering all phases of business—banking, insurance, manufacturing, agriculture, transportation, etc.

"THE BUILDING OF THE C.P.R."

By C. H. Mackintosh, former Lieutenant-Governor of the North West Territories, and an ex-editor of the Ottawa Citizen.

"CONFEDERATION AND AFTERWARDS."

By Agnes C. Laut. An article on Confederation and the taking over of the North West Territories from the Hudson Bay Company.



Look for this symbolic cover design in three colors at book stores and news-stands. It is a fine bit of work, and worth preserving.

"SOME CANADIAN CONTRASTS."

By Frank Yeigh. A sketchy article showing some of the most picturesque ways in which Canada has advanced during the last fifteen years.

"THE DRAFT."

By A. C. Allenson. A story of the part which Canadians took in the American Civil War.

MESSAGES ON CONFEDERATION

appear from the Premiers of many of the Provinces of Canada.

Billy Sunday Contributes:

"WHAT I THINK OF CANADA."

A brief article in the crisp, epigrammatic style of the famous evangelist, illustrated by some of his most recent photographs taken in action in New York.

The Fiction Features:

"THE GUN BRAND."

By James B. Hendryx. An interesting instalment of this exciting serial.

"THE OUTLAW BOAR."

By Clark E. Locke. A short story.

"PUTTING IT OVER."

By Hastings Webbing. A golf story.

"THE CAPTAIN OF THE SUSAN DREW."

By Jack London. The first instalment of a two-part story—one of the last that London wrote.

The Best Number of MACLEAN'S

THAT has ever been put out is this July issue. It will be bigger, the articles are stronger, the stories more entertaining, and the illustrations more varied. Stephen Leacock's "Sunshine in Mariposa" is continued in this issue; also the regular Departments, Records of Success, Review of Reviews, The Business Outlook, and Information for Investors.

At All News-Dealers
15c.

"There's One Born Every Minute"

So Barnum Said About Fools

Everybody cannot be a mechanical genius, and though not fools, there are many who unwittingly do foolish things—The Rixson Door Check is built fool-proof, so that no harm can be done to it by the amateur or home mechanic

—The Rixson is fully guaranteed.

WHETHER Barnum was right or wrong he certainly was in close enough touch with the public to know that there were many who did not take advantage of their thinking powers, and whose thoughtlessness cost them dear for their experience

For a long time we have realized the great market there was in Canada for a good door check—a door check that worked perfectly, no matter what. We noted that many a so-called good check came out with a broken spring or that for some reason or other it refused to do its duty. Upon sizing up the many

wrecks, we decided that there should be a check built on the fool-proof plan—a check that did not need to be tampered with at any time—no winding or regulating.

We found such a door check.

Yes, it's a "Yankee" made door check, or rather it was, for now it's made in Canada in our own factory. We have secured the exclusive manufacturing rights for the Rixson Door Check for Canada.

The Rixson is simple in construction, is durable, and works like a charm. It never gets out of order—even if the spring, which is of the compression type, breaks in two it still does its duty.

One of the main features of the Rixson is that it requires no winding and is ready for action the moment

it is screwed to the door and the arm put in position—no guess-work at any time, a boy can put it up. There are no rights or lefts.

The Rixson is powerful, and where others fail, at the latch, this check is strongest, owing to the longer stroke and larger plunger of the checking mechanism.

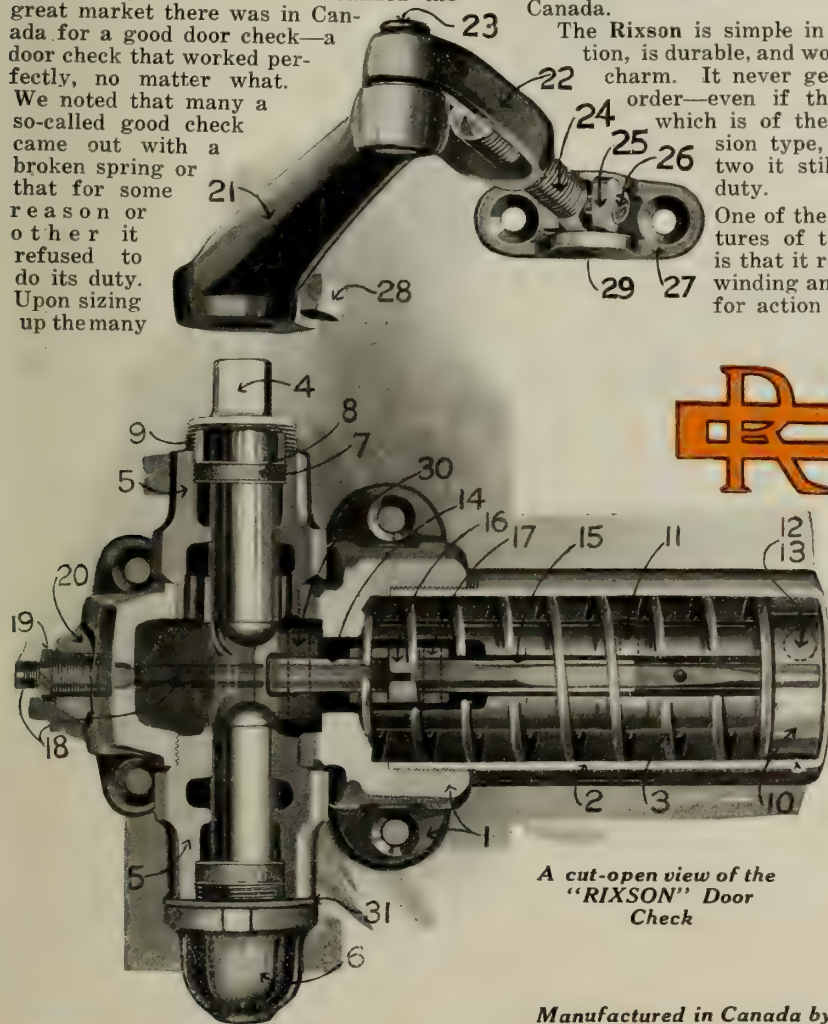
The Rixson checking oil contains no alcohol and will not freeze at 40 below. The spring and all working parts being immersed in this lubricant oil at all times never rusts or wears from friction.

For sixteen years the Rixson door check has been giving absolute satisfaction.

We might say here that we have built a large extension to our factory and are going extensively into the manufacture of general hardware, featuring the Rixson door check and spring and other Rixson lines.

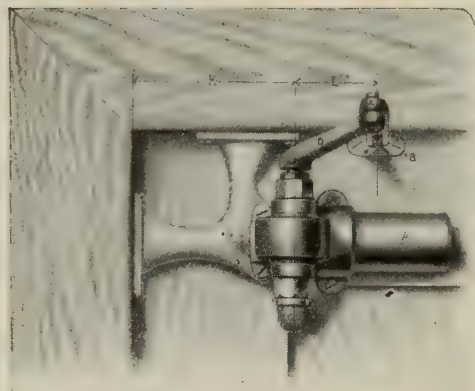
We solicit the business of the wholesale and retail hardware trade of Canada.

Write for circular and discounts.



A cut-open view of the "RIXSON" Door Check

RIXSON



Shows how the "RIXSON" Check is attached to door

Manufactured in Canada by

Toronto Lock Manufacturing Co.

Factories: Patterson Place

TORONTO, CANADA

Manufacturers of Builders' Cabinet and Structural Hardware

From Virgin Pines of the "South"

Virgin South Pines Produce Higher Grade Products Than Those That Have Been Long Bled in Supplying the World's Demand for Turpentine and Their By-Product, Rosin.

WHEN Pinchin went South his one idea was to connect up with producers whose forests were in prime condition and not "bled" too long as is often the case with very old forests. It is not generally known by people who buy, sell or use turpentine and other by-products of the pine forests of the South, what causes the great difference in the grades produced.

Ask Old Sambo, who is seen in the illustration, and he will soon tell you. He will give you more inside information on the making of turpentine and rosin than most importers will learn in a life-time staying at home.

Scientific Production.

Many of these natives have grown up in turpentine forests and though some slip into a rut with their employers, those who are connected with aggressive and well-organized producers are well versed on the most scientific methods of manufacturing high-grade pine products.

Pine Products Specialists.

Considering the large amount of turpentine, rosin and other by-products of the Southern pine forests now in use in Canada and the few people who specialize in the importing of these commodities it was no surprise to those who knew him, that Mr. Robert Pinchin, now vice-president and manager of the Ontario Oil and Turpentine Company, Limited, of Toronto, decided to make a specialty of the turpentine and rosin business.

Organized New Company.

Getting an insight into the possibilities of this business when manager of the Colonial Varnish & Color Co., and having formed very favorable connections with

users of these products, Mr. Pinchin organized the present company and had warehouses built at 840-842 Dundas Street, Toronto, adjoining a railroad siding.

Mr. Pinchin Then Went South.

This trip and personal inspection of the properties and plants of many of

No Adulterants Used.

It should be of interest to manufacturers and others who know, despite the fact that so many cheap substitutes are often used in the adulteration of turpentine, that a firm making a special study of this business can be relied upon to ship an article like turpentine whose absolute purity is assured.

Rusty Cups Tabooed.

In many of the turpentine districts of the South, old-fashioned rusty cups are still being used for holding the gum as it oozes from the pine trees. Lax methods of distilling likewise are permitted in many places, with the result that turpentine is often placed upon the market having a straw-color cast instead of the clear, water-white article produced where modern cups and up-to-date distilling methods are followed. It must be apparent, especially to the manufacturing druggists of Ontario, that pure gum spirits



Though the methods of transportation in the pine forests of the South are of necessity more or less primitive, some of the producing firms adopt the most scientific methods of turpentine and rosin manufacture. The ox is here shown as the motive power for conveying the freshly gathered gum to the stills.

the largest producers resulted in forming connections with a large firm, in one of the best Southern turpentine districts owning or leasing their own forests.

Shipments Direct From Forests.

Arrangements have been made whereby shipments are sent direct from the forest to Toronto. This arrangement ensures promptest possible delivery and lowest price.

The efforts of the firm have been rewarded in the rapidly increasing business which has developed with some of the largest dealers and manufacturers in Ontario, their trade extending from Fort William and Port Arthur on the West to Montreal on the East.

of turpentine is absolutely essential to them in the various commodities in which turpentine is used, and it is to be expected that a firm of importers who make a specialty of this class of trade should succeed, thereby filling a long-felt want in the trade.

Trees Not Over-"Bled."

Old turpentine trees that have been "bled" for any considerable time produce a turpentine of a strong woody odor and greater quantities of low dark grades of rosin. Mr. Pinchin has been fortunate in securing a connection with producers owning young forests, and the products both in turpentine and rosin handled by his firm are of the highest order.

SATISFACTION

TO DEALER AND CONSUMER

Guaranteed
Profit
to
Dealer



Guaranteed
Service
to
Consumer

Dealers are Authorized
to place Razors on 30 Days'
Trial

Do not take your customer's money until he is satisfied that the exceptionally good service given by the AutoStrop Razor warrants the investment

The Only Razors That Sharpens Its Own Blade
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STOCKED BY ALL JOBBERS

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Toronto, Ont..

If interested, tear out this page and keep with letters to be answered.



Nearly Quarter of a Century Making O.P.W. Paints and Varnishes

The value of buying and selling trade-marked goods is in the qualities represented by that trade mark — either quality of the goods or service, or both.

The O.P.W. trade-mark on paints and varnishes is your safeguard — your guarantee to your customer — our assurance to you that we stand back of you with an absolute guarantee of quality and service.

We solicit an opportunity to tell you about O.P.W. Paints and Varnishes (RIGHT NOW).

(Write now)

Ottawa Paint Works, Limited

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Vancouver

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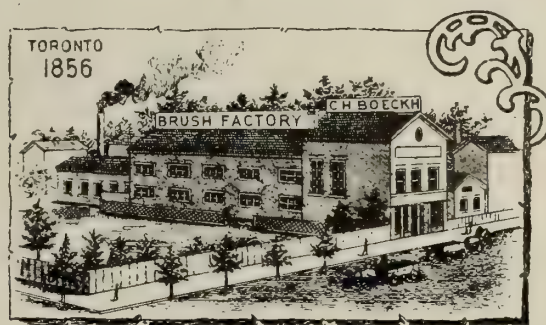
If interested, tear out this page and keep with letters to be answered.

ESTABLISHED 1856

In the Early Days of CONFEDERATION and Before

users of brushes suffered inconveniences and loss from using imperfect brushes with the bristles falling out.

When BOECKH'S first started making brushes (in 1856), eleven years before Confederation, their first thought was to make a better painter's brush. With this ideal in view, time, money and study were given until a method of construction was evolved that would absolutely and under all circumstances hold each and every bristle. This is why the "Steel Grip" process was perfected and patented. This process has proven so eminently successful that the best practical painters have adopted Boeckh's brushes for all classes of work, and also the largest factories, railroads and other large corporations have tested and acknowledged the "STEEL GRIP" merit by adopting them in their plants.



THE FIRST BOECKH FACTORY ON BERKELEY STREET, TORONTO. Established 1856

In Addition to the **STEEL GRIP** Process

Boeckh's Brushes are Rubber Set

which means embedded in hard rubber—giving a combination that enables us to guarantee that "The Bristles Can't Come Out."

While the "Bristles Can't Come Out" feature is of the greatest importance, we have not overlooked the other important items that go to make a perfect working brush. We use only the best bristles. Our workmen are specialists in Paint Brush Making. Our designs are properly balanced and are convenient to work with. We also make all kinds of Household, Factory, Toilet and Stable Brushes, etc.



PRESENT OFFICES, WAREROOMS AND FACTORIES

1856

The Boeckh Bros. Company, Limited
TORONTO, CANADA

1917

FOR SIXTY YEARS THE LEADING BRUSH MAKERS IN CANADA

If interested, tear out this page and keep with letters to be answered.

*The Original
Rice Lewis store*



The
Wholesaler
that didn't
start—
"IT JUST GREW"

The story of Rice Lewis and Son based on an interview with
one of Toronto's near-centenarians—ex-Vice-
President of the Company.

TWENTY years older than the Dominion of Canada, and younger and stronger than ever—that is the story of the House of the Padlock, the solid old firm of Rice Lewis & Son.

"It wasn't started, it just grew," that is the way Mr. S. S. Martin describes the genesis of the wholesale business of Rice Lewis. And first, a word about Mr. Martin. A NEAR CENTENARIAN, ninety-three in June, 1917, born away back in the days of 'the first gentleman in Europe' George IV, nearly sixty years with Rice Lewis & Son, hale and hearty still, Mr. Martin has a record of long and faithful service which few can parallel. A fine-looking old gentleman, with strong features somewhat of the Gladstonian type, aquiline nose, firm mouth and chin, clean shaven, except for side whiskers, Mr. Martin looks what he is, a fine representative of the best type of English business man of the 19th century. Naturally one turns to Mr. Martin for reminiscences of the early years of Rice Lewis & Son.

"It was just 'Rice Lewis' when I became connected with the business. The 'Son' was added to the firm name later.

"Yes, the business began in a small way—at least as things go now. A retail store on the corner of King and Toronto Streets, 52 feet x 100, well enough, then, but it would look pretty small beside the six story building of to-day.

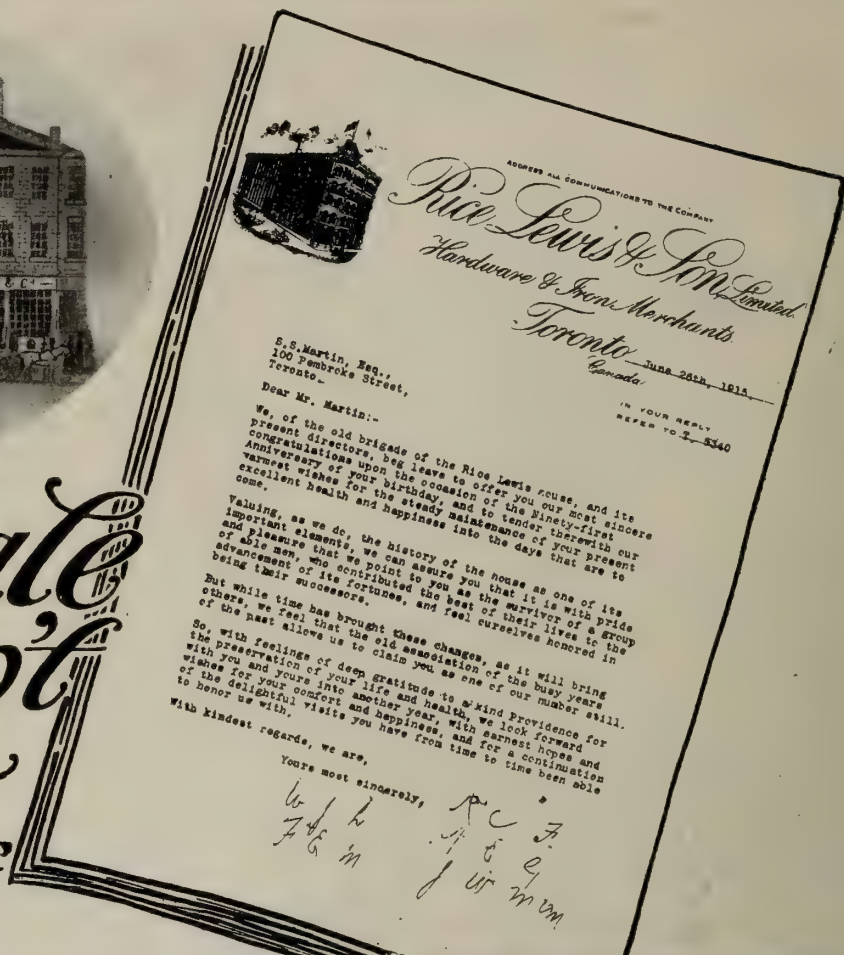
"The wholesale business? As I said before, it just grew. It developed gradually to meet the needs of the trade. It was the result of good service. We made it a point from the very first to keep a great variety of goods. 'If you can't get it at Rice Lewis' you can't get it anywhere,' was the common saying in the old days. It is yet, for that matter.

"It was in 1854 that I came out from England. War time? Yes, the Crimean War was on and wheat was soaring—£4 a quarter—about \$2.50 a bushel. In fact, it was wheat at £4 a quarter that paid my passage.

A Fast Passage

"A slow voyage? No, it was a fast one—only 33 days—that was good sailing; but the Dreadnought was a fine ship—not much like your modern Dreadnoughts though. That same year, I became connected with the firm of Rice Lewis, and I stayed with it till I retired, a few years ago.

"Yes, the hardware business has changed a good deal. Only an old stager would know some of the lines we handled then. That's one thing about hardware. It keeps changing. The man who wants to be a hardware man must be a student; if he's not a student, he'll get left. One of the great beauties of the hardware business is its variety, and nowhere do you find greater variety than with Rice Lewis."



Rice Lewis, the founder of the firm.



The Rice Lewis & Son store looking from King Street.



A. E. Gilverson, President of the Company.

It was refreshing to find a man of ninety-three with so much enthusiasm for the business in which he had spent his life. Mr. Martin believes in hardware, and he believes in the firm he helped to build up. An interesting link between the pioneers and the firm of to-day is the letter to Mr. Martin transcribed on the preceding page. It conveys to him the congratulations of Rice Lewis & Son on the attainment of his ninety-first birthday.

Mr. Rice Lewis

Of the founder of the business Mr. Rice Lewis, we glean that he was a "nice old man," not an expert in hardware but a man of genial disposition, a good mixer, whose joviality helped to soften the asperities of business.

His photograph, here reproduced, is a valued possession of the firm.

Cherished Relics

Other relics of the old days are cherished by the firm. The cut which heads this article reproduces a treasured drawing of the old quarters of the firm. The huge padlock—for then as now, the firm did business at the Sign of the Padlock—does not stand out clearly, but it can be traced against a second story window.

Wanted—A Padlock

The famous padlock once disappeared. It was the Hallowe'en prank of some young blades about town. The padlock was carried off and shipped to Kingston, consigned to a fictitious John Jones. Mr. Rice Lewis was frantic; to him the padlock was a sort of mascot. His peace of mind was not restored till the padlock was discovered unclaimed at Kingston.

Another treasure of the firm is an invoice of 1854, the year Mr. Martin threw in his lot with Rice Lewis. The firm name was then simply Rice Lewis, though the C. W. Lewis who receipts the invoice was a son of the founder.

A comparison of prices with to-day's quotations is interesting. The bargain hunter would make few finds in 1854's price list. The third item, bundles of iron, gives the best basis for comparison. The price to-day of the first lot is \$5.25 as against 22 shillings and six



Scene on the main floor of Rice Lewis & Son

pence, \$5.40 roughly. So that in spite of our war prices, the consumer had to pay a little more for iron than than now. Moreover four shillings then went farther than a dollar goes now. In 1913 the contrast would have been striking, \$2.05 instead of the present \$5.25, or the \$5.40 of 1854.

(The hardwareman of to-day should thank his stars that he doesn't have to make out all his accounts in pounds, shillings and pence.)

Other contrasts of prices bring similar results. The buck saw, for example, quoted at 5s. or \$1.20 is sold to-day at 75c. The rasps are practically the same price to-day. Steel, however, is a little higher, 26 cents as against 1 shilling; in 1913 though, the same articles cost only 13 cents, half the present price and nearly half the price of 1854.

Other interesting features of this old invoice are the Sign of the Padlock at the top and the ornate penmanship and flourishes of the heading—decorative effects for which modern business has little time.

Giant Strides

How far the firm of Rice Lewis & Son has travelled since these early days one can best realize by comparing the photographs of the modern buildings,—the six story main building with its 70,000 square feet of floor space, and the Atlantic Ave. Building, an additional 20,000 square feet—with the cut of the old building. The 5,200 square feet of the early days, the little old-fashioned store of 1849, looks insignificant beside the up-to-date building of 1917, nearly fourteen times as large. Yet the one is the legitimate outgrowth of the other. The padlock still symbolizes service and variety. The traditions are the same. "If you can't get it anywhere else, go to Rice Lewis & Son," is the watchword of the firm to-day as it was in the forties and fifties.

A Joint Stock Company
Business-like men have their aggres-

sive youth, their vigorous prime and their conservative old age. Unlike the individual, however, they have found the elixir of life. A great business in these times no longer depends on one man, no longer ages when its founder ages; it becomes a corporation and perpetually renews its youth. Established in the year 1847, it is nearly thirty years (1889) since Rice Lewis & Son became a joint stock company with Mr. Arthur Brindley Lee as president.

The late Arthur B. Lee was one of Toronto's leading citizens, occupying a prominent position in business and financial circles, and devoting a great deal

of time to public matters, being for many years chairman of the Harbor Board, and director of the Bank of Hamilton and many financial institutions. Nor would any account of the history of the firm be complete without reference to the late John Leys who, in association with his partner, Arthur B. Lee, for a period of over thirty years devoted his entire energies to the building up of the business.

Something should be said about the present management of the house. Mr. A. E. Gilverson and Mr. Robert C. Fisher, the senior partners of the firm are actively engaged in its management and, while each has a variety of individual interests, their time is almost exclusively given to the direction of this business, with which they have been connected since boyhood, succeeding their old principals in the year 1908.

There is no name better known in the Ontario Hardware trade than that of R. C. Fisher. As buyer and Managing Director successively of the previous ownership, and Vice-President and Managing Director of the present company his acquaintance with the trade in all its phases has been intimate and thorough, as is evidenced in the aggressive but conservative policy of the house.

Many a successful hardware man throughout the country to-day points with pride and satisfaction to their training with the old house, under Mr. Fisher's direction.

Mr. Fisher is a lover of the land and the country side, and when not in his office in the Rice Lewis establishment is usually to be found enjoying himself at "Springhill," the family homestead at Dundas, which overlooks the beautiful valley of that name.

Mr. Gilverson, the President, has always been identified with the financial end of the business, successively as clerk, accountant, secretary and treasurer. This aspect of the Company's growing business still engages his per-



A corner of a Rice Lewis & Son stock room

sonal attention and out of it grows the only hobby he indulges, if it can be said he has one at all.

Mr. Gilverson is essentially a conservator of resources, and when occasion requires and opportunity offers, specializes in the diagnosis and repair of defective features in his customers' undertakings. Nothing pleases him better than to give a client of the house a helping hand in adjusting financial problems, developing out of changing conditions and unprovided for contingencies, and it is said of him that many friends of the house have been unable through his enthusiastic support and expert advice to meet successfully the crisis that inevitably comes at some time or other in most business ventures.

Mr. Gilverson holds the view that a closer association between the wholesale and retail dealer and a wider recognition of the advantages of a confidential relationship would be of the greatest possible value to both branches of the trade, resulting in a safer situation and greater individual progress.

Mr. Gilverson is an ardent Imperialist, a member of the executive of the Empire Club, and two of his three sons are preparing for service in the Imperial Army: Norman, a cadet of the University Overseas Training Company, and Russell, recently connected with the Machine Gun School at Hamilton, on its instructional staff, and now with the Canadian forces overseas, in similar work. Both boys relinquished important posts in the business to discharge what they considered their own and the family's duty to their country in the present crisis.

The president and vice-president are supported in the conduct of the business by the following board of directors:

Messrs. W. J. Lawson, Fergus E. Macdonald, J. W. McMillan and R. E. Kast-



Scene in a Rice Lewis Stock Room

ner, all of whom save Mr. Kastner have been associated with the business from youth up.

A Talk With Mr. Lawson

Mr. Lawson, so well known to the trade as the director in charge of the wholesale department, spoke of some of the problems of present day merchandising. Mr. Lawson emphasized the difficulties attendant on transportation. "It's hard to live up to our standard of var-

iety in war time. The trade doesn't always understand this, because local freight goes through fairly well. But we are always having large lot orders tied up at the border. It's hard to get cars, too. For instance, at the present moment we have a carload of grindstones ordered from Ohio. They've been ready to ship for two months, but the shipper can't get a car—and that's just one illustration. I could give dozens. It's hard to get the goods, too. Why, early in June we sent an order to a large American manufacturer. We didn't get an acknowledgment till three weeks later. Even then the date of delivery of every item was given separately, and the dates ranged from August 1917 to April 1918. But we carry a big stock and a varied one—how big and how varied few people realize. Man—don't even know that we have a large warehouse on Atlantic Avenue, exclusively for heavy goods and reserve stock. We carry a very large line of metals: in fact, we have been making something of a specialty of heavy metal goods, iron and steel bars, sheets, plates, high speed and carbon steels and so on. But you can get some idea of our metal stock from the photographs of our Atlantic Avenue warehouse.

"We are special agents, too, for a wide variety of lines such as Morse twist drills, Victor hack saw blades, Wiley and Russell taps and dies, Brown and Sharpe machinist tools, U.S. poultry netting, L. S. Starrett Co. machinist tools and many other lines of equal merit."

And so, to-day, in spite of war-time difficulties, the house of Rice Lewis & Son sticks to its old policy of variety and its traditions of service. In 1917 the Sign of the Padlock stands for the same policy it stood for in 1847, twenty years before Confederation.



Another Stock Room Scene

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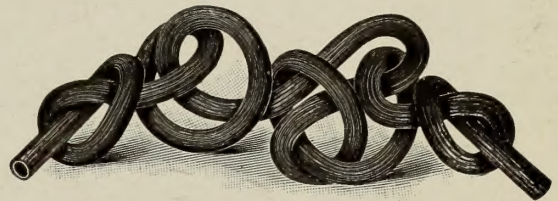
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GUTTA PERCHA & RUBBER, LIMITED

LUFKIN Spring Joint Wood Rules

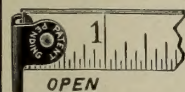
MADE IN CANADA

The Best Rules

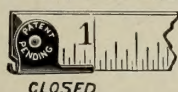
The Quickest Service

Ask about our New Folding Hook Attachment on such rules.

Measuring Tapes and Rules of all kinds.

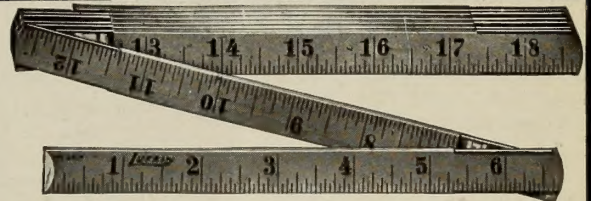


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THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Stocked by the Jobbers



TINKER TOM'S TALKS.

Talk Number One Hundred and Seven

Talk about Quality! This being "Clean-up" week, we painted for the first time the roof and sides of our Pickling Department, all made of "PREMIER" GALVANIZED SHEETS. Every sheet sound and perfect. Exposed for two years to strong acid fumes, steams and vapours every day, and only painted for "Looks." As we said before — SOME QUALITY!

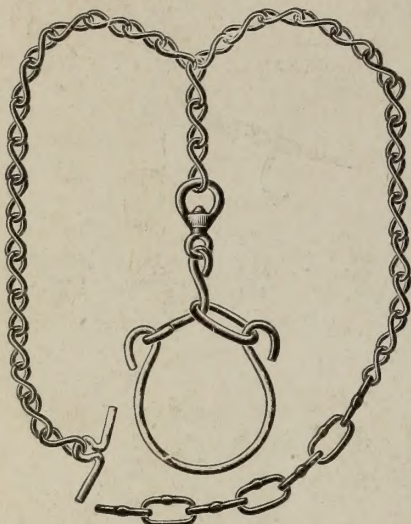
TINKER TOM.

Look for Talk No. 108 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA



McKinnon Electric-Welded Cow Ties

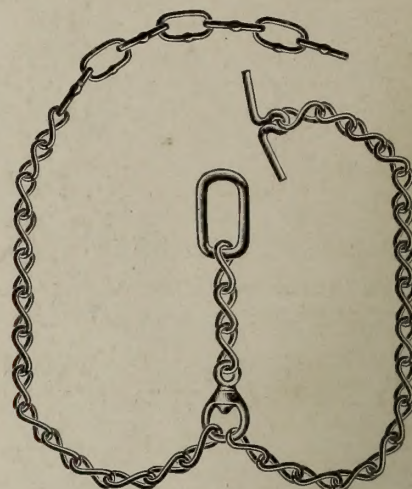


Electric-Welded

Lighter

Stronger

More Serviceable



Electric-Welded

Chain used in the manufacture of these cow ties is our lapwelded, tested, Canadian Coil. The smooth, uniform swell at the end of the link adds 25% more strength and wear. Chains are highly polished and packed one half dozen in neatly labelled boxes.

McKINNON CHAIN COMPANY

ST. CATHARINES, ONTARIO

McKinnon Door Shields



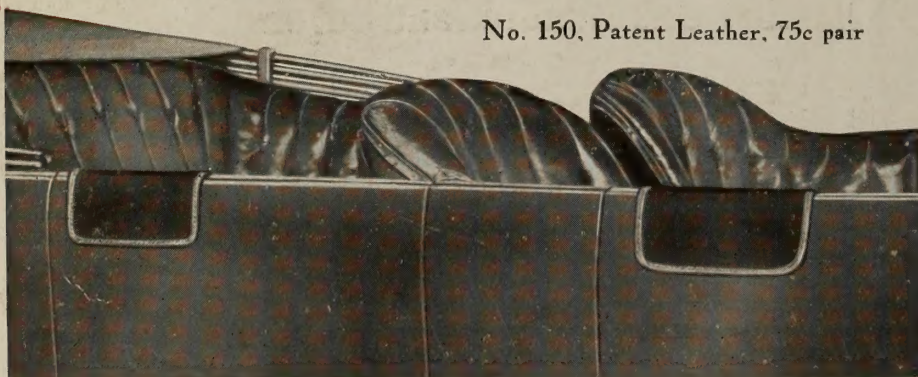
Save the finish on the doors. Overcome unsightly fingermarks. Give the car a finishing touch—an air of distinction. Will fit any car. Simply tack them under the upholstery on the inside of the door and bend them down over the top. They are lined with sheet metal.

There is a big market for this new, money-making accessory. Every car in your territory should be equipped with them. Be the first dealer in your town to have them. Here is a chance for extra profits.

No. 150, Patent Leather, 75c pair

No. 155, Art Leather, 50c pair

*Write to-day for liberal
dealers' discount.*



**McKinnon Dash
Company**

St. Catharines : Ontario

